



**CITY OF FORT LAUDERDALE  
COMMUNITY DEVELOPMENT  
BLOCK GRANT PROGRAM  
REQUEST FOR FY 17-18 CDBG CAPITAL FUNDING**

**CDBG CAPITAL IMPROVEMENT APPLICATION INFORMATION**

Each agency submitting an application must adhere to the following, in order for their application to be accepted. **Failure to meet the submittal requirements will be considered a “fatal flaw” and your proposal will not be considered for funding.**

1. Each agency *must* submit **one (1) original signed in blue ink, nine (9) electronic (flash drives) and three (3) copies** of the application package. Each hard copy *must* be placed in a *binder* and each question / section of the application must be **labeled and separated by a divider**. All proposals should be presented on double sided paper.
2. Attach the completed Attachment and Supplemental Questions with the original application packet that is signed in **blue ink**.
3. The electronic application must be flash drive. 3 PDF Files: 1) Agency's CDBG Application, 2) All Attachments A scanned in sequential order and 3) Attachments B scanned in sequential order. The original application package *must* be signed in blue in by the appropriate agency official.
4. Each application package must include a copy of the agencies Corporate status from Sunbiz.org (*the corporate status must show “Active”*). Attach as cover sheet with original application packet that is signed in blue ink.
5. The EIN and DUN's #'s must match the organization submitting the request for funding.
6. An agency official who can make decisions on behalf of the agency must attend the Community Services Board (CSB) presentation and recommendation meeting to discuss their project and answer any questions that may arise.
7. An agency official who can make decisions on behalf of the agency must attend the City Commission meeting(s) to discuss their project and answer any questions that may arise.

**DATES TO REMEMBER** (*dates are subject to change*)

- **CDBG Application Deadline** (Friday March 31, 2017 by 3:00pm) – Application packages must be submitted to Housing & Community Development at 914 Sistrunk Blvd Suite 103 1<sup>st</sup> Floor, Fort Lauderdale.
- **Oral Presentation** (April 2017 (date and time to be determined by CSB)) – All presentations will take place at City Hall in accordance to the time slot given to each agency. City Hall is located at 100 N. Andrews Ave, Fort Lauderdale. Additional dates and times could be added, please discuss with the Housing & Community Development Division for more details.
- **CSB Recommendation Meeting** – *Time and location to be determined and announced.*
- **City Commission Review and Recommendations** (May 2017) – The City Commission will review all recommendations at City Hall during the City Commission Conference Meeting.
- **Annual Action Plan Approval** (June or July 2017) – The City Commission will approve the Annual Action Plan at City Hall during the City Commission Regular Meeting. The final date of the Annual Action Plan approval will be announced and advertised, once determined.

## **FY 2017-2018 CAPITAL IMPROVEMENT FUNDING APPLICATION**

<b>Date Submitted by Applicant:</b>	4/14/2017
<b><i>Date Received by City:</i></b>	

### **APPLICANT INFORMATION**

<b>Organization/Agency Name:</b> CALL OF AFRICA, INC. D/B/A Native Visions Galleries	
<b>Funding Requested:</b> \$100,000	<b>Number of Clients To Be Served:</b> 20,000 CLIENTS (TOTAL IN DATABASE)
<b>Address Where Public Service Activity To Be Administered:</b> 920 NE 13 <sup>TH</sup> STREET	
<b>Primary Contact Person:</b> ROSS PARKER	<b>Title:</b> PRESIDENT
<b>Agency Address:</b> N/A	<b>City:</b> FOR LAUDERDALE <b>Zip Code:</b> 33304
<b>Phone #:</b> (954) 767-8737 OR CELL 954-445-8252 <b>Fax #:</b> (954-524-7494) -	<b>E-mail:</b> ROSSPARKER@YAHOO.COM
<b>Printed Name of Authorized Official Signing:</b> ROSS PARKER	
<b>Title of Authorized Official Signing:</b> PRESIDENT	
<b>Employer Identification Number (EIN):</b> 59-2809322	<b>Dun &amp; Bradstreet Number (DUNS)<sup>1</sup>:</b> 62-726-3635
<b>CENTRAL CONTRACTOR REGISTRATION (CCR)<sup>2</sup></b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	

