

Delou Africa, Inc.

Project Title: DanceAfrica Miami 2024

Grant Number: 25.c.pr.200.562

Date Submitted: Wednesday, June 21, 2023

Request Amount: \$25,000.00

A. Cover Page Page 1 of 12

Guidelines

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

Application Type

Proposal Type: Arts In Education


Funding Category: Arts Partnership

Discipline: N/A

Proposal Title: DanceAfrica Miami 2024

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. Organization Name: Delou Africa, Inc. 
- b. DBA:
- c. FEID: 27-1572927
- d. Phone number: 305.978.3866
- e. Principal Address: 11054 SW 159th Terrace Miami, 33157-1201
- f. Mailing Address: 11054 SW 159th Terrace Miami, 33157-1201
- g. Website: www.delouafrica.org
- h. Organization Type: Nonprofit Organization
- i. Organization Category: Other
- j. County: MiamiDade
- k. UEI: HVPDV5328113
- l. Fiscal Year End Date: 09/30

1. Grant Contact *

First Name

Njeri

Last Name

Plato

Phone 305.978.3866**Email** delouafrica@yahoo.com

2. Additional Contact *

First Name

Folayan

Last Name

Griffiths

Phone 954.288.0201**Email** delouafrica@yahoo.com

3. Authorized Official *

First Name

Njeri

Last Name

Plato

Phone 305.978.3866

Email delouafrica@yahoo.com

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Fair/Festival

4.3. Applicant Discipline

Multidisciplinary

C. Eligibility Page 3 of 12

1. What is the legal status of your organization?

- Florida Public Entity
- Florida Nonprofit, Tax-Exempt

2. Are all grant activities accessible to all members of the public regardless of sex, race, color, national origin, religion, disability, age or marital status?

- Yes (required for eligibility)
- No

3. Project start date: 7/1/2024 - Project End Date: 6/30/2025 *

- Yes (required for eligibility)
- No

4. How many years of completed programming does your organization 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)

D. Quality of Offerings Page 4 of 12

1. Applicant Mission Statement - (500 characters) *

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

2. Project Description - (2000 characters)

Briefly describe the project or program for which you are requesting funding. 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.

DanceAfrica Miami 2024, a 3-day cultural arts festival, continues the work of Delou Africa Inc. This year marks 15 years that DanceAfrica Miami has promoted and celebrated the cultural vitality of the African diaspora through dance, drum, music, folktale and art .As South Florida's premiere presenter of traditional and folkloric African Arts, Delou remains committed to ensuring broad access to the annual DanceAfrica Miami festival. Event entry, Children's Village activities, panel sessions and outdoor stage events are free of charge and fully accessible.

2.1. Project Goals (2000 characters)

Please list at least three goals associated with the project or program for which you are requesting funding.

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.

Sample goal: To provide residents and visitors with increased opportunities to view local art and meet local artists.

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

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

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

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

5--Provide performance opportunities for local artists.

2.2. Project Objectives (2000 characters)

Please list the three corresponding objectives for the goals listed above.

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

Sample Objective: At least 300 residents and visitors will view local art and be invited to a “meet the artist reception”

1--Provide a variety of formats to explore the connections between Africa and the Diaspora: 60 artists will facilitate workshops and presentations for children and adults, perform in concert, and participate in community forums over a 3 day period.

2--At least 1500 attendees participate in 23 workshops, 1 Children’s Village, 1 Cultural Marketplace, 1 Concert Presentation over a 3-day period.

3--Build a diverse audience of community members who appreciate traditional African arts. At least 750 Surveys will be distributed to demonstrate geographical, socio-economic, and ethnic backgrounds of attendees. The survey will also ascertain whether new cultural information and awareness was introduced to the audience member.

4--Create opportunities for artists of various cultural backgrounds to learn from each other through artistic engagement: A minimum of 60 artists from African, American, Caribbean, and Hispanic traditions will collaborate as instructors, performers, practitioners, cultural historians, and technical experts.

2.3. Project Activities (2000 characters)

Please list the project or program activities.

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

Sample Activities: Work with local arts and tourism organizations to promote art shows.

Communicate with local art teachers to encourage students to attend shows. Schedule artist commentaries and news articles to promote the shows.

ACTIVITIES

The DanceAfrica Miami festival is scheduled to take place on August 2nd- August 4th, 2024 at Florida Memorial University a Historic Black College and University institution situated in Miami Gardens, an under resourced city in Miami-Dade County.

