

EXHIBIT D: PROPOSALS

Proposer #1

A photograph of a man in a dark suit and white shirt sitting at a white round table in a cafe. He is holding a white coffee cup to his lips with both hands. On the table in front of him is a vintage camera with a black and white patterned strap. The background shows a blurred cafe interior with plants and windows. A dark grey overlay on the left side of the image contains the event logo and text.

**LET'S
TALK**

C A F E

& Social Networking Bar

Start-ups | Sips | Social



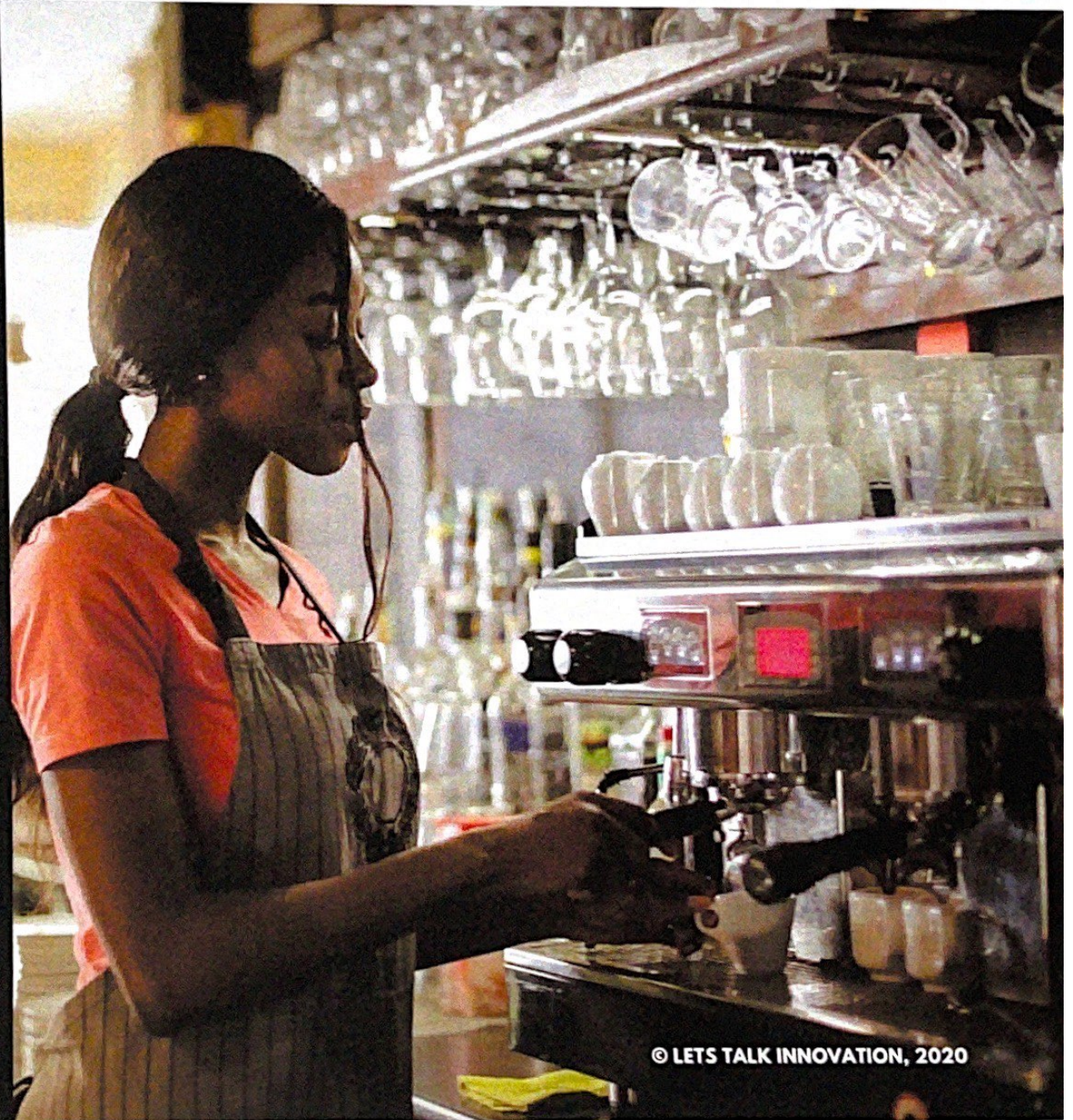
WHAT IS LET'S TALK INNOVATION?

Let's Talk Café was founded by Let's Talk Innovation: a full scale marketing company that equips small businesses & entrepreneurs with resources, training, funding and growth opportunities.

Let's Talk Innovation's mission is to engage the community in an open conversation that will bring about business development opportunities, enhanced partnerships, collaboration and training for minority owned and small businesses.

Every year Let's Talk Innovation hosts one of the world's first multi-industry innovation conferences featuring some of the most influential entrepreneurs and industry experts. Global leaders, entrepreneurs and C level executives in healthcare, technology, real estate, media and more all come together to discuss industry innovation. Some of our past partners and collaborators include Microsoft, Tesla, Honey Pot Co., and Quartz Water.

In that same spirit, we've launched a café that provides local businesses a creative environment where ideas can be cultivated and brought to life. Let's Talk café is a home for the content creators, entrepreneurs and doers that shape the thriving small business community in the West Settlers Historic District.



© LETS TALK INNOVATION, 2020

WHAT WE DO?



RETAIL SERVICES

- Coffee & Juice Bar
- Organic Snacks and Health & Beauty Products
- Alcoholic Beverages after 4pm.