<sup>1</sup> All recipients who are awarded federal funding must have a DUNS Number. To request a DUNS Number, access: <http://mycredit.dnb.com/establish-your-business/>

<sup>2</sup> All recipients who are awarded federal funding must be registered on the CCR website prior to receiving a grant. Once a DUNS Number has been obtained you must register at <https://www.sam.gov/portal/public/SAM/#1>.

**PLEASE NOTE: CDBG funds cannot be used to purchase equipment, machinery, software or vehicles.**

# **TABLE OF CONTENTS**

	<b>PAGE</b>
<b>Section 1: Proposed Project/CDBG Description/Executive Summary</b>	1-8
<b>Section 2: Statement of Need</b>	9
<b>Section 3: Program Description</b>	10
<b>Section 4: Program Benefits</b>	11
<b>Section 5: Agency Information and Management Capacity</b>	12
<b>Section 6: Financial Information</b>	13-16
<b>Section 7: Applicant Certifications</b>	17
<b>Attachment A1: IRS Letter confirming the Non-Profit Organization tax exempt status</b>	N/A
<b>Attachment A2: Articles of Incorporation</b>	18-23
<b>Attachment A3: By Laws</b>	24-31
<b>Attachment A4: Occupational License (if required by the City, County, State or Federal Government)</b>	32-34
<b>Attachment A5: Proof of zoning from the municipality (ensure your project is zoned for its location)</b>	35-38
<b>Attachment A6: Board of Director Resolution or agency lettered authorizing the submission of the CDBG application</b>	39
<b>Attachment A7: Proof of project address (deed, lease, etc.)</b>	40-44
<b>Attachment A8: Signed W9 form</b>	45
<b>Attachment A9: Vendor Central Contractor Registration (CCR) Verification</b>	64
<b>Attachment A10: IRS 990</b>	65
<b>Attachment B1: A list of the agency's Board of Directors</b>	66
<b>Attachment B2: Audited Financial Statements for the past 2 years (if applicable for your agency. If not applicable, an explanation is required.</b>	67
<b>Attachment B3: A copy of the most recent agency audit / monitoring report (if applicable). If not applicable, an explanation is required</b>	68
<b>Attachment B4: Organizational Chart</b>	68
<b>Attachment B5: Resumes of key staff involved in the administration of the CDBG grant award</b>	68
<b>Attachment B6: Conflict of Interest Statement</b>	69
<b>Attachment B7: Evidence of current funding commitment/funding match from other funding sources</b>	70
<b>Attachment B8: Evidence of sufficient funding to carry out project, if awarded by the City (e.g. current bank / investment statement)</b>	70
<b>Attachment B9: If applicable, attach homeless statistical data</b>	71
<b>Attachment B10: If applicable, Instructor Certificates, Approved Curriculum.</b>	71
<b>Attachment B11: Other Attachments</b>	46-63

## **Section #1: EXECUTIVE SUMMARY**(limit 2000 characters)

**Include a project overview of the services to be provided and the planned recipients (target population(s)) of the service (i.e. youth, homeless, disabled, etc.).**

Call Of Africa, Inc. d/b/a Native Visions Galleries, is a nature and environmentally themed fine art business in operation since May 1987 and founded by Ross Parker. We currently operate two fine art galleries - one in Naples and one in Jupiter and were also operational locally on Las Olas Blvd. for 27 years, relocating that gallery to Jupiter 2.5 years ago.

Since 1998 our administrative headquarters and warehouse have been located at 920 NE 13<sup>th</sup> Street. Also included in the back of our space is a wholesale/retail framing business. Customers are directed to the frame shop by means of a large sign on 13th street. The frame shop retail entrance is currently located at the rear of our parking lot. Our staff parking is currently adjacent to our building.