Workshops:

There will be 23 workshops in dance, drum, music, art, song, and instruments. Local, regional, and international artists share their talents as teachers and accompanists. Workshops explore African arts as a communal expression.

Concert Extravaganza

The DanceAfrica Miami Concert features a diverse range of performing artists. Returning performers include; Marisol Blanco (Cuba), Mohamed DaCosta (Guinea), Youssouf Koumbassa (Guinea), Mabiba Baegne (Republic of Congo) and Djenaba Sako (Mali). Some of are new artists are Souleymane Sana (Mali), Magatte Fall (Senegal) and Imania Detry (U.S.A) just to name a few. Additionally, local dance companies including Delou Africa Dance Ensemble will perform in the concert.

Children's Activities:

DanceAfrica Miami 2024 will once again host a Children's Village with free children's movement & rhythm workshops, storytelling, games and art. There will also be a back to school book bag give away sponsored by the Children's Trust.

Marketplace:

The Festival Marketplace exhibits arts and crafts that are integral to traditional societies while expanding opportunities for small entrepreneurs to reach new clientele and deepen attendees understanding of the links found in art and culture.

Health and Wellness:

A yoga class is scheduled and an annual Health Fair sponsored by Hollywood Birth Center offering free health screenings for diabetes, high blood pressure, and AIDS/HIV. This is especially important as these conditions adversely affect those members of the African diaspora in the United States.

2.4. Partnerships & Collaborations (2000 characters)

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

Delou leverages funds through relationships with a wide range of partnerships and collaborations. In order to cultivate new audiences within marginalized communities, the 2024 DanceAfrica Miami will be held on the premises of Florida Memorial University which is located in a under resourced neighborhood in the city of Miami Gardens. Collaborations and support are also provided by:

All Over Africa – Artistic Support

Four Points by Sheraton - Lodging

Greater Miami Convention & Visitors Bureau - Technical Support

Little Haiti Cultural Center – Rehearsal Space

I Am The Arts Foundation - Rehearsal Space

Drich Productions - Public Relations/Marketing

Livin' the Rhythm – Artistic Support, Volunteers

Miami-Dade Cultural Affairs – Funding & Technical Support

The Children's Trust – Children's Village, Book Bags

The Miami Foundation – Facilities & Supplies (Pending)

Urgent Inc. – Community Volunteers

Hollywood Birthing Center - Health Fair/Symposium

3. Project/Program Evaluation (2000 characters)

How will you determine if your Goals and Measurable Objectives are achieved? Who will conduct the evaluation, and who will the evaluation target? What methods will be used to collect participant feedback? (Surveys, evaluation forms, interviews, etc.) When will you collect the information, and how will it be used to inform future programming?

The Board of Directors evaluates the organization annually in September. Attendance data from classes, workshops, and events, as well as data from festival surveys, are compiled by the volunteer staff and the organization's President. An annual "follow-up" meeting is held and all stakeholders are invited to attend. The compiled data is presented and the outcomes are discussed. Priorities for organizational changes and program modification are determined based on a communal analysis. The Board of Directors along with the Executive Director and Administrative team develop action plans for the upcoming season in response to the evaluation process. The evaluation 2023-2024 season tools are:

- Attendance Sheets (on-going classes and guest artist workshop series)
- Funder, collaborator, and partner reports and notable feedback
- Surveys (students, festival attendees)
- Board Members and the administrative staff dis-aggregate the data for presenting at the annual "follow-up" meeting in 2024.

E. Impact - Reach Page 5 of 12

For questions 1-6, 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.

Total number of individuals who will be engaged?

1365

1. What is the estimated number of events related to this proposal?

26

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

26

3. How many Adults will participate in the proposed events?

1,000

4. How many K-12 students will participate in the proposed events through their school?

0

5. How many individuals under the age of 18 will participate in the proposed events outside of their school?

300

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?

65

6.2. Number of Florida artists directly involved?

30

7. Proposed Beneficiaries of Project

Select all groups of people that your project intends to serve directly. For each group, you can select more than one answer if applicable. If your project/program served the general public without a specific focus on reaching distinct populations, then select the “No Specific Group” options.

7.1. Race Ethnicity: (Choose all that apply) *

No specific racial/ethnic group

7.2. Age Ranges (Choose all that apply): *

No specific age group.

