ITEM 7A. - UPDATE – CRA BYLAWS
A-G.U.I.D.E. 
Achieving Goals Using Impact Driven Evaluation

• FY2020-2021 Applications
• Delray Beach CRA Overall Needs
  • Affordable Housing
  • Economic/Business Development
  • Recreation & Cultural Facilities
• No more than 25%
• More visitors to downtown Delray Beach and the CRA District
• Increased economic development and activity downtown
ITEM 7B.

A-GUIDE FISCAL YEAR 2020-2021
FUNDING RECOMMENDATION
(Affordable Housing)

DELRAY BEACH COMMUNITY
LAND TRUST

FUNDING AMOUNT = $229,615
We are commissioned to provide a continuum of affordable housing that is accessible for very-low to moderate income households. Our program services are inclusive of homeownership, lease purchase and rental housing options that meet the needs of very-low to moderate income households. Our service area is within the city limits, primarily the CRA target area. Keeping in mind that housing and economic opportunity is interconnected.

Affordable housing promotes healthy stable living and a chance at creating individual wealth and Upward Mobility. Without affordable housing households are weakened, disrupted, and communities deteriorate. Wage inequality, racial inequities and a shortage of affordable housing leaves many individuals in despair and or homeless.

Households paying over 50% of their annual household income are considered severely cost-burdened.

With the Covid-19 Pandemic we are committed to keeping our Staff, team members and clients safe. The DBCLT continues to work diligently to assist individuals, families and the community with resources, services and support. We have taken strict measures to limit traffic in and out of the office, services are provided remotely and in office as needed.

Our earned income revenue has not been severely impacted due to the pandemic. We received the PPP Loan in the amount of $56,000 that is designed to provide a direct incentive for businesses to keep employees on the payroll.

Currently the rules have shifted to make mortgage financing easier and more affordable for many according to the June 2020 Mortgage Report.
DELRAY BEACH COMMUNITY LAND TRUST
“PEOPLE & PLACE”

PORTFOLIO-94 Properties
Eighty-One (81) Units - owner occupied
One (1) New Single Family Unit – Pending sale
Four (4) - single family home rentals
One (1) duplex – two (2) rental units
Five (5) vacant lots - dedicated for the development of single family units, one (1) Southbridge lot not buildable due to needed infrastructure improvements

Pending Acquisitions:
Corey Isles Project, 10 lots
102 and 1311 NW 14th Ave, 2 lots

HOMEOWNERSHIP HOUSING DEVELOPMENT
129 NW 4th Ave – working with Historic Preservation Board
215 NW 8th Ave – new construction not yet assigned
246 NW 8th Ave (2 lots) – new construction not yet assigned
21 SW 13th Ave - new construction not yet assigned
Southbridge/Zeder – 1 vacant lot, infrastructure improvements needed

Pending:
Corey Isles Project 10 new single family units
102 and 1311 NW 14th Ave - one (1) new single family unit

RENTAL HOUSING
Palm Manor Apartments:
Twenty-five (25) units, 2BR-1Bath units monthly rent start at $825.00 with water included, two laundry rooms on site.

The Courtyards at SW 12th Ave:
Twelve (12) units, 2BR-1Bath monthly rent start at $925.00 with water included

DBCRT Rentals:
Six (6) units, 2, 3 & 4BRs monthly rent start at $975.00
<table>
<thead>
<tr>
<th>ACTIVITIES</th>
<th>OUTPUTS</th>
<th>OUTCOMES</th>
<th>IMPACT</th>
<th>EVALUATION PLAN</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>HOMEOWNERSHIP</strong></td>
<td>WHAT WE DO</td>
<td>WHAT WE PRODUCE/ACCOMPLISH (WITH YEARLY GOAL)</td>
<td>WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)</td>
<td>IN THE LONG-TERM, OUR PROJECT/PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)</td>
</tr>
<tr>
<td>New homebuyer applications processed (10)</td>
<td>Increase number of household members provide access to homeownership (24)</td>
<td>Increased availability of affordable housing stock within the target area and city limits</td>
<td>Board of Directors review and approve all homebuyer candidates, construction work assignments, policies and procedures, annual budget, annual audit and all other reports to ensure compliance.</td>
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<tr>
<td>Certificate of Occupancies received for the completion of newly constructed single family units (6)</td>
<td>Expand mortgage ready homebuyer pipeline (5)</td>
<td>Preserve the use of public investment (land and purchase assistance) long-term</td>
<td>Chief Executive Officer manage and monitor the development of housing projects, review and approve all lease applications prior to execution of lease agreements, and quarterly property management reports. Reviews all outreach material.</td>
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<tr>
<td>Executed Purchase &amp; Sales Contracts (6)</td>
<td>Expand availability of single family units for purchase (6)</td>
<td>Enhanced standard of living for the populations served, creating a “Sense of Place” and “Social Connection”</td>
<td>Administrative Assistant handles front office activities, the distribution and receipt of homebuyer and rental applications to assure receipt of required documents, assist with screening process, maintain files electronically, and assemble all documents for approval by CEO and assemble board meeting packets.</td>
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<tr>
<td>Closings/Sale of newly constructed and/or existing units (7)</td>
<td>Expand homeownership pool from 80 to 86 units</td>
<td>Increase local tax base and job creation</td>
<td>Housing Coordinator process all completed housing and rental applications to determine qualification status, pull all credit and background reports, confirm accuracy of employment and household verification information.</td>
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<tr>
<td>Acquisition or conveyance of new properties (2)</td>
<td>Program revenue generated from developer fees and proceeds from sales $150,000</td>
<td>Ability to create individual wealth, pursue higher education/advance employment and decrease health disparities</td>
<td></td>
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</tr>
<tr>
<td>Homeownership Introduction and Orientations (20)</td>
<td>Expand the number of available properties for future development (2)</td>
<td>Ongoing support services to reduce the risk of foreclosures and homelessness</td>
<td></td>
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<tr>
<td>Screening (credit/background checks) off all household members 18yrs and older (75)</td>
<td>Educate homebuyers and homeowners (20)</td>
<td>Vitality of neighborhoods minimizing blight and homelessness</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employment verification of new rental applicants and existing tenants (50)</td>
<td>Number of households approved for rental housing (47)</td>
<td>Minimize number of cost burden households vulnerable to homelessness housing assistance programs</td>
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<tr>
<td>Landlord verifications of new rental applicants (8)</td>
<td>Number of households member provided access to rental housing (126)</td>
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<tr>
<td>Execute lease agreements (40)</td>
<td>Rental housing revenue generated approximately $400,000</td>
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<tr>
<td>Landlord license renewals excluding subsidized units (30)</td>
<td>Required reports submitted for non-owned rental units (8)</td>
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</tbody>
</table>