At this time Native Visions Galleries would like to expand this Fort Lauderdale headquarters location to establish a high end retail fine art gallery and frame shop facing 13<sup>th</sup> street, in conjunction with the objectives of the current revitalization of 13<sup>th</sup> Street, helping to bring another upscale destination and more beauty to the street. The improved walking and shopping access along 13<sup>th</sup> Street is vital to the ongoing positive growth of the area and our business model fits perfectly within these objectives.

The planned new gallery space, which will be approximately 2,400 square feet, will employ a minimum of 2 full time salespeople (positions being offered to low/moderate income applicants) and 1 part-time bookkeeper (low-moderate income applicant). The combined retail frame shop will also employ 2 full time staff persons (low to moderate income). So, the number of new jobs created by this expansion will be a minimum of 5. Of course when business ramps up this number would increase. The planned new space will be built into the area where our existing parking lot is, with new parking to be planned next to this, along the large strip of vacant land next to the railway tracks. A portion of the new space will be higher than the rest of the building, creating a pleasing and prominent look.

The estimated cost of the new construction will be approximately \$100psf or about \$250,000-\$300,000 and would include the additional new adjacent off street parking spaces. We are planning to use any grant funding obtained to help offset a portion of these costs with the remainder being funded privately by the owner, Ross Parker, directly through personal funds or existing equity. The current building is owned outright and has no mortgage.

Economic impact will be hugely beneficial to the continuing revitalization of the area. In addition to the new jobs mentioned, the amount of sales tax revenue collected will also be substantial, helping the City fund various necessary programs. The added parking at this end of 13<sup>th</sup> street will also benefit other businesses like Warsaw Coffee, The Christmas Store and The Pride Factory to name a few. The synergy and increased business created with the addition of a new high-end retail gallery and framing shop would prove to be nothing but a win-win for all, improving revenues all around.

Our building is the first one travelers see when heading west on 13<sup>th</sup> Street after crossing the train tracks into the central business district. The visual impact a prominent new gallery structure would have to highlight the entry onto the new 13<sup>th</sup> street shopping/walking district would be tremendous and a major focal point.

This new project is located within the Central City Community Redevelopment Area and is consistent with the Community Redevelopment Plan for the Central City CRA area.

## **Section #2: STATEMENT OF NEED**(limit 6000 characters)

**Describe the Fort Lauderdale community's need for the populations that will be served. Include information on the history and severity of the need in this city and, if applicable previous successful or unsuccessful attempts to meet these needs. Provide specifics regarding the demographics of the population to be served including the number of people experiencing this need and their location. NOTE: If you are targeting the homeless population, please attach data that deals with homeless statistics in Fort Lauderdale, crime rate for applicants providing those types of services, drop-out rate, pregnancy rate should be placed as attachment B9.**

The City needs more new job opportunities for low and medium income persons and we will be helping this goal with the creation of a minimum of 5 new job openings that fit this category.

Fort Lauderdale needs access to quality fine art and there is a growing population that will be served. Since our niche is nature themed art, we really stand alone in this genre and are the premier gallery business within this category in the country, representing many of the world's foremost wildlife and nature artists. Demographics among clients served are across the board, from young to old and across all ethnicities. We carry both traditional and contemporary works of fine art, sculpture, cast glass, raku, limited editions and more.

Charities also will benefit as every gallery event we do involves partnering with a local and national charities including Shy Wolf Sanctuary, Wounded Warriors, Dr. Jane Goodall Wildlife Care Center, The Wm Holden Foundation, ZooMiami, Naples Zoo, Palm Beach Zoo and the African American Research Library here in Fort Lauderdale.

### **Section #3: PROGRAM DESCRIPTION** (limit of 6000 characters)

**Describe how the proposed project will address the need as stated on previous page and identify how input and support has been obtained from the impacted community.**

This project benefit is really new job creation for low and moderate income persons. We propose to hire a minimum of 4-5 full-time people and these job openings will be available to people that fit this income category.

We will comply with all necessary requirements for the community block grant program.