7.3. Underserved/Distinct Groups: *

No specific underserved/distinct group

8. Describe the demographics of your service area. (2000 characters)*

Demographics are distinct characteristics of a population. Examples include but are not limited to: age, race, ethnicity, religion, gender, income, family status, education, veteran, disability status, and employment.

DanceAfrica Miami 2024 brings multiple traditional folkloric arts experiences to the marginalized city of Miami Gardens (population 111,640), an “arts desert” with a Low-to-Moderate (LMI) average income, a poverty rate of 20.95% and a majority African American/Black Immigrant population consisting of 70.82% Black/African American; 24.57% White Hispanic; and 4.62% Other race/Two or more races. (World Population Review, 2022) The city’s reputation as a marginalized arts desert is evidenced by:

1. Per capita income rate \$18,950 & poverty rate 20.95%
2. 72% of all households are LMI
3. Area lacks a presence and participation in Miami art events

4. 72% African American/Non-White Immigrant population
5. No designated theater performance spaces
6. Only three art galleries

9. Additional impact/participation numbers information (optional) (1500 characters)

Use this space to provide the panel with additional detail or information about the impact/participation numbers. Describe what makes your organization/programming unique.

In 2015, Delou Africa, Inc. was selected to be one of only five presenting cities within the national DanceAfrica festival network distinguishing Miami from more than a dozen African Dance/ Drum festival events in the country. The DanceAfrica Miami Festival is advertised as a cultural arts educational and destination event and has continuously had a national and global impact. The festival is advertised in the Greater Miami Convention & Visitors Bureau calendar of events, local hotels, shopping areas, and the Wynwood art district. DanceAfrica Miami is also listed on History Miami's South Florida Folklife Center online calendar which serves as a resource for the general public to learn about South Florida events.

10. In what counties will the project/program actually take place? (Select a minimum of one) *

Miami-Dade

11. What counties does your organization serve? (Select a minimum of one)*

- Broward
- Duval
- Glades
- Hernando
- Hillsborough
- Lee
- Leon
- Manatee

- Marion
- Miami-Dade
- Orange
- Palm Beach
- Pinellas
- Polk
- Sarasota

12. Describe your virtual programming. Only for applicants with virtual programming. (2500 characters)

Briefly describe any virtual programming that you provide to the public. This information should include who is able to access the programming and any payment structure.

N/A

13. Proposal Impact (3500 characters)

How is your organization benefitting your community .What is the economic impact of your organization?

Organizations: Include education and outreach activities.

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

DanceAfrica Miami activates multiple high-quality traditional art experiences in this small, incorporated city of Miami Gardens and embeds a variety of efforts to deepen participation of under represented individuals within both the Delou network and the under resourced North Miami community. Delou the premiere presenter of African folkloric and traditional arts in southern Florida which positions the agency to generate significant economic impact through a steady provision of:

- Jobs for more than 100 artists annually
- Municipal taxes and fees from events, performances and classes
- Residents & visitors reporting a likelihood of continued participation in the local arts scene
- Visitor dollars for lodging, transportation, restaurants and local attractions
- Miami Gardens businesses and event vendors report economic benefits

Education Activities: Delou Africa, Inc. Youth Arts Initiative provides year-round ongoing dance, drum, and craft classes to more than 150 youth.

Educational program objectives are:

- To show the positive impact of African culture on society and the arts.
- To incorporate African art forms in Florida educational institutions.
- To discover the interesting facts of African culture, resources, and history.

--To understand that African dance, drum, folktale, art, and music is an expression of life experiences.

--To explore African languages through songs.

Learning opportunities for students in kindergarten through grade 12 align to state education standards. Offerings include:

--“Rhythmic Journey through Africa,” an introduction to various traditional African instruments and rhythms showing the connections between music and learning.

--“Movements and Rhythms of Africa” dance and drum experiences which explore the cultural, social and historic influences found in African dance and the significant role live drumming and music has in the development and discipline of this art form.

--“Drumz Ova Gunz”: A character development program for young men ages 13-18 which uses African drum, masquerade, and acrobatics as a catalyst to explore cultural options to violence and provide culture-based opportunities for collaboration and healthy competition.

--Masqueradology- Mask making focusing on mask traditions of Africa, the Caribbean and America.

Community Programs: Delou offers community dance, drum, and music classes for 20-50 students of all levels each week through an Artist Residency at Little Haiti Cultural Center. Special Guest Workshops are offered several times each season, along with community events such as a spring showcase, Kwanzaa celebrations, and fundraiser events.