The continued delivery of quality, affordable housing choices (homeownership/rents) and support for very low to moderate income households within the DBCRA target area and city limits.
ITEM 7C.

A-GUIDE FISCAL YEAR 2020-2021 FUNDING RECOMMENDATION
(Economic/Business Development and Recreation & Cultural Facilities)

DELRAY BEACH PUBLIC LIBRARY

FUNDING AMOUNT PROGRAM A = $418,000
FUNDING AMOUNT PROGRAM B = $25,000

TOTAL $443,000
PHASE 1: MARCH 17 - MAY 20
LIBRARY BUILDING CLOSED BUT LIBRARY SERVICES CONTINUE

FY 2019-2020
34,000+
DOWNLOADS

In Q3 alone-
13,440
DOWNLOADS

*YTD 2,814 new library cards
NEW!
522 virtual cards

LIBRARY CARD = KEY TO ACCESSING DIGITAL MATERIALS & CONTENT.
e-books, audio, movies, graphic novels, magazines & comics

WEBSITE:
ACTIVE VIRTUAL BRANCH LIBRARY
4500 hits/month on average
PHASE 1

RESEARCH ASSISTS
61,000+ research assists FY 2018-19
Online research assists > LAST YEARS TOTAL = 279
WHILE CLOSED - 382 TOTAL ASSISTS
TD: 37,652

VIRTUAL PROGRAMS
Delivered on Social Media Platforms
60 programs & classes while closed
March - May
Reach = 29,000+
Engagement = 3,800+

Our librarians are available 6 days a week, 7 days a week after Labor Day

AskUs!

TEEN ESCAPE ROOMS

WOMEN IN TRANSLATION

Virtual Volunteer Opportunities
PARALLEL LIBRARY SERVICES:
VIRTUAL & PHYSICAL

✓ Borrow Digital & Physical Materials
✓ Use Computers & WIFI
✓ Get Research Support Online or in Person
✓ Enjoy Virtual Classes & Programs
✓ New Service: Curbside Delivery
✓ Community Outreach Continues

COMMUNITY SERVICES

- Caring Kitchen
- Wash & Read
- Masks Made
- Delivered Reemployment Forms
- Laptop Loans to Needy Families
- New! Career Source One-on-one Appointments with People Needing Reemployment Assistance
Phase 2 - We Continue to Nurture Children & Families

Last year we had 26,112 programs with 34,000+ attendees FY 2018-2019

**During Phase 2**

96 virtual programs May - July
Reach= 84,000+
Engagement= 5,800+
Current focus= continue to increase awareness & participation in virtual programs

Children’s Librarians meet with parents and help select and retrieve library materials for their children.

34 Virtual Story Times March - August

Partnered with PNC, the City, Roots & Wings, & Education Committee to provide 250 Kindergarten Activity Kits

Partnered with Children’s Services Council to provide virtual author program.
50+ young readers participated
PROGRAM A

$418,000 (18% of library budget) to continue to fund library service Sundays & Mondays

✓ Free & equitable access 7 days a week
✓ 100,000+ physical library materials
✓ 10,000’s digital library materials
✓ Research assistance
✓ Virtual programs
✓ Free computer & WIFI access

Jobseekers, entrepreneurs, students, & businesses can access our databases.

Other LIVE professional assistance using Brainfuse database:
• LIVE tutoring for kids Monday – Friday from 2 – 11 pm.
• FAFSA application assistance
• Resume Coaching
PROGRAM B - TTIL LAB SERVICES

Since reopening Community Development Librarian offers 10 Virtual TTIL classes:
- Creating Online Restaurant Menus with Canva
- Creating Graphics with Adobe Illustrator
- Editing & Mixing with Adobe Audition
- Image Compositing with Adobe Photoshop
- Logo Design with Adobe Illustrator
- Making Music with Garage Band
- Online Portfolio with Wix
- Photoshop Levels 1, 2, & 3
- Podcasting with Adobe Audition
- Video Editing with Adobe Premiere Pro

In June, we started to offer new weekly resume workshops & follow up appointments for job seekers.