SERVICES

- Marketing, Branding & Consulting
- Printing
- Social Media Strategy & Consulting
- Media Rooms



NETWORKING

- Free Wifi
- Live Start-up Seminars
- 1 on 1 Start-up coaching
- Live Entertainment

COMMUNITY INITIATIVE

- Marketing & Branding Training
- Personal Business Coaching
- Financial Consulting & Literacy Seminars
- Sales Consulting & Seminars
- Corporate Social Responsibility/ Sustainability Training



MENU/ PRICING

RETAIL

Non Alcoholic Beverages
Organic Coffee \$4 - \$5
Juices \$5

Organic Snacks/Health and
beauty Products
\$5 - \$25

Alcoholic Beverages (after 4pm)
Beer \$5 - \$8
Wine \$7 - \$10
Mixed Drinks \$10 - \$15

SERVICES

Marketing/ Branding Consulting:
\$150 - \$500

Insta Media Rooms:
Large Podcast Rooms: \$35/hr
Small Media Room: \$15/hr

Printing:
Banners
\$150 - \$200

T Shirt & Embroidery:
\$10 - \$15 Per-shirt

Flyers:
5,000 - \$250

1 on 1 Start-up coaching:
\$150 - \$250

NETWORKING

Wifi
FREE

Live Start-up Seminars
FREE

Live Entertainment
FREE



© LETS TALK INNOVATION, 2020

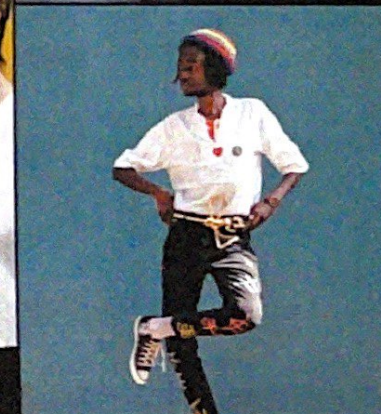
INSTA ROOMS

Media Rooms for podcast and content

Let's Talk Café brings a new concept to Delray Beach. Rent a room to produce high quality social media content. With state of the art lighting and colorful backgrounds to fit your unique style, Let's Talk Café gives you the tools necessary to make your video content or podcast stand out!

Large Podcast Rooms
\$35/hr

Small Media Room
\$15/hr



© LETS TALK INNOVATION, 2020

COMMUNITY INITIATIVE OUTLINE

The Let's Café Community Initiative provides coaching for local entrepreneurs focused on providing pivotal strategies that can help scale their business. The initiative will not only provide a networking environment but also training to help drive community/target audience engagement, sales conversions and strategic partnerships.

Let's Talk Innovation envisions partnering with the community to provide affordable consulting and resources to small businesses in the West Settlers Historic Business District. Through this partnership the Let's Talk Café goal is to reach over 500+ small businesses with developmental training. This initiative aims to help bridge the social economic gap and offset the unemployment rate in Delray Beach by 3%.

40%

of start-up founders are more likely to achieve their goals if they write them down. This increases to 70% if they are shared with a mentor to help keep them accountable.

-HARVARD BUSINESS REVIEW-

COMMUNITY

TARGET DEMOGRAPHIC

- Tech firms and digital agencies
- Law firms, family offices, CPAs, consulting firms
- Restaurants & entertainment venues
- Artists and creatives
- Small business owners and employees seeking digital marketing, real estate and sales training.



COMMUNITY

COMMUNITY INITIATIVE

The Small business Incubator program is a community partnership managed by Let's Talk Innovation LLC. The initiative is a strategic focus on training and economic advancement of entrepreneurs, startups and small businesses.

Core focus:

- Offset the unemployment rate due to Covid-19.
- Provide access to tools, resources and training for business growth and development.
- Provide equal economic opportunity for minority and women owned businesses.
- Stimulate and enhance the local economy.

Through this initiative Let's Talk Cafe will provide access to resources that support essential business development ie: consulting, training and mentorship which will in turn help propel local small businesses in today's evolving economy.

84%

of start up CEO's say mentors help them become proficient in their roles helping them to avoid costly mistakes.

-HARVARD BUSINESS REVIEW-

COMMUNITY INITIATIVE

Let's Talk Cafe provides a variety of resources necessary for small businesses to grow.

Resource and Trainings:

- Marketing/branding consultants
- Personal business coaching
- Financial Consulting & literacy seminars
- Sales consulting/ seminars
- Corporate Social Responsibility/ Sustainability

Job creation and business development training

- Weekly seminars on work readiness and professional development seminars.
- Partnerships with local business for employment opportunities

Education/entrepreneurial training

- Weekly Seminars hosted by business coaches
- Entrepreneur trainings



© LETS TALK INNOVATION, 2020

WHY **D E L R A Y**

SHIFTING THE CULTURE

With the rise of entrepreneurs migrating to Delray Beach Let's Talk Café provides a common place to connect. By bringing together start-ups and small businesses in West Settlers District and providing access to a variety of services to promote business growth we will create a shift in the local business culture.

87.5%

HIGH SCHOOL OR HIGHER EDUCATION

Let's Talk Café is a place where people from all economic and social backgrounds can connect and network together. With the decline of traditional education driven career options for millennials, entrepreneurship is becoming more of a focus for Delray Beach residents.

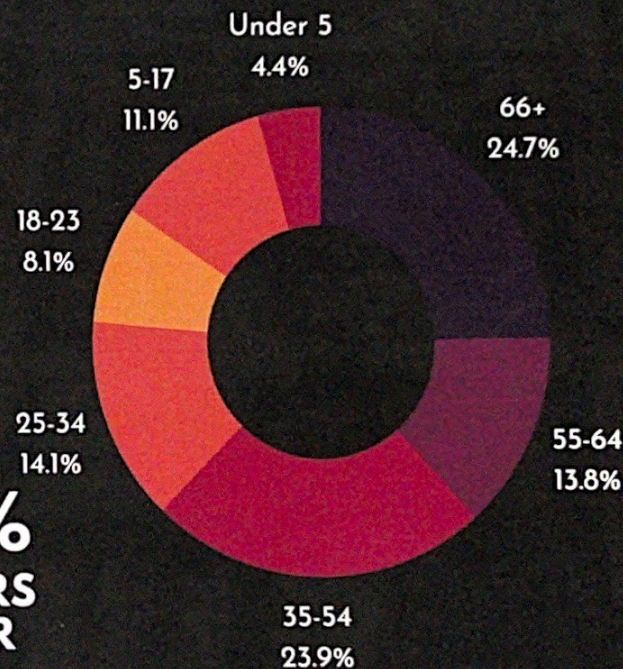
38.3%

BACHELORS OR HIGHER

69,451

POPULATION

The Population in Delray Beach is vastly growing demanding a cultural shift in the local economy.