New Community Programs: As part of a three-year growth strategy that seeks to engage new audiences, Delou has launched Arts & Culture in the Gardens (ACG) initiative. This new program presented two years of arts engagement for the residents of Miami Gardens. The ACG series offered multiple options for marginalized populations in “The Gardens” to engage in high-quality cultural arts experiences with professional artists.

Outreach:

Delou Africa, Inc. is a cultural presenting agency that is energizing residents throughout Miami-Dade County and both national and international visitors. The broad outreach is cultivated through multiple weekly posts on Facebook, Instagram, e- newsletters; flyers and banners at regional facilities; and radio and television interviews. Also, listings on community boards including HistoryMiami Museum and the Greater Miami Convention & Visitors Bureau calendar of events and a current website. Surveys reveals that DanceAfrica Miami attracts attendees from Africa, Asia, the Caribbean, Central America, Europe, and South America. Outreach incentives offer small business owners the opportunity to vend during weekly classes and special artist workshops. Additionally, waivers and discounts are offered to youth, elders and community members for activities and events each season including donating tickets to Miami Dade Cultural Affairs – Golden ticket and workshop waivers for Youth Outreach Initiative participants.

14. Marketing and Promotion

14.1. How are your marketing and promoting your organizations offerings? *

- Brochures
- Collaborations
- Email Marketing
- Newsletter

- Newspaper
- Pay Per Click (PPC) Advertising
- Radio
- Organic Social Media
- Paid Social Media
- Television

14.2. What steps are you taking in order to build your audience and expand your reach? (3500 characters)

How are you marketing and promoting your organizations offerings?

Delou Africa, Inc. works diligently to promote Miami as a premier destination on the national African arts network. Delou Africa, Inc. marketing plans are guided by Yvette Nicole, Harris, founder and Chief Strategist of Harris Public Relations Firm and Darnell Richardson of the Branding Beast, LLC. They are both known for their work in Miami as branding specialist. Their team provides Delou with technical assistance for corporate engagement and increasingly effective marketing strategies. The marketing and public relations strategy has an integrated approach incorporating community outreach, grassroots marketing, digital engagement, and both local and national audience development. The overarching objective of the marketing strategy is to increase awareness of Delou's presenting season expand the audience base by ensuring the greatest amount of access regardless of socio-economic and cultural demographics. Five marketing tactics will be executed to generate audiences for the upcoming season:

- 1) **Public Relations.** The marketing team pitches creative story angles to secure editorial placements in regional and out-of-market ethnic media outlets to reach an established audience of dance, music, and cultural supporters. For the festival concert, this includes influential cultural dance, and music writers and bloggers in addition to cultural media outlets in New York, Washington DC, Chicago, and Baltimore.
- 2) **Statewide Outreach.** Connect with dance companies and related cultural institutions within a 3-hour driving distance of Miami to announce the Delou Africa season and invite audiences to events throughout the season.
- 3) **Incentives.** Concert tickets donations to Culture Shock Miami and Golden Tickets for Seniors. Athematic weekend travel package for the Festival concert is planned that will be promoted through local and out-of-media markets along with editorial placements, travel, cultural, and dance bloggers/writers.
- 4) **Influencer Marketing.** Leverage the influence and network of Delou Africa collaborators including Little Haiti Cultural Complex, Liberty City Elementary School, Forces of Nature Dance Theater, DanceAfrica Festival Network, and the Knight Foundation to target their followers and promote the season. This will include geo-targeted Facebook ads targeting fans in key markets among partner supporters, dance groups, and cultural organizations throughout the region and abroad,.
- 5) **Media Target:** Print, radio, and TV placement including Miami Herald, Sun-Sentinel, Caribbean Today, Caribbean National Weekly, Miami Today, CBS Focus on South Florida, In the Mix (NBC),WPLG-Hot Happenings, WHQT Hot 105, WEDR 99Jamz, WFLC 97.3, WSVN-Deco Drive, Ocean Drive,PR Newswire, Caribbean PR Newswire, South Florida Times, New Times, SocialMiami.com, Comcast CNN Newsmaker, Legacy Magazine, CNN Miami, Huffington Post Miami, Concrete Loop, TheGrio.com, Root.com, Miami Living, Miami Today,

WPBT, MSNBC, Rebel, WLRN, Miami New Times, BizBash, and South Florida Business Journal.