PROGRAM B

$25,000 (1% of library budget) to continue to provide free & equitable access to opportunities to gain marketable technology skills from the lab

✓ Community Development Librarian promoted from current staff

✓ Library pays Librarian salary & benefits ($40,000 salary & benefits)

✓ Librarian will develop & deliver 100 computer classes (beginner & more advanced)

✓ Librarian will be available for 100 1-on-1 training sessions with individuals

✓ Library will continue to purchase library materials to support job seekers, entrepreneurs, & businesses ($10,000)

✓ $25,000 from CRA will assist library to purchase equipment to enhance the quality of the learning environment of the lab classes including camcorder, microphones, external hard drives, tripods.

While closed we delivered 12 virtual Appy Hours with 400+ participants.
ITEM 7D.

A-GUIDE FISCAL YEAR 2020-2021
FUNDING RECOMMENDATION
(Economic/Business Development)

DELRAY BEACH
CHAMBER OF COMMERCE

FUNDING AMOUNT = $140,000
The SBDC at the Greater Delray Beach Chamber of Commerce

A-Guide 2020 – 2021

Program A
FY 2019 - 2020

Pre-Covid

Going into the program year the SBDC plans were to serve at least 154 clients, a series of training sessions and a 3 Lenders’ events were scheduled for Q2.

Due to the demand caused by the impact of Covid-19 in the economic health of the business community, by end of Q3 we had met 136% of our goal of clients served and 460% of our goal for addition of new clients, in addition to transitioning to a virtual platform.

During the Covid impact

When the Disaster Declaration was approved, the SBDC was restricted to providing individual consulting to the local business community which included:

• Helping clients assess the potential impact on their businesses,
• Alternative marketing strategies
• Leadership coaching — stress management
• Ongoing updates on legislative decision,
• Alternative strategies to managing through the crisis.
• Determine Eligibility for Funding sources – PPP, EIDL, FBL programs as well as local grants.
• Prepare and submit applications for funding.
• Continue to identify new sources of funding.
• Advice on management of funds received
<table>
<thead>
<tr>
<th>Core Services</th>
<th>Pre-Venture</th>
<th>Emerging Businesses</th>
<th>Growth and Established Businesses</th>
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<tbody>
<tr>
<td>One-on-one guidance on business information, structure, registration, regulation and business taxes</td>
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<td>Early stage business concept mapping</td>
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<td>Business Audit</td>
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<td>Market Analysis</td>
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<td>Sales Growth</td>
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<tr>
<td>Capital Access Basics</td>
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<tr>
<td>Emergency Preparation Plans</td>
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<td>Business Plan and Forecasting</td>
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<td>Strategic Planning</td>
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<td>Market Expansion/ Sales Growth</td>
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<td>Government Contracting</td>
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<td>Export Planning</td>
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<td>Capital Access Assistance</td>
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<td>Financial Analysis</td>
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<td>Cash Flow Management</td>
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<td>Business Continuation Assistance</td>
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<tr>
<td>Virtual Sessions repeated Quarterly</td>
<td>Tools</td>
<td>Consulting Services</td>
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<tr>
<td>Reopen Business Planning</td>
<td>Customized planning document</td>
<td>Lead Consultant assigned to each participant to guide selection of conference topics and apply new knowledge.</td>
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<tr>
<td>Leadership Strategies</td>
<td>Self Assessment and Coaching</td>
<td>Lead Consultant will form and assign a Mentor Team upon request of the client.</td>
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<tr>
<td>Virtual Marketing Plans</td>
<td>Customized planning document</td>
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<tr>
<td>Business Emergency Plans</td>
<td>Guidelines</td>
<td></td>
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<tr>
<td>Growth Acceleration</td>
<td>Customized planning document</td>
<td>Additional research reports on available.</td>
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<tr>
<td>Market Expansion --- Pivoting, New Market Identification</td>
<td>Customized planning document</td>
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<tr>
<td>Capital Access Plan and Preparation</td>
<td>Analysis to integrate into Bus plan</td>
<td>Subscriptions to planning tool provided.</td>
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<tr>
<td>Business Valuation</td>
<td>Customized planning document</td>
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<tr>
<td>Identifying New Funding resources</td>
<td>Information to Include in Bus plan</td>
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<tr>
<td>Small Business Innovation Research Funding</td>
<td>Roadmap to Application Process</td>
<td></td>
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<tr>
<td>Business Analyst and Lender Panels</td>
<td>Introduction to local lenders and financial analysis for feedback on Business Plan/Financials</td>
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</tbody>
</table>
Funding Request - $140,000

- Provides for access to 8 consultants that are subject matter experts, a program manager, administrative and logistical support for both the “Core Services” and “Mastering Resiliency”
- Planning tools, assessments and materials
- Marketing and social media management

Of note – 2 of the subject matter expert consultants and a staff member are local Delray Beach professionals on contract with our team at the SBDC.
ITEM 7E.