10,267

BUSINESSES

Delray beach is quickly becoming one the the fastest growing economies in South Florida . Let's Talk Café serves fast growth business culture by offering marketing services to help small businesses thrive.

30%

AFRICAN AMERICAN

Traditionally the African American community has been a essential part of Delray Beach history. With the increase of the African American population and black entrepreneurs Let's Talk Café will serve as a essential establishment connecting people. community and businesses.

2,780

MINORITY OWNED BUSINESSES

West Settlers village serves as the the epicenter for black business in Delray Beach. Let's Talk Café encourages black business culture and gives small and minority owned businesses access to training and seminars that promote growth.



FINANCIALS

ADDITIONAL FINANCIALS CAN BE PROVIDED UPON REQUEST

STARTUP EXPENSES	TOTALS
LEASEHOLD IMPROVEMENTS	\$1,500.00
CAPITAL EQUIPMENT	\$5,938.00
LOCATION/ADMINISTRATION EXPENSES	\$3,500.00
OPENING INVENTORY	\$8,030.00
ADVERTISING/PROMOTIONAL EXPENSES	\$11,500.00
ALCOHOL LICENSE	\$1,820.00
CONTINGENCY FUND	\$5,000.00
WORKING CAPITAL	\$75,000.00



Thank You!

For program pricing or follow-up
questions please contact

Christopher Redding
Let's Talk Innovation, LLC
events@letstalkpalmbeach.com
212 470 2950

Proposer #2



JERK & LIME 

NICOLE'S HOUSE

182 NW 5TH AVENUE.
DELRAY BEACH, FL 33444

(929)503-0219

(347)536-2228



JERKANDLIME@GMAIL.COM



MADE WITH LOVE



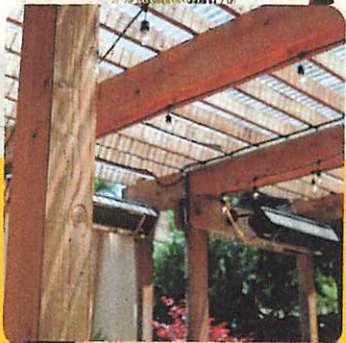
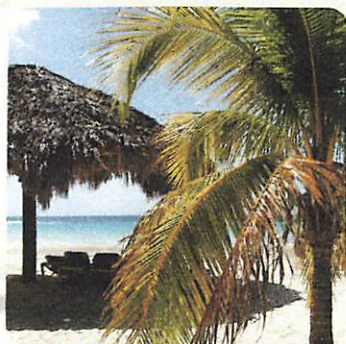
Good day from NICOLE'S HOUSE !

At Nicole's House, our home is your home. We welcome you to sit back, unwind and appreciate the cool Caribbean vibe as we prepare your scrumptious meal utilizing the best and freshest ingredients.



About Us

At Nicole's House, we will not only serve food, we will provide a cultural dining experience. One of our major goals is to provide a guest experience that encourages repeat business. From the moment a patron enters our restaurant until that patron leaves, that person should feel as if they are valued.



made with love

EXECUTIVE SUMMARY

Nicole's House aspires to bring the beauty and cultural experience of St. Ann Parish, Jamaica to the City of Delray Beach with a family-owned restaurant serving traditional Jamaican cuisine.

Formed in 2019 in Brooklyn, New York, the Nicole's House team has over thirty years of experience using their passion to deliver quality food and cultural engagement.

In the countryside of Jamaica, many activities are done outdoors, especially eating and bonding with a large family during meals.

Our goal is to replicate this rich Jamaican culinary experience immersed in the amazing feeling of being on vacation in a simulated Jamaican countryside with the décor of gardens, huts, art, and music --- a family friendly establishment.

Our food and drink will incorporate the fantastic natural spices of Jamaica and fresh local produce to create well-known savory Caribbean-flair like jerk chicken, stew fish, Jamaican fried rice, Shepherd pie, and of course, barbeque meats made in the traditional steel drum.

We desire to add to the lively culinary scene of Delray Beach and we know our patrons and the city will appreciate our quality service, fine food, exotic décor, new job opportunities, and the sourcing from local vendors.





The joy, passion, and determination to offer fine food matched with a beautiful venue began many years ago as a little girl. This was when I was my mother's pupil, standing by her side as she diligently prepared fine meals and managed her three restaurants --- meanwhile being a single mother of six. The three neighborhood take-out restaurants, two in Brooklyn, New York and one in Farrell, Pennsylvania were the training grounds for managerial duties and a source of pleasure to learn, create and offer various cultural dishes.

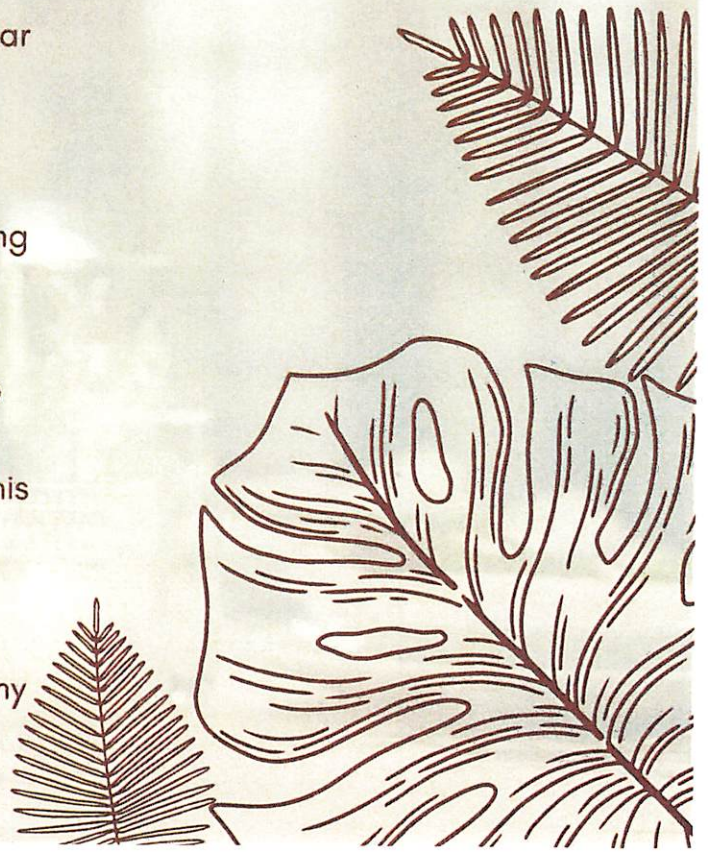
Who is Nicole N Myers ? I was born in the Caribbean island of Jamaica. I attended King's borough Community College where I studied Business Management. I took on the role as a Distribution Site Manager for "Heineken." I later decided to take a new path and began selling cars. This path treated me very well I became the "Sales Manager" for "Toyota." I held that title for 14 years before becoming the "Finance Manager," one of the top positions in the car industry. With all the titles my being was not content.