6) Media Tour includes appearances on the radio shows Hot 105 Rodney Baltimore, Hot Talk Live with Jill Tracey and 103.5 the Beat and coverage on Channel 10, SOFLO Dance TV, and WLRN. The media tour also will visit New World School of the Arts, Miami Dade College, Florida Memorial University, and Florida International University.

F. Impact - Access for All Page 6 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. In addition to your facility, what specific step are you taking to make your programming accessible to persons of all abilities and welcoming to all members of your community? (3500 characters)

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 dos.myflorida.com/cultural/info-and-opportunities/resources-by-topic/accessibility. We encourage all applicants to include images in the support materials showing the use of accessibility symbols in marketing materials.

Delou Africa, Inc. encourages program participation regardless of an individuals disability. Festival activities will take place at Florida Memorial University a fully ADA/504 compliant facility according to federal ADA guidelines. Additionally, Delou Africa has completed the NEA Section 504 Self- Evaluation Workbook. Delou Africa, Florida Memorial University and LHCC maintain ADA Accessibility plans. The Delou Africa website and marketing materials include an ADA statement and festival programs and schedules will be posted in large print throughout the venue site. Our training for festival volunteers will also include information on assisting disabled attendees. On-going Accessibility efforts are led by a designated ADA Coordinator, who has conducted discussions and ADA training with staff. Accessibility plans include designated seating, entry points listed in Braille, and large print options for printed materials. An ADA statement is included in marketing materials and Delou e-mail messages.

2. Policies and Procedures

Yes

No

3. Staff Person for Accessibility Compliance

Yes

No

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

Njeri Plato

4. Section 504 Self Evaluation

- Yes, the applicant has completed the Section 504 Self Evaluation Workbook from the National Endowment for the Arts.
- Yes, the applicant completed the Abbreviated Accessibility Checklist.
- No, the applicant has not conducted an accessibility self-evaluation of its facilities and programs.

4.1. If yes, when was the evaluation completed? 6/1/2023

5. What efforts has your organization made to provide programming for all? (2000 characters)

Delou Africa, provides opportunities for all individuals to participate in their programs and events. There are a variety of options available such as: scholarships, waivers, community, and volunteer service hours as well as discounts for youth, seniors, students, and community members. Delou Africa's outreach initiative is designed to meet individuals where they are. Delou Africa provides arts and education through movements and rhythms of Africa. This unique art form of expression enhances social, cultural and self-awareness that residents in neighborhoods and communities may have not experienced if not for Delou Africa's commitment to sharing traditional West African dance, music, and history with communities near and far.

G. Management and Operating Budget Page 7 of 12

1. Organization History (2000 characters)

Briefly describe your organization's history including founding dates and significant changes in management, location, mission, etc. Also, include major accomplishments and program growth, adaptation to external factors and significant relationships and partnerships.

Delou Africa, Inc. (D.A.I.) is a Miami-based non-profit presenting organization founded in 1987. It is the mission of Delou Africa, Inc. (Delou) to bridge gaps and preserve culture by facilitating artistic education through traditional West African folklore dance, drum, art, folktale, and musical experiences. The overall purpose is to provide the diverse south Florida community opportunities for expression, growth, and cultural appreciation in a supportive and nurturing environment. Delou Africa was established with the purpose of providing the diverse south Florida community opportunities to access engagement in the traditional folkloric arts of Africa and has served more than 100,000 artists, children and adults through classes and workshops, residencies, performances, community events since 2010. The word "Delou" is spoken among the Wolof people of West Africa meaning "back to" or "return to" and honors a commitment to preserve African culture. Delou has sustained growth and met strategic goals.

Recent accomplishments include multiple collaborations with professional artists to present international networks and the implementation of initiatives to expand audiences among marginalized populations.

Organizational milestones reveal a track record of cultural arts experiences engaging more than 10,000 people annually in recent years including, but not limited to:

- Annual Festivals (2010-Current)
- Annual Black History Collaborations - The Arsht Center (2008-2023)
- Annual Kwanzaa Events & Presentations – Little Haiti Cultural Center (2010-Current)
- Annual Dance and Drum Extravaganza – Various Venues (2011-2022)
- Art Ova Seas International Arts Exchange: Trinidad/Tobago (December 2021)
- Art Ova Seas International Arts Exchange: The Gambia, West Africa (March 2022)
- Artists in Residence of the Little Haiti Cultural Center (2010-Current)
- Art and Culture in the Gardens Series (January 2023-December 2024)

Efforts to deepen participation of underrepresented individuals in Delou and the community are seen in many ways. For instance, this request supports part of the agency's two-year Arts and Culture in the Gardens initiative to bring high-quality traditional arts experiences to the city of Miami Gardens, an "arts desert" with low-to-moderate income residents, a poverty rate of 20.95% and a 71% African American/Black Immigrant population.