A-GUIDE APPLICATION REVIEW FOR FISCAL YEAR 2020-2021 CULTURAL FACILITIES
ARTS GARAGE PIVOTS DURING THE PANDEMIC BECAUSE THE ARTS MATTER!
FY '19 - '20

Arts Garage has continued to provide our community with art and music even during Covid-19. With the launch of From our HeARTs to Your Homes, we released 41 performances, recorded live from our stage. The performances consisted of music, art and dance lessons, comedy, spoken word and a VIP story time. Each of the performances was donated by the performer and artists, and access to the recordings was provided free of charge on multiple platforms, mainly through our eblasts, our YouTube channel, and on Facebook.

On YouTube, we inspired 7,810 views; we reached 106,341 people on Facebook; and our e-blasts were sent to nearly 16,000 subscribers with an average of a 16.7% Open Rate and a .67% Click Rate.

A new art exhibit, Artists in Quarantine, offers socially distanced tours and an online store.
ARTS GARAGE PIVOTS DURING THE PANDEMIC BECAUSE THE ARTS MATTER!

FY1920

Honey Cuddles, May 2020

Diego, April 2020

Matt & Kaly, May 2020

Destiny Lopez, June 2020

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ARTS GARAGE CONTINUES TO PIVOT DURING THE PANDEMIC
BECAUSE THE ARTS MATTER! FY2021

As of August 15, 2020, Arts Garage will begin a series, Music at Home: Live from Arts Garage, where we live stream concerts virtually. We currently have eight shows scheduled through October, and we are curating more daily. This series will continue through our closure.

• Monetized 8-10 performances a month - tickets range in price from $10 to $50 per household with full contracts paying performers for their work.

• All shows are live streamed from the stage at Arts Garage with professional sound and lights.

• Engagement is tracked for each show including ticket sales and social media response and Zoom interviews with performers are recorded and distributed to market shows.

Arts Garage believes that NOTHING beats live performances, but virtual shows are the closest we can get amid the pandemic. As a concert hall, we are not included in the State’s reopening plans and cannot even operate at reduced capacity and the safety of our patrons is one of our main priorities.

Nicole Henry, August 2020
ARTS GARAGE CONTINUES TO PIVOT DURING THE PANDEMIC
BECAUSE THE ARTS MATTER! FY2021

After we are permitted to open, even at 50% capacity, we will bring back nearly 150 live performances beginning, we hope, in January 2021. Art Exhibits will continue through a virtual platform as well. Our Grassroots Gallery will remain active, and our current exhibit, The Right Side of History, showcases eight talented artists who, through their art, communicate their experience as a Black American in 2020.

Yoko Miwa, January 2021

Otis Cadillac, April 2021

Amoreth Tucker, Artist from The Right Side of History, August 2020

Mae Arnold & Plate Full O' Blues, March 2021

ALL PHOTOS COURTESY OF DANGERWING PHOTOGRAPHY
ARTS GARAGE CONTINUES TO PIVOT DURING THE PANDEMIC
BECAUSE THE ARTS MATTER! FY2021 FUNDING REQUEST

- $75,000 of grant funding from the CRA supports a portion of the payroll costs related to Programming based positions including Marketing Staff and our Sound Engineer.

- $200,000 of grant funding from the CRA supports production costs – including artist fees, piano tunings, and all other production expenses.

- Annual production costs total approximately $410,000 and the annual payroll costs for marketing positions total approximately $70,000.

- The A-Guide funding request will cover exclusively production & marketing expenses (and not administrative costs).

- The Staff & Board of Arts Garage is committed to our community and grateful for the CRA and the City of Delray Beach’s commitment to Arts Garage.

Nestor Torres, February 2021

Pride, by Artist Andre Clarmont, from The Right Side of History, August 2020

ALL PHOTOS COURTESY OF DANGERWING PHOTOGRAPHY
**Funding Request for Fiscal Year 2020-2021**
$275,000

**Funding Amount for Fiscal Year 2019-2020**
$275,000

**NEXT STEPS:**
- Committee Scoring
- Prepare Funding Agreement based on board input for consideration at the September 2020 board meeting.
Delray Beach Community Redevelopment Agency
A GUIDE Funding Request FY 2020-2021
DBHS: Resilient Pandemic Pivot Q2-Q3 2020

DBHS could not offer on-site exhibits, programming & events. The Archive & offices remained open 5 days/week. DBHS quickly launched:

- COVID-19 Documentary Project (collecting video, photos, art, essays from the community about Pandemic experiences for the City archive).
- Take-home Summer Camp Kit centered around local history, including 4th & 5th grade curriculum elements. Sold out.
- Continued cataloging and accessioning over 2,000 new items for City Archive; 75 research projects; Race Relations Field Study Project.
We continued work on our one-acre, all Florida native “Educational Heritage Garden” opening this winter. This outdoor classroom will feature 10 different garden vignettes educating visitors about pioneer landscapes, farming heritage, natural resources and sustainability. This new Delray Beach tour destination will be a welcome respite during our transition to reopening indoor programming.
What’s coming in 2020-2021?

Program A/Activity 1 = EXHIBITS & EDUCATION

VIRTUAL PLANS
Our data reach: 4,057

- Fall Lecture
- Fall Book Reading
- Winter Lecture 1, Winter Lecture 2
- Spring Lecture 1
- Spring Workshop 1
- Filmed exhibits on-line
- NEW website with content to download
- Creation of educational modules
- Spring Break Take-home Camp Kit
- Continuing consistent social media engagement
(6,000 followers)

ON CAMPUS PLANS

- Building new Local Natural History / Garden History Exhibit
- Opening “Educational Heritage Garden”
- Offering school tours if health and safety guidelines permit
What’s coming in 2020-2021?