So I began to have Pop-up Food events in my backyard in Brooklyn. My love for cooking and wanting a different taste pushed me to start creating many varieties of exquisite dishes my friends and family would fall in love with. My cooking kept many hearts happy and bellies filled. I was often encouraged to look beyond cooking in my home kitchen. It is with this spirit that I've decided to leave my comfort zone to pursue a brick and mortar dining establishment.

Now, with the opportunity to bring my passion from my kitchen to serve the Delray Beach community, I am excited and ready.

Nicole Myers

Owner.





Chinasa Thompson Co- Owner

"To accomplish great things, we must not only dream, but act upon those dreams; not only plan but execute." My name is Chinasa Thompson, I've been dreaming in the heart of Brooklyn for most of my life. I've reached a pivotal point in my life where my dreams must come to fruition.

I studied Early Childhood Special Education at Medgar Evers College. Throughout this process I grew into myself and I found that I was still searching for my purpose. On this hunt, I wore many hats, but only found comfort in preparing food and pastries. So I began to experiment in the kitchen. Growing up with a Jamaican mother and grandmother, I would always try to escape the kitchen. Now, the kitchen is where I find my peace.

I was presented with the opportunity to assist my friend opening and managing her new restaurant, "Peppas Jerk Chicken." I also began working as a visual merchandiser at a high end, mom and pop kitchen store called "Whisk." I encountered many professional, creative and eccentric people. They challenged and encouraged me to set the bar higher and take chances. This is where my growth started to flourish.

"Waves aren't made from stagnant water" those are the words I said to myself as my 30th birthday was approaching. The urgency to provide a means for my "wish upon a star family" became all that mattered. Yes, the pandemic took away what I thought I was, but it gave me so much more. It allowed me to see what becoming stagnant could be. It was time for me to make waves. Brooklyn no longer felt like home.

Royal Palm Beach has always been a second home, so I came to help out my Great Aunt Lynn for a few weeks. During those weeks, I was introduced to Delray Beach by my partner Nicole. Instantly, I grew fond of the idea of living here, so I relocated. As I began to explore Delray Beach, I noticed there were no Caribbean-cultured restaurants or bars where I could "Lime." In my culture, "Lime" means "chilling out" with friends or family and enjoying the atmosphere, usually accompanied with good music and food. That's when "Jerk & Lime" was born.





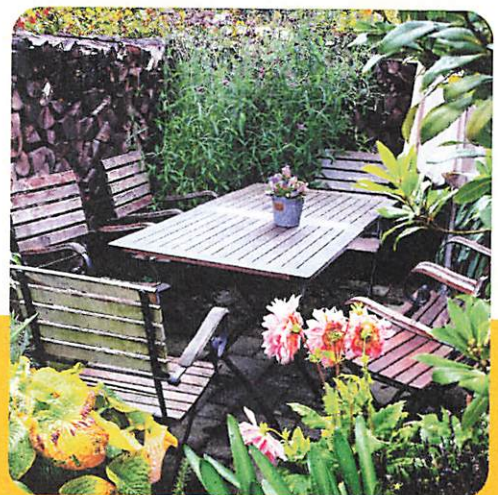
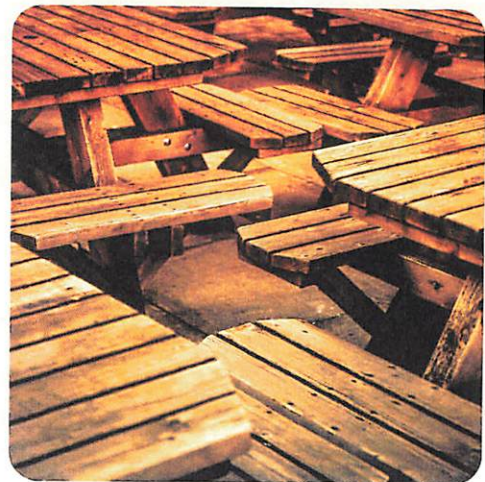
Designated Areas

In the Restaurant

- CUSTOMER WAITING AREA
- KITCHEN AREA
- REACH IN / WALK-IN COOLER
- FREEZER / REFRIGERATOR
- PREP AREA
- FRESH VEGETABLE
- SUPPLY CLOSET
- PANTRY
- OFFICE / EMPLOYEE AREA
- OUTSIDE / INSIDE DINING AREA
- FIRE EXTINGUISHERS