We have developed our wide ranging clientele during the past 30 years in business by offering incredible works of fine art at reasonable prices and backing this up with outstanding customer service and follow through. The community has supported us since 1987 and we have never taken this for granted, always going the extra mile to ensure complete customer satisfaction.

Former Vice-Mayor Tim Smith and the current Board of the local 13<sup>th</sup> Street Association are also behind this new proposed project.

**PROGRAM DESCRIPTION CHART (complete if improvements tied to buildings use)**

[illegible]

**EVALUATION (complete if building improvements is tied to use)**

For each goal listed in the Program Description Chart and using the chart below detail how you will evaluate the effectiveness of the program including how you will measure the achievement of the planned outcomes, and how and when you will report the program outcomes to the grantor.

[illegible]



#### **Section #4: PROJECT BENEFIT** (limit of 6000 characters)

**Using data and research explain how the project is expected to result in long term as well as short-term benefit to the population(s) to be served. Include both an overview of the scope of services to be provided as well as specific information as to the goals, objectives, activities, timelines and measurable outcomes for the project, using the chart below.**

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Fort Lauderdale needs access to quality fine art and there is a growing population that will be served. Since our niche is environmental and nature themed art, we really stand alone in this genre and are the premier gallery business within this category in the country, representing many of the world's foremost wildlife and nature artists. Demographics among clients served are across the board, from young to old and across all ethnicities. We carry both traditional and contemporary works of fine art, sculpture, cast glass, raku, limited editions and more.

Charities also will benefit as every gallery event we do involves partnering with local and national charities including Shy Wolf Sanctuary, Wounded Warriors Project, Dr. Jane Goodall Wildlife Care Center, The Wm Holden Foundation, Zoo Miami, Naples Zoo, Palm Beach Zoo and the African American Research Library here in Fort Lauderdale to name a few.

## **Section #5: AGENCY INFORMATION AND MANAGEMENT**

### **CAPACITY** (limit of 7500 characters)

Describe the history and current status of the applicant agency, specifically providing information which demonstrates the agency's ability to successfully implement the program, including, if applicable, data from previous year's funded grant. Include information as to whether the proposer operates in other cities, counties and/or states. Using the chart on the next page, *(add additional rows as needed)* identify the key agency personnel; identify their responsibilities in the project and key prior experience implementing similar projects. (Note: *If funding will be used to hire staff, indicate such in the staff column and complete all but the last column*) Note – Resumes of Program Administrator(s) and Chief Financial Officer are required in Attachment B5.

We are not an agency but a small, privately held corporation so this section does not apply. We have never received block grant monies before.

Funding will be used to offset construction costs.

## AGENCY INFORMATION AND MANAGEMENT CAPACITYCHART

[illegible]

**Section #6: FINANCIAL INFORMATION**  
**PLEASE ANSWER QUESTIONS A through I**

- A. Describe the current financial stability of the agency and the systems, which are currently in place or will be put in place to monitor the use of, grant funds(limit 2000 characters)
- We have been in business since 1987 and are a highly stable, for profit corporation.
- B. What is your agency's annual revenue for the current fiscal year? (limit 15characters)
- Annual revenues are projected to be between 2.5 to 3,000,000
- C. How much of that funding is being dedicated to this Capital project? (limit 15 characters)
- Total project cost is projected to be between 250,000 to 300,000. We will self-fund the balance between any block grant received and the difference needed.
- D. What other goods and services (in kind) will be leveraged for this Capital project? (limit 2000 characters)
- No in kind goods and services are expected to be leveraged.
- E. Is this is a continuation grant? No it is not a continuation grant.
- F. Describe how this Capital project will be maintained in subsequent years without the assistance of CDBG Capital funds (limit 3500 characters)
- This does not apply.
- G. Describe briefly how grant funds will be allocated to support the goals identified in the grant application. If grant funding will be used to support the organization's infrastructure, explain how existing organizational funds will be reallocated for the project. (Limit3500 characters)
- Grant funds will be used to offset project construction costs as previously indicated.
- H. HUD requires all property, furniture, computers, and equipment purchases to be tracked when purchased and disposed of. Please describe your process in tracking purchased assets. (Limit 3500 characters).
- All costs will be properly accounted for. Construction costs estimated do not include furniture or equipment, etc. Assets are properly listed and depreciated over time per tax law.
- I. CDBG is a reimbursement program. Historically, agencies who are awarded CDBG funding may not receive the October, November, and Decembers reimbursement checks until January. What capacity does your agency have in place to cover the cost associated with the