Program A/Activity 2 = EVENTS & CELEBRATIONS

**VIRTUAL PLANS**
Our data reach: 4,057

- Joining and contributing to City and cultural neighbor events being planned.

**ON CAMPUS PLANS**

- Educational Heritage Garden Opening Event – if health and safety guidelines permit
- May 2021 “Twilight in the Garden” Event – if health and safety guidelines permit

**Offsite Fundraisers:**
- Golf
- Tennis or Pickleball
- Fishing
What’s coming in 2020-2021?

Program A/Activity 3 = ARCHVIE PRESERVATION & LEARNING CENTER SERVICES

VIRTUAL PLANS
Our data reach: 4,057

- Image orders and gift sales
- On-line research projects
- Building educational content into new website (oral histories, blogs, storytelling)

ON CAMPUS PLANS

- Continuing preservation projects (over 2,000 new items donated to the archive need to be cataloged, accessioned and digitized)
- Continuing Covid-19 Documentary Project
- Continuing public research projects and providing resource services
Fulfilling our Mission

OUR IMPACT WILL CONTINUE

Increasing a “sense of place” and provide perspective and context about who we are and where we came from.

Elevating civic and social connectivity, inclusion, sense of pride and community.

Contributing to the view of Delray as a nationally-recognized arts & culture destination.

Increasing understanding of the value of historical societies and preservation.

Renewing and expanding appreciation for Delray’s family histories, unique assets, cultural climate and historically designated landmarks and neighborhoods.

Connecting the community with the people of the past who shaped our landscape, named our landmarks & made the decisions that affect us today.

*******

The DBHS recognizes the economic recovery and stability of Delray Beach’s businesses, the safety of our elders, health care workers and the displaced, and the education of our children are of paramount importance. While our organization is an essential part of Delray Beach, we are dedicated to proceeding realistically and thoughtfully, understanding our role in the community.

The DBHS is asking for 25% of our Operating Budget: $75,000
Funding Request for Fiscal Year 2020-2021
$75,000

Funding Amount for Fiscal Year 2019-2020
$75,000

NEXT STEPS:
- Committee Scoring
- Prepare Funding Agreement based on board input for consideration at the September 2020 board meeting.
Exhibits

October 2019 – February 2020 
**Unsung, an exhibit** from our collections featuring private citizens who served others. The museum closed due to Covid-19 March 16, 2020. We had earned 40% of budgeted revenue from museum admission.

January 2020 – March 2020 
Neighborhoods of Old Delray, an exhibit of Delray Beach black pioneers, was **on loan to the Center for Creative Education in West Palm Beach**.

March 2020 – August 2020 A pop-up **exhibit, Covid Stories**, opened in collaboration with Palm Health Foundation, Healthier Delray and EJS. This exhibit shared personal stories of Palm Beach County residents dealing with Covid-19 and hardships it caused. The exhibit included audio clips of youth reading stories and video of collaborators talking about the project.

History Bus Tours

The tours were suspended in March 2020 after earning 47% of budgeted revenue. The primary value of these tours to the customer is the personal stories and updates told by the narrator, so this program will not resume until 15 or more can safely gather in tight spaces.
Youth Programs
Our Youth Cultural Enrichment Program meetings were converted to Zoom immediately and were uninterrupted. This year, up to 15 middle and high school children pitched new product ideas using PowerPoint, wrote and performed skits of black inventors, listened to guest speakers and are now engaged in a book club that is reading Stamped: Racism, Antiracism, and You by Imran X. Kendi and Jason Reynolds.

Make-A-Gift Village
This event is an arts enrichment event designed specifically for our friends and neighbors in need, including homeless and families living below the poverty level. Community partners for this event include KOP, Ceasar's Ribs, Art Prevails and 6-8 local artists who engage guests in creating gifts (free) for the gift-giving season. This event took place in November 2019.

Collections
Maintenance of our collections and their contribution to our programming has been consistent and uninterrupted. Our collections inform our exhibits, our youth program and our Make-A-Gift Village program.
2 Exhibits and City History Tours
Spady House is our Primary Exhibit

September 2020 - December 2020
Amazing Men and Women in Jazz

This exhibit will highlight Jazz musicians and their roles in the fight for Civil Rights and Social Justice in America. This exhibit will explore their contributions to the struggle. We do not anticipate reopening the museum while this exhibit is showing so the contents of this exhibit will be reproduced on our website, along with links to pre-recorded music, interviews, and live shows.

January 2021 - September 2021
Sankofa - Looking Back As We Move Forward

July 27, 2021 is the 20th Anniversary of the museum's opening and this exhibit will contain a retrospective of the exhibitions shown over the last 20 years. The other half of this exhibit will highlight the museum’s new strategic path for the future.

Delray Beach’s History Tours will resume as soon as we can safely seat 15 or more people on a bus. The tours will be by appointment and will continue to highlight the historic districts of Delray Beach.
January 18, 2021

This is an important commemoration of our nation's constant struggle to maintain peace and we take this time to recognize how committed we all are to that struggle. This event will happen. If we are able to gather in large numbers in January 2021, we will host this event at Indian Spring Country Club. If we are not able to gather, a hybrid or virtual event will take place.