2. Fiscal Condition and Sustainability (2000 characters)

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

Delou Africa, Inc. has a consistent record of sound fiscal management and has been a stable, well organized and fiscally responsible organization since 2010. Delou Africa also has been the

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

3. Completed Fiscal Year End Date (m/d/yyyy) * 9/30/2022

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$6,000	\$12,000	\$8,000
2. Personnel: Programmatic			
3. Personnel: Technical/Production			
4. Outside Fees and Services: Programmatic	\$67,762	\$72,000	\$75,000
5. Outside Fees and Services: Other	\$3,000	\$5,000	\$3,500
6. Space Rental, Rent or Mortgage	\$8,332	\$10,000	\$10,000
7. Travel	\$8,209	\$11,000	\$11,500
8. Marketing	\$8,502	\$10,500	\$8,500
9. Remaining Operating Expenses	\$32,515	\$27,199	\$19,000
A. Total Cash Expenses	\$134,320	\$147,699	\$135,500
B. In-kind Contributions	\$7,600	\$9,000	\$9,000
C. Total Operating Expenses	\$141,920	\$156,699	\$144,500

Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10. Revenue: Admissions	\$3,010	\$5,000	\$6,000
11. Revenue: Contracted Services	\$15,000	\$11,000	\$26,500
12. Revenue: Other	\$6,759	\$8,000	\$8,500
13. Private Support: Corporate			
14. Private Support: Foundation	\$49,025	\$51,800	\$20,000
15. Private Support: Other	\$5,800	\$9,300	\$9,500
16. Government Support: Federal		\$10,000	\$10,000
17. Government Support: State/Regional	\$25,000	\$25,000	\$25,000
18. Government Support: Local/County	\$31,262	\$27,599	\$30,000
19. Applicant Cash			
D. Total Cash Income	\$135,856	\$147,699	\$135,500
B. In-kind Contributions	\$7,600	\$9,000	\$9,000
E. Total Operating Income	\$143,456	\$156,699	\$144,500

5. Additional Operating Budget Information (1000 characters)

Use this space to provide the panel with additional detail or information about the operating budget. Please explain any deficits, excess revenue, or major changes to any line items or budget totals. If not applicable, then write "not applicable."

Our budget in FY 22-23 is larger due to additional funding received from the Miami Foundation for our Arts and Culture in the Gardens Series.

6. Paid Staff

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

7. Hours *

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

8. Does your organization have a strategic or long range plan?

- Yes
- No

H. Management and Proposal Budget Page 8 of 12

1. Rural Economic Development Initiative (REDI) and Underserved 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 dos.myflorida.com/cultural/grants/grant-programs.

The expense section contains three columns:

- a. Grant funds (these are the funds you are requesting from the state)
- b. Cash Match (these are earned or contributed funds supplied by your organization)
- c. In-kind (the value of donated goods and services)

Save each individual line within the budget.

To update budget totals, save each page.

Do not include any non-allowable expenses in the proposal budget. (See: non-allowable expenses).

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

For Specific Cultural Projects the Proposal Budget expenses must equal the Proposal Budget income.

2.1. Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Personnel	\$6,500	\$0	\$0	\$6,500
Totals:		\$6,500	\$0	\$0	\$6,500

2.2. Personnel: Programmatic *

2.3. Personnel: Technical/Production *

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artists	\$18,500	\$25,000	\$2,500	\$46,000
Totals:		\$18,500	\$25,000	\$2,500	\$46,000

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside Other Fees	\$0	\$3,000	\$1,000	\$4,000
Totals:		\$0	\$3,000	\$1,000	\$4,000

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Space	\$7,500	\$1,000	\$8,500
Totals:		\$7,500	\$1,000	\$8,500

2.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Airline	\$8,000	\$0	\$8,000
Totals:		\$8,000	\$0	\$8,000

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Adv/PR/Printing/Web	\$0	\$6,000	\$1,000	\$7,000
Totals:		\$0	\$6,000	\$1,000	\$7,000