**implementation of the program? (Limit 3500 characters) We are able to self-fund and will simply be reimbursed with grant monies when they are available.**

## Section #6: BUDGET SHEETS

### CAPITAL IMPROVEMENT BUDGET SUMMARY SHEET

<b>ORGANIZATION:</b>	CALL OF AFRICA, INC.
<b>NAME OF PROJECT:</b>	CAPITAL
<b>NUMBER OF CLIENTS TO BE SERVED:</b>	20,000
<b>FUNDING YEAR</b>	2017-2018
<b>Date Submitted</b>	4-14-2017

Category Number	Category Breakdown	CDBG Funds	Other Grants	Other Funding Sources	Total Funds
1		100,000	N/A	TBD	TBD
2					
3					
4					
5					
6					
7					
8					
9					
10					
	<b>Total CDBG Funds</b>				
	<b>Other Grant Funds</b>				
	<b>Grand Total</b>				

**\*PLEASE NOTE: CDBG funds cannot be used to purchase equipment, machinery, software or vehicles.**

## Section #6: CAPITAL IMPROVEMENT BUDGET ITEMIZATION SHEET

<b>ORGANIZATION:</b>	
<b>NAME OF PROJECT:</b>	

Category Number	<u>Category Breakdown</u>  <b><u>PLEASE PROVIDE A DETAILED DESCRIPTION FOR EACH BUDGET CATEGORY YOU ARE REQUESTING CDBG FUNDS FOR ELIGIBILITY REVIEW BY STAFF</u></b>	<u>Category Amount</u>	
		CDBG Funds	Other Funds

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**Section #6: BUDGET ITEMIZATION SHEET ADDITIONAL PAGE (IF NEEDED)**

<b>ORGANIZATION:</b>	
<b>NAME OF PROJECT:</b>	

Category Number	<u>Category Breakdown</u> <b>PLEASE PROVIDE A DETAILED DESCRIPTION OF EACH BUDGET CATEGORY YOU ARE REQUESTING CDBG FUNDS FOR ELIGIBILITY REVIEW BY STAFF</b>	<u>Category Amount</u>	
		CDBG Funds	Other Funds

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## Section #7: APPLICANT CERTIFICATION

If this application is approved for funding, the organization agrees to comply with all required federal laws and regulations. The organization confirms that it is fully capable of fulfilling the obligations as stated in this proposal and in any attachments or documents included with this application.

By applying for this CDBG grant, applicant affirms they currently, or by the time of award, possess knowledge and understanding of the following:

1. Proficient administration of the program in full compliance with all Federal, State and local regulations and guidelines.
2. CDBG National Objectives and Eligible Activities.
3. Playing by the Rules: A Handbook for CDBG Sub recipients – We encourage you to download a copy from the HUD website at:  
<http://www.hud.gov/offices/cpd/communitydevelopment/library/subrecipient/playing/total.pdf>

As a duly authorized representative of this organization, I submit this application to the City of Fort Lauderdale's Housing and Community Development Division and verify that the information herein is true, accurate and complete.

**PENALTY FOR FALSE OR FRADULENT STATEMENT:** U.S. Code Title 18. Section 1001, provides that a fine up to \$10,000 or imprisonment for a period not to exceed 5 years, or both, shall be the penalty for willful misrepresentation and the making of false statement, knowing same to be false.

Name of Organization: CALL OF AFRICA, INC.

Signature: 

Title: President

Date: 4/13/2017