Collections
Maintenance is on-going and will include mitigation against aging and climate control issues we experienced in July 2020. In addition to the regularly occurring archive projects, in the fall of 2020, a graduate student in FAU's School of Criminology will review our collection of documents related to police investigations in the 1980's. In the Spring of 2021, an undergraduate class taught by Dr. Wendy Gustafsson will join the review and will host virtual conversations as part of their assignments. Our middle and high school youth to participate in some of the discussions. This new collaboration resulted from our Impact 100 award.
<table>
<thead>
<tr>
<th>EXPENSE</th>
<th>AMOUNT</th>
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<tr>
<td>Advertising/Marketing (30%)</td>
<td>$7,500</td>
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<td>Insurance (17%)</td>
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<td>Education Programs (19%)</td>
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<tr>
<td>Exhibit Fabrications, Installation (23%)</td>
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<td>Repairs/Maintenance–Inside Only (100%)</td>
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<td>Salaries/Taxes/Benefits (25%)</td>
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<td>Telecommunication (65%)</td>
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<td>Utilities (65%)</td>
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<tr>
<td>Total Request from CRA</td>
<td>$106,000</td>
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Funding Request for Fiscal Year 2020-2021
$106,000

Funding Amount for Fiscal Year 2019-2020
$92,139

**NEXT STEPS:**
- Committee Scoring
- Prepare Funding Agreement based on board input for consideration at the September 2020 board meeting.
Delray Beach Community Redevelopment Agency
A GUIDE Funding Request FY 2020-2021
As of March 31, 2020 Old School Square was well on track to significantly exceed all annual goals:

Crest Theatre Annual Goals
- 140% of our shows
- 242% of our attendees
- 219% of our ticket revenue
- 625% of our volunteers engaged

Cabaret Annual Goals
- 40% of our shows
- 97% of our attendees
- 93% of our ticket revenue
- 80% of our volunteers engaged

Pavilion Annual Goals
- 750% of our shows
- 1,953% of our attendees
- 270% of our ticket revenue
- 328% of our volunteers engaged

Cornell Art Museum Annual Goals
- 250% of our shows
- 127% of our attendees
- 178% of our ticket revenue
- 64% of our volunteers engaged

**PRE-COVID**
- Hired our new President/CEO (Shannon Eadon)
- Hired our new Marketing Director (Jessica Steinweg)
- Realigned staff to better suit their individual talents
- Reviewed and eliminated underperforming events/series
- Created an outreach program working directly with Carver Middle School.
- Created an Anti-bullying campaign with Dwayne Bryant (Inner Vision International corporation), as well as a mentoring program both with Dwayne and Christopher Redding (Pangea Kids). Dwayne continued the mentoring program throughout the school year both in person and online for 100 children.
- Over 43,944 attendees at Pavilion Concerts, Including Free Friday Concerts.
- Partnered with Tin Roof to present events onsite and after parties at their location in Delray Beach.
- Held our 7th annual Carols By Candlelight Event headlined by Gloria Gaynor
- Old School Square managed and produced the entire Holiday Village in collaboration with The City of Delray Beach.
- Held five (5) Classic Albums Live at the Pavilion
- Created a new Lecture series with local entrepreneurs
- Participated and partnered with the DDA on Fashion Week 2020
- Held our annual Art on the Square events (Spring/Fall) exceeded budget by $32,000 in the Fall and exceeded $57,000 in the Spring.
- Held first ever NYE concert featuring Mary Barnard Gaines exceeded budget by $13,000

**POST-COVID**
- To keep our organization’s doors open, Old School Square’s Board of Directors and executive team determined our best course of action was to furlough all full-time employees except for our CEO, COO, Finance Director, and Marketing Director. Effective March 14th, 2020
- Additionally we also furloughed all part-time employees. Effective March 14th, 2020
- Eliminated select Director Level Positions
- Reduced or eliminated monthly reoccurring charges
- Examined and reviewed all contracted services and vendors, resulting in substantial yearly savings.
Old School Square (OSS) has become an active member with the Florida Presenters Group, which represents 50+ performing arts centers throughout the state. The group holds weekly virtual meetings to discuss difficulties surrounding COVID-19, our participation has shown that we are not the only facility to have shifted focus from live events due to COVID-19. While most are shifting towards virtual programming, others are planning on waiting until 100% occupancy has returned. We as a collective have gained invaluable information regarding licensing rights and legal ramifications surrounding virtual presentations.

Old School Square made various presentations for socially distanced events to the City Manager (George Gretses), and Intergovernmental Affairs Director (Jason King). We had an informal call on 5/4, formal presentation 5/11, 6/4 meeting at George’s office. We were declined by SETAC, Clean & Safe, and Parks and Recreation.