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Lodging	\$0	\$8,000	\$0	\$8,000
2	Costumes	\$0	\$2,000	\$0	\$2,000
3	Insurance	\$0	\$1,000	\$0	\$1,000
Totals:		\$0	\$11,000	\$0	\$11,000

2.10. Amount of Grant Funding Requested:

\$25,000

2.11. Cash Match:

\$60,500

2.12. In-Kind Match:

\$5,500

2.13. Match Amount:

\$66,000

2.14. Total Project Cost:

\$91,000

3. Proposal Budget Income:

Detail the expected source of the cash match (middle column) your organization will be using in order to match the state funds (first column) outlined in the expense section. Use the budget categories listed below. Do not include your grant request (first column) or in-kind (third column). Include only income that specifically relates to the proposal. The Proposal Budget income must equal to the Proposal Budget cash match in the expenses.

3.1. Revenue: Admissions *

#	Description	Cash Match	Total
1	Admissions	\$4,500	\$4,500
Totals:		\$0	\$4,500

3.2. Revenue: Contracted Services *

#	Description	Cash Match	Total
1	Contracted Services	\$14,000	\$14,000
Totals:		\$0	\$14,000

3.3. Revenue: Other *

#	Description	Cash Match	Total
1	Tuitions	\$6,000	\$6,000
Totals:		\$0	\$6,000

3.4. Private Support: Corporate ***3.5. Private Support: Foundation ***

#	Description	Cash Match	Total
1	Foundation Support	\$3,500	\$3,500
Totals:		\$0	\$3,500

3.6. Private Support: Other *

#	Description	Cash Match	Total
1	Private Individual Support	\$7,500	\$7,500
Totals:		\$0	\$7,500

3.7. Government Support: Federal ***3.8. Government Support: Regional *****3.9. Government Support: Local/County ***

#	Description	Cash Match	Total
1	Developing Arts in Neighborhoods	\$15,000	\$15,000
2	Tourist Development Council	\$10,000	\$10,000
Totals:		\$0	\$25,000

3.10. Applicant Cash ***3.11. Total Project Income:****\$91,000****3.12. Proposal Budget at a Glance**

Line	Item	Expenses	Income	%
A.	Request Amount	\$25,000	\$25,000	27%
B.	Cash Match	\$60,500	\$60,500	66%
	Total Cash	\$85,500	\$85,500	93%
C.	In-Kind	\$5,500	\$5,500	6%
	Total Proposal Budget	\$91,000	\$91,000	99%

4. Additional Proposal Budget Information (optional) (1000 characters)

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.

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 DAC 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 W-9 2024.pdf	34 [KB]	6/19/2023 4:46:55 PM	View file

1.2. Federal 990 Form (most recently completed)

File Name	File Size	Uploaded On	View (opens in new window)
20-21 990 .pdf	185 [KB]	6/19/2023 4:49:15 PM	View file

1.3. Educational Materials

2. Support materials (required)*

File	Title	Description	Size	Type	View (opens in new window)
DanceAfrica Miami 2022 Promo.mp4	DanceAfrica Miami 2022 Recap		172264 [KB]		View file
DanceAfrica Miami 2023 Artists.mp4	DanceAfrica Miami 2023 Artist		12557 [KB]		View file
Updated Flier DAM23.png	DanceAfrica Miami 2023 Flier		1152 [KB]		View file

2.1.

J. Notification of International Travel Page 10 of 12

Notification of International Travel

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 Division of Arts and Culture.

K. Single Audit Act Page 11 of 12

Single Audit Act

In accordance with 2 CFR 200, Subpart F - Audit Requirements; Section 215.97(2)(a) and 215.97(8)(a), Florida Statutes; and the policies and procedures established by the Division of Arts and Culture, the grantee is required to certify annually if your organization with FEIN 27-1572927 expended \$750,000 or more from all combined state sources and all combined federal sources during your organization's fiscal year. If your organization has exceeded the threshold of \$750,000, your organization will be required to comply with the Single Audit Act. You will be required to complete a separate certification form in dosgrants.com following the close of your fiscal year.

1. Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with: 2 CFR 200, Subpart F - Audit Requirements; Section 215.197, Florida Statutes, Florida Single Audit Act; and the policies and procedures established by the Division of Arts and Culture.

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 265.286, Florida Statutes and incorporated by reference into Rule 1T-1.036, Florida Administrative Code.

2. Review and Submit

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

2.1. Signature (Enter first and last name)

Njeri Plato