Kitchen Staff

- LEAD COOK
- LINE COOK
- PREP COOK
- KITCHEN ASST
- KITCHEN DISHWASHER / MAINTENANCE
- HOST
- WAITER #1
- WAITER #2

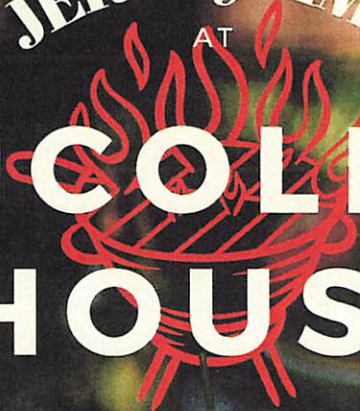


made with love

JERK & LIME

AT

NICOLE'S HOUSE



EST: JULY 2019

NICOLE MYERS / CHINASA THOMPSON
OWNER / CO-OWNER



GRILL



Each Meal Served with **2** sides

Rice & Peas Bay Leaf White Rice Plantains Festival
Candied Yams

JERK CHICKEN

DARK OR LIGHT MEAT MARINATED IN A BLEND
OF SPICES AND HERBS ORIGINATED FROM
JAMAICA

JERK SHRIMP

JUMBO GRILLED SHRIMP MARINATED IN A
BLEND OF SPICES AND HERBS ORIGINATED
FROM JAMAICA

PAN FIRED BBQ SALMON

GRILLED WILD CAUGHT SALMON SERVED
WITH GRILLED ZUCCHINI, SQUASH & A
HOME MADE BBQ SAUCE

ROAST FISH (SNAPPER)

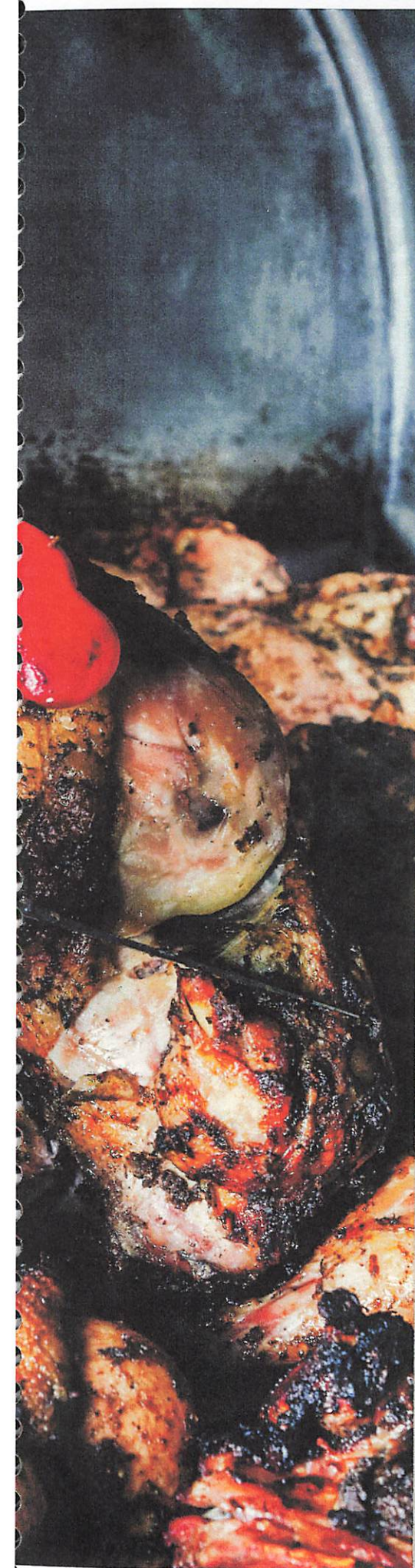
GRILLED FISH STUFFED W/ OKRA, CALLOO,
SAUTED ONIONS, SPINACH


GRILLED LOBSTER TAIL

LOBSTER TAIL GRILLED & SERVED W/
BUTTERY GARLIC BASIL SAUCE

GRILLED CORN

SWEET GRILLED CORN DRESSED TO
PERFECTION W/ GARLIC BUTTER
AVAILABLE ON OR OFF THE COBB





**N I C O L E ' S
H O U S E**

- A P P E T I Z E R S -



JERK CHICKEN TACOS

HOUSE WINGS

FLAVORS: JERKY JERK, BBQ ,TAMRIND ,APRICOT

SURFING TUNA

FRIED GREEN PLANTAINS SERVED W/TUNA SAUTED
IN ONION, SPICES & HERBS

SWEET FRIED PLANTAINS

RIPE PLANTAIN FRIED AND SERVED IN IT'S SKIN

JAMAICAN STYLE EGG ROLLS

CHOICE OF: ACKEE & SALT FISH , JERK CHICKEN , SHRIMP , STEAK

- S I D E L O V E R S -

MAC & CHEESE CUPCAKE

CANDIED YAM PIE

MANGO CUCUMBER SALAD

JAMAICAN STYLE COLE SLAW

GRILLED CAULIFLOUR

ASK ABOUT THE
SOUP OF THE DAY

- E N T R E E -



SAVORY SALADS (Shrimp, Chicken or Plain)

MANGO, CUCUMBER, DRIED CRANBERRIES, TANGERINE, ZUCCHINI,
ROMAINE LETTUCE, DRIED APRICOTS, POPPY SEED DRESSING
CHEESE OPTIONAL (FETA, PARMESAN, MOZZERELLA)

JAM DOWN CURRY GOAT

FRESH GOAT COOK DOWN IN JAMAICAN CURRY SERVED W/BAY LEAF WHITE RICE &
SWEET FRIED PLANTAINS

JAMAICAN STYLE FRIED RICE

YOUR CHOICE OF
(VEGGIE, SHRIMP, CHICKEN, OR SEAFOOD BLAST)

OXTAIL

BRAISED OXTAIL SLOW COOKED DOWN TO
PERFECTION W/ BUTTERBEANS SERVED W/ RICE & PEAS AND JAMAICAN STYLE
COLESLAW

SAVORY STEW CHICKEN

CHICKEN LIGHTLY PAN FRIED THEN SLOW COOK
IN A RICH STEW SAUCE SERVED W/ BAY LEAF WHITE RICE & PLANTAIN

ESCOVITCH FISH

DEEP FRIED FISH TOPPED WITH PICKLED ONIONS AND CARROTS SERVED W/ RICE
& PEAS AND PLANTAINS

BBQ CHICKEN

PAN FRIED CHICKEN STEWED IN A HOMEMADE SAUCE SERVED W/MANGO
CUCUMBER SALAD

NICOLE'S HOUSE SPECIAL FRIED CHICKEN

DARK OR LIGHT MEAT FRIED TO PERFECTION SERVED
WITH A PERSONAL MAC & CHEESE AND SAVORY SALAD

RASTA PASTA (CHICKEN OR SHRIMP)