We presented the following concepts:
- Drive in Movies in the Old School Square Park
- Passive entertainment on the Pavilion stage with Tin Roof’s food truck in center grounds.
- Drive in 4th of July event, in partnership with the City.
- Drive through art exhibit in the Old School Square Parking Garage.
- Socially distanced concerts in the Old School Square Park
- 2 plans for The Delray Beach Green Market

OSS has made the following changes, by virtue of COVID-19:
- Rescheduled 40+ season performances, and numerous cancellations of contracted rentals
- Creative Arts School transformed to an all-virtual format and introduced new curriculum which include music and culinary arts. (Not only has our pivot been a huge success, we have also expanded our students from around the world: Canada, Italy, Austria, United Kingdom, Germany, and Turkey)
  - Term 1 (8 virtual classes) 33% decrease in students from traditional in person instruction.
  - Term 2 (8 virtual classes) 28% increase in students from traditional in person instruction.
  - Term 3 (15 virtual classes) 72% increase in students from traditional in person instruction.
  - Term 4 (24 virtual classes) 72% increase in students from traditional in person instruction.
  - Term 5 (anticipated 25+ virtual classes) anticipated 75%+ increase in in students from traditional in person instruction.
  - Partnered with Florida Children’s Theatre to offer four two-week session summer virtual children’s theatre camp
- Partnered with Page Turner Adventures to create, film, and market a 95-part virtual summer reading program (5 days a week for 10 weeks) that was presented nationally reaching 30 states as well as multiple regions of Canada, in collaboration with 458 libraries.
  - As part of this partnership Old School Square, offered these programs at no cost to Carver Middle School, Banyan Creek Elementary, S.D. Spady Elementary, Pine Grove Elementary, Orchard View Elementary, Monikami Park Elementary, Humosa School Of The Arts, Village Academy, Roots & Wings, Milagro Center, Achievement Center, and The City of Delray Beach (Janet Meeks).
  - Continued our 29-year partnership with The Palm Beach Chamber Music Festival, created, filmed, and marketed a 3 concert virtual series.
  - Created, filmed, and marketed six (6) Virtual Free Friday Concert Series events featuring all original content from Florida Artists.
  - Created, filmed, and marketed a virtual Cornell Museum Tour
  - Created, filmed, and marketed three (3) virtual Art Walks for the Cornell Museum
  - Hosting a live stream of International comedian Yakov Smirnoff
  - Creating a virtual sax art sale
- Distributing fourteen (14) free concerts that were licensed to Old School Square through our national relationships, for our community’s enjoyment. All concerts are family friendly, appeals to all ages and demographics, transcends all languages from music to movement.
Continuation of Virtual Free Friday Concert (FFC) Series for a total of twenty-four (24) FFCs. From 8/21/20 – 1/31/21, we will transition to live FFCs when we reach phase 2-3. All virtual FFCs will feature all-original music from Florida-based artists.

Continuation of partnership with Page Turner Adventures for an anticipated 100+ additional virtual events: live shows, outreach programs, reading programs, test-taking skills, stress relieving skills, culinary arts, arts and craft projects, and more...

Continuation of partnership with Palm Beach Chamber Music Festival for a fall music series of six (6) programs

Continuation of partnership with Florida Children’s Theatre for a fall theatrical performance camp

Continuation of partnership with The Palm Beach Poetry Festival where we will create, film, and market their weeklong poetry festival featuring Poets from around the world

Continuation and expansion of our Virtual Creative Arts School, to include additional offerings for photography, culinary arts, music school, theatrical classes, online art exhibitions, and art sales

Working with The Palm Beach Opera to present various virtual performances

Working on a minimum of two (2) virtual lecture series featuring local entrepreneurs, and business leaders

In Consideration: A virtual film festival with our partners at Luna Fest, as well as The Banff Mountain Film Festival.

In Consideration: Virtually streamed concerts, featuring/dedicated to up-and-coming Rock and Country artists
Pavilion
- Old School Square’s partnership with Tin Roof will bring upwards of 50+ events
- 20+ Partnered Musicworks Shows in the Crest/Pavilion based on Phase 2 or 3. (Needs to be phase 3 for shows inside.)
- Six (6) Classic Albums Live
- Two (2) Palm Beach Opera presentations
- Big Bad Voodoo Daddy
- Jake Shimabukuro
- Adam Trent (Illusionist)
- Carols By Candlelight
- New Year’s Eve Concert Event
- Winter Beer Festival
- Summer Beer Festival
- Creating a comedy series featuring artists such as: Sinbad (Pavilion), Rosanne, Artie Lange, Colin Mochrie, and more
- Stick Figure (Rescheduled for summer of 2021)

Crest Theatre
- Old School Square to present six (6) professional shows in the Crest Theatre in 2021
- Six (6) Cabaret performances planned for the 25th anniversary season of this beloved series. Adding three (3) special event concerts for a total of nine (9) concerts in the 20-21 season
  - Increase of 4 shows
  - Depending on Phase, these events will be held at the Pavilion. When we reach phase 3 and beyond, we will move back inside

- Old School Square’s partnership with Tin Roof will bring upwards of 50+ events
- 20+ Partnered Musicworks Shows in the Crest/Pavilion based on Phase 2 or 3 (need to be phase 3 for shows inside)
- Rescheduled 2019 events

Cornell Art Museum
- Two (2) museum exhibitions (First to open after NYE)
- Two (2) Art On The Square events
- Vintage Craft Market
GOAL: Provide cultural arts activities for the Delray community through the Crest Theatre, Cornell Art Museum and Pavilion.