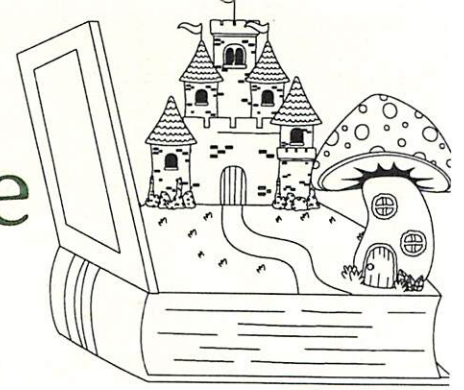
PENNE NOODLES SAUTED IN A
COCONUT CREAM SAUCE

SWEET & SOUR SALMON

WILD CAUGHT SALMON PAN FRIED THEN GLAZED IN A
SWEET & SOUR SAUCE SERVED ON A BED OF
SEASONED ZUCCHINI NOODLES



Nicole's House



KIDS MENU

COMES WITH FRENCH FRIES &
JAMAICAN FRUIT CUP

HAMBURGER

STUFFED CHEESE BURGER

CAST IRON MAC & CHEESE PIE

CHICKEN TENDERS

KIDS JAMAICAN STYLE FRIED RICE

(CHICKEN OR SHRIMP)




COLOR ME





FINANCIALS

Start Up Expenses

Capital Equipment	\$20,000
Equipment	\$20,000
Development	\$15,000
Promotional Expenses	\$7,500
Open Inventory	\$10,000
Administration Expenses	\$10,000
Contingency Fund	\$10,000
Other Expenses	\$7,500
Working Capital	\$85,000
Total	\$185,000

WE'RE HERE TO SERVE YOU

NICOLE'S HOUSE

LUNCH TAKEOUT & *Catering Available*
DELIVERY AVAILABLE (WITHIN 20 MILES)

Mondays - Saturdays
12pm - Call for Closing



@Nicoles_house

CALL US AT 929-503-0219 *or 347 536 2228*
FOR DAILY SPECIALS &
TO PLACE YOUR ORDERS.

Our premises are sanitized regularly and protective gear is worn to ensure safety.

NICOLE'S HOUSE

- MENU -

TRADITIONAL JAMAICAN STYLE CUISINE

- Pepper Pot Curry Goat
- Fried Chicken w/ special sauce (dark & light meat)
- Braised Oxtail with Butter Beans
- Savory Stew Chicken
- Jerky Jerk Wings (6 or 12 pieces)
- Escovitch Fried Fish with pickled onions and carrot
- Jamaican Style Fried Rice
(Choice of Seafood, Shrimp, Chicken or Veggie)

SAVORY SALADS (Shrimp, Chicken or Plain)

Add-ons: Mango, Cucumber, Dried Cranberry, Tangerine, Zucchini, Romaine Lettuce, Dried Apricots, Poppy Seed Dressing

SIDE LOVERS

- Mac & Cheese Cupcake Pie
- Candied Yam Pie
- Sweet Fried Plantains
- Cucumber Salad
- Homemade Potato Chips
- Jamaican Style Cole Slaw

JUICES

- Grilled Lemonade
- Strawberry Lemonade
- Strawberry Slushie

DESSERTS

- Apple Tarts Banana Loaf
- Almond Apricot Cookies (3)
- Red Velvet Cookies (3)

Proposer #3

Roots & Fruits Smoothie Bistro

Proposal To Lease Commercial Space

Located at: 182 NW 5th Avenue, Delray Beach, FL 33444

EXECUTIVE SUMMARY

Conceptualized to become a community hub and profit center, **Roots & Fruits** is poised to support our bottom line by providing our customers with delicious, health & well-being focused, food and beverage offerings that are in-line with their current lifestyle and compliment their aspirations and journeys to create a healthier lifestyle. Compared to current smoothie offerings in the market, our smoothie bistro will exceed customer expectations through seasonal fruit and root ingredient options used in our core products. Roots & Fruits smoothies will be made with quality, trusted or locally sourced fruits, vegetables, and natural sweeteners and acquired by the consumer at a modest yet competitive price point. Additionally, our competitive edge will continue with our ability to utilize the space agility for small group community based activities and events, while providing shelf & showcase space for the local brands of our community's artisans.

"Helping You Reimagine Healthy"

Goals & Purpose For Going Into Business:

We are dedicated to helping all individuals achieve more than they ever imagined by living a healthier lifestyle that includes a healthy diet.

- Increase dollars earned quarterly by a gradual growth & scale while continuing to build our capacity.
- Increase our annual income by \$70,000+
- Define our role within our community as a quality driven, health & well-being focused smoothie bistro & café that is known as a safe & trusted space for behavioral health related activities, conversations, and events.

BUSINESS MODEL

Our business model will be a creative collective with *Twice Upon A Time*, a coffee, tea, and pastry café. In collaboration we will provide coffee and tea beverages rooted and sourced from the African and Caribbean Diaspora as well as delicious & nutritious smoothies and light bites of the same origin. We will hold a space for safe conversations, showcase the community's gifts & talent, while crafting an inviting atmosphere that will feel aesthetically and in deed like a piece of home. In equity, we will offer our employees a competitive living wage, provide professional growth opportunities and life-skill building, and ensure that an equitable percentage of the employees are community residents or have demonstrated a desire to grow their capacity in entrepreneurial enterprise.

SMOOTHIE BISTRO DESCRIPTION

Roots & Fruits Smoothie Bistro will produce high quality, real fruit smoothies made fresh at an affordable price with the option to customize any smoothie to any customer's health and nutrition needs. Our real fruit smoothies will have names patterned after positive emotions or historical ties to the community. (Ex: *Good Morning Sunshine, Resilient Raspberry, Jones Stuff* [a family historical value].)