<table>
<thead>
<tr>
<th>ACTIVITIES</th>
<th>OUTPUTS</th>
<th>OUTCOMES</th>
<th>IMPACT</th>
<th>EVALUATION PLAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHAT WE DO</td>
<td>WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)</td>
<td>WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)</td>
<td>IN THE LONG-TERM, OUR PROJECT/PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)</td>
<td>HOW</td>
</tr>
<tr>
<td>Pavilion</td>
<td>1a. 13,650 Attendees for ticketed Pavilion Performances.</td>
<td>15% of the attendees will be from outside the County.</td>
<td>More diverse audience.</td>
<td>Visitor information captured by ticketing system; Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses.</td>
</tr>
<tr>
<td></td>
<td>1b. $682,500 in Ticket Revenue from Performances.</td>
<td>Increase in “heads in beds” in Downtown Delray with 110 artist room nights.</td>
<td>Increased visitors to downtown area.</td>
<td>Analytics for virtual programming to be aggregated via digital platforms. Data reported Quarterly.</td>
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<tr>
<td></td>
<td>1c. 160 Volunteers engaged with Pavilion Performances.</td>
<td></td>
<td>Increased economic impact/activity downtown.</td>
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<td>IN THE LONG-TERM, OUR PROJECT/PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)</td>
<td>HOW</td>
</tr>
<tr>
<td>Cabaret</td>
<td>2a. 4848 Attendees for Anniversary Cabaret Series.</td>
<td>15% of the attendees will be from outside the County.</td>
<td>Increased visitors to downtown area.</td>
<td>Visitor information captured by ticketing system; Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses.</td>
</tr>
<tr>
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<td>2b. $315,120 in Ticket Revenue from Cabaret Performances.</td>
<td>Increase in “heads in beds” in Downtown Delray with 44 artist room nights.</td>
<td>Increased economic impact/activity downtown.</td>
<td>Analytics for virtual programming to be aggregated via digital platforms. Data reported Quarterly.</td>
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<td></td>
<td>2c. 200 Volunteers engaged in Cabaret Series.</td>
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</table>
**GOAL:** Provide cultural arts activities for the Delray community through the Crest Theatre, Cornell Art Museum and Pavilion.

<table>
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<th>ACTIVITIES</th>
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<td><strong>WHAT WE PRODUCE/ ACHIEVE (WITH YEARLY GOAL)</strong></td>
<td><strong>WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)</strong></td>
<td><strong>IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)</strong></td>
<td><strong>HOW</strong></td>
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<tr>
<td>(Museum) 3. OSS to curate two art exhibits in the Cornell Museum featuring national and international artists</td>
<td>3a. 4200 Attendees to the Cornell Art Museum. 3b. $15,750 in Revenue from the Cornell Art Museum Attendance. 3c. 250 Volunteers and Docents engaged through the Cornell Art Museum.</td>
<td>5% of the total Cornell Art Museum attendees will be identified as children/students through targeted admissions and programs. OSS will provide 500 free museum admissions to the local community. OSS will continue to participate in the free Friday Art Walks.</td>
<td>Present nationally and internationally renowned artists in downtown. National recognition of Delray as an arts and cultural destination. Provide cultural and educational opportunities for children and students.</td>
<td>Analytics for virtual programming to be aggregated via digital platforms. Data reported Quarterly.</td>
</tr>
<tr>
<td>(Art on the Square) 4. OSS to curate two juried art shows on the museum and center grounds lawns.</td>
<td>4a. 4000 Attendees to the Cornell Art Museum and Grounds. 4b. $75,000 in Revenue from Spring and Fall Art on the Square Juried Art Shows. 4c. 40 Volunteers engaged in Art on the Square.</td>
<td>15% of the attendees and 30% of participating artists will be from outside the County/State. Increase in “heads in beds” in Downtown Delray with 30 out of town artists for two nights per/show; 120 nights.</td>
<td>Nationally recognized juried art show attracting a diverse audience. National recognition of Delray as an arts and cultural destination.</td>
<td>Visitor Info captured in Museum visitor log. Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses. Data reported Quarterly.</td>
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<td>Funding Request for Fiscal Year 2020-2021</td>
<td>$900,000</td>
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<td>Funding Amount for Fiscal Year 2019-2020</td>
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### Delray Beach CRA

Funding to Delray Beach Old School Square

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<tr>
<th>Fiscal Year</th>
<th>Funding</th>
<th>A-GUIDE Funding</th>
<th>Additional A-GUIDE Funding</th>
<th>Funding on behalf of the City</th>
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<td>2019-2020</td>
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<td>2018-2019</td>
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<td>2017-2018</td>
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**Total Operational Funding**  
6,312,454

**Capital Funding:**

- ILA between the City, OSS & CRA (2018)  
  663,300
- ILA between the city, OSS & CRA (2017)  
  216,127
- ILA between the City, OSS & CRA (1999)  
  300,270
- ILA between the City, OSS & CRA (2016)  
  1,287,312

**Total Capital Funding**  
2,467,009

**TOTAL FUNDING**  
8,779,463
BOARD INPUT

NEXT STEPS:
- Committee Scoring
- Prepare Funding Agreement based on board input for consideration at the September 2020 board meeting.
SW NEIGHBORHOOD UPDATES
Thank you for joining us!

Ribbon Cutting
August 13th, 2020

CRA Funding through the Site Assistance Program
Census 2020
#CountMeInDelrayBeach

www.my2020census.gov

WEAR A MASK, SLOW THE SPREAD