Leasable Property Proposal: 182 NW 5TH Avenue, "Muse House"

CURRENT MARKET ANALYSIS

“An increasing number of health-conscious consumers, changing lifestyles and food habits and the health benefits associated with smoothies are primary drivers of the development.” Smoothie King, 2021

“Smoothies have grown from a niche market in the 1990s to a more than \$5 billion industry today, according to Fastcasual.com. They are a mainstream snack, post-workout staple or meal replacement for millions of people every day. The demand for them is only increasing...” Planet Smoothie, 2021

“A daily smoothie can offer a super convenient way to get your fruits and veggies in while also nourishing your body with many essential vitamins and minerals. The key is to maximize those benefits by focusing on whole, nutrient-dense foods while avoiding added sugars as much as possible.” Eat This Not That, 2020

COMPETITIVE ADVANTAGE

The COVID-19 global pandemic has provided a resounding reminder that our diets are inevitably linked with our health. While some residents have immediate access to nutrient rich healthy options, there remains a disproportionate number of residents with very few alternatives to the unhealthy food and beverage choices in close proximity to their homes. With limited financial resources to purchase those healthy options in close reach, residents need to be given access to healthier options when they begin to choose to change their eating habits. It is my goal to see the community add to their lifespan and quality of life by eating more foods that serve health-related purposes. By cultivating a community hub and profit center, **Roots & Fruits** will have a dynamic, strategic, and tenacious purpose in the City of Delray Beach and many other culturally similar communities. Roots & Fruits can become a safe place to mold, craft, and display Delray Beach’s best and brightest resident leadership and leadership in training. It can become a beacon for those seeking a healthier lifestyle and determined to reprioritize healthy eating.

A GLANCE AT THE VISION

We are much more than a banana smoothie and an acai bowl spot. There is no coincidence that the property is called “The Muse House” and painted yellow, my mother’s favorite color. It is my noble attempt to be an inspirational and healing-centered part of the vibrant change that I wish to see in my community. To carve out any safe space for humans to be humans in a location that was once known as the West Settlers Historic District would be an honor. This area of our community was once a vital commercial and institutional corridor comprised of black-owned businesses in the heart of the City of Delray Beach’s Black community. We see the return of those establishments to provide an opportunity for personal and professional growth on the horizon.

Please consider this communication my official proposal to lease the CRA-owned property located at 182 NW 5th Avenue, Delray Beach, FL 33444.

Submitted With Gratitude,

Kenya C. Madison

301 NW 7th Avenue

Delray Beach, FL 33444

(561) 926-3032

Leasable Property Proposal: 182 NW 5TH Avenue, “Muse House”

TWICE UPON A TIME

TUAT – (pronounced toowhat) is a natural region of desert in central Algeria that contains a string of small oases. In the past, the oases were important for caravans crossing the Sahara.

Our vision for TUAT is to be a meeting place for people to gather.....to learn about stories that are not in our history books; to engage in meaningful and edifying conversations that lead to peace of mind and empowerment. TUAT will be a place where children, young adults and grown folk will certainly feel welcomed and safe. A place where the history of Delray Beach, and the people who built it will be celebrated.

TUAT will embody the essence, beauty, intelligence, taste, style and sounds of Black people. Our guests will be filled with wonder and amazement as soon as they enter our doors.

Our business model will be a creative collective, a pressure-free community where people will be encouraged to evolve their own as well as others ideas. An atmosphere where artistic concepts will be encouraged, and creativity can grow. A climate where team members will be able to highlight their strengths while also learning what areas they can work on.

TUAT will hire individuals from the neighborhood, fostering a strong sense of community and trusting relationships. ***Our team members will be paid a living wage.***

TUAT will seek to support local farmers and growers of fruits and vegetables to offer our customers the freshest and highest quality foods. TUAT will also seek to source products from the African and Caribbean Diaspora. TUAT will seek community collaborative co-ops to ensure that we are building the economy in the neighborhood we are in.

Each day of the week will be a new experience and from week to week and month to month new experiences will abound:

Sampling.....

Monday – Tanzania's Peaberry Coffee with Strawberry Puff

Tuesday – Kenyan Purple Tea with Walnut Brownie

Wednesday – Uganda's Good African Coffee w/Oatmeal Raisin and White Chocolate Macadamia Cookie

Thursday – Egyptian Chamomile Tea with Mango Puff Turnover

Friday – Senegalese Café Touba with Belizean Fudge

Saturday – Moroccan Maghrebi Mint Tea with Caribbean Bread Pudding

Sunday – Cameroon Arabica Coffee with Jamaican Rum Cake

TODAY'S LOOK BACK AT DELRAY HISTORY

Solomon D. Spady was a principal/teacher that came to Delray Beach upon the recommendation of George Washington Carver and became one of the most influential African Americans in Delray Beach. Mr. Spady came to Delray Beach to accept the teaching position which also carried the responsibility of principal at the County training school formerly named Delray Colored number 4, the first school made in Delray Beach. The school had an enrollment of 100 children between grade 1 through 8. Under his tutelage, the student body grew to 336, grades 1 thru 10 in 1934, and in 1939 the first 12th grade high school graduation was held. His community work included an active member of Mt. Olive Baptist Church, the first church built in Delray Beach by African Americans in 1896. He served as church clerk for more than 20 years, Sunday school teacher, Baptist youth teacher and group leader of church rallies. When asked about his philosophy Mr. Spady said "My philosophy is simple – God, country and the people first; self last. Face your daily problems prayerfully; keeping in mind that the highest service to God and to yourself is to serve your fellowman." He passed away on November 25, 1967 at the age of 82. His legacy lives on.

Proposer #4

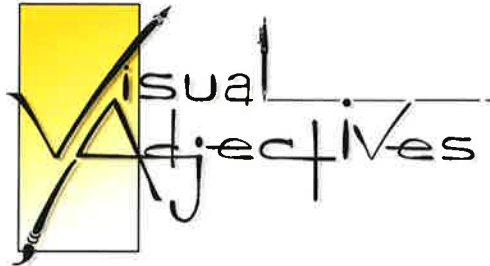
**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444
"HARVEL COTTAGE" - 1,450 SQUARE FEET**

**ATTENTION: Christine Tibbs, Assistant Director
Delray Beach Community Development Agency
20 N. Swinton Avenue, Delray Beach, Florida, 33444**

**FROM: Visual Adjectives, LLC
Michelle Lawrence, *Co-Founder & CEO*
Edward J Stinson, *Co-Founder & CIO*
(561) 376-3130 |
MLawrence@visadj.com
www.VisualAdjectives.com**

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

**TO: Delray Beach Community Development Agency
20 N. Swinton Avenue, Delray Beach, Florida, 33444
Attention, Christine Tibbs, Assistant Director**



Greetings,
Visual Adjectives LLC would like to submit our proposal for consideration as tenants for the leasable property.

VISUAL ADJECTIVES

561-376-3130
561-809-3834
MLAWRENCE@VISADJ.COM
WWW.VISUALADJECTIVES.COM

Defining Thought

•

Describing Creation

•

Telling Stories

•

Illustrating Concepts

COMPANY

Visual Adjectives, LLC.
Established August 2010 | Founded 1990
S Michelle Lawrence | *Co-Founder & CEO*
Edward James Stinson | *Co-Founder & CIO*

INTRODUCTION

Visual Adjectives is a Delray Beach Local Family, Black-owned Publication Company of Authors, Cultural Curators, Educators, Artisans & Artists established in 2010. We believe that a “visual adjective” is any artistic or literary means to describe the concepts in our mind. Foundationally, it is about our action.

Visual Adjectives integrates services and solutions to provide development support, strategic designs, and marketing concepts to launch original products and services.

VISUAL ADJECTIVES, LLC.
MICHELLE LAWRENCE, *CO-FOUNDER & CEO*
EDWARD J STINSON, *CO-FOUNDER & CIO*
(561) 376-3130 | MLAWRENCE@VISADJ.COM | WWW.VISUALADJECTIVES.COM

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

WHAT WE WANT TO PROPOSE

Our company is founded on Publishing and Production of creative Intellectual Properties. We are booksellers of specialty books with an avant-garde approach that forges new paths to make publishing accessible to everyone. Our advantage is a global and culturally-aware knowledge of the publication business, and a rooted foundation in the Black community in Delray Beach - where we are from and raised.

We understand the nuances and pitfalls of the industry, specifically for People of Color. Visual Adjectives has created a platform that includes a team of creators and technical specialists offering in-house publishing and a creative workspace. We offer quality products, reasonable prices, exceptional service, and skilled training. We give authors and artists the resources and space to produce quality and professional work.

We are a business with national and international connections allowing us to use our knowledge and resources to revitalize the drive of entrepreneurship among locally established businesses. By bringing our specialty shop and workspaces, we can assist this once thriving district reach out to the community and activate the corridor. We can help generate clients, create events, and invite international guests to the city. Appearances by illustrators and authors will continue to revitalize the corridor and create a diverse gateway for pedestrian activity in the revived business district. Locals and visitors will find comfort in a place they can explore, learn, and create.

We are a full-service specialized publishing and production company. Publishing and Production Services are available on-site to aspiring and published writers. Since creativity and critical thinking plays a vital role in the assembly of a team, residents and visitors can stop by and have us assist them by working individually or collectively.

Visual Adjectives is submitting our proposal for consideration as tenants to lease the property for use as a cultural retail space to include a specialty bookshop café tea shop, with in-house publishing that includes authors and artists workspace and gallery space. We will share the space with curated local artisans and artists, with whom we are well-networked with throughout Delray Beach and the tri-County region, including food-preneurs, visual and performative artists, clothing, jewelry, self-care, and more.

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

WHAT WE WANT TO PROJECT

As a hybrid retailer located in the Historic West Settlers District of the historically Black business district of 5th Avenue, we will provide a hub for creatives in our community, while leveraging our relationship within the community and with Spady Museum to activate the corridor with relevant cultural experiences including cultural events, writers' workshops, youth programming and education, and locally curated retail options for locals and visitors! Our Turkish Tea Cart is an



added retail experience to the space for those looking to hang out, work, create, shop and learn. Cultural talents will serve as the catalyst to enhance business and pedestrian activity to attract residents and visitors to the area, accumulating foot traffic to strategically establish the diversity of the neighborhood with shopping and services. Working with Spady Museum will allow us to host workshops at William's Cottage, and use the backyards for events and community functions. Other businesses on the corridor can be incorporated as we host events, meetings, screenings, gallery shows, and more.

By sponsoring book festivals, signings, conferences, and promoting literacy, we have a unique perspective on the need for a Specialty Bookshop Café with our in-house services. We will give the opportunity for workspace to featured authors and artists to offer their work, while they provide their service to the patrons. Our full-service specialty bookshop café will feature works of fiction and non-fiction: fantasy, science fiction, children's, comics, illustrated novels, poetry, self-published, self-help, biography, history, business, signed books, coffee table books, cookbooks, urban, spiritual, metaphysics, history, travel, magazines, newspapers, and hard to find books, among others. Our artists are local and international and their styles range from Anime, Comic Book, Fantasy, Sci-Fi, Steampunk, Gothic, and more.

As guest panelists, merchants, and speakers at various conventions, we are versed in the need of a diverse crowd of patrons. Being able to understand business and how to serve a patron showcases the vast talent and skill available from our team.

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

SPECIALTY SHOP

The retail shop will be a bookstore offering specialty books as well as products published by Visual Adjectives to include local authors, artists, and musicians. We will host monthly events to showcase these talents and introduce the public to our in-house Marketplace, where they can purchase the creator's works. We will host promotions, book reading, artist and author events.

<p><u>Inclusive Service Value:</u> Artist Workspace Library & Gallery Local Vendor Marketplace Publishing Services Tea Shop Workshops Writer's Corner</p>

In-House Library

Visual Adjectives is a publishing company and as such, will actively support local authors through our In-House Library. Our team participates in the Miami International Book Fair, which gives exposure of local authors and their published books to an international audience. Books will be offered for sale and others can be read in our library. We will offer various book clubs for residents and visitors. We highlight an 'author and artist of the month' to showcase their work for purchase. We will engage with the residents by actively participating in book give-a-ways in the immediate neighborhood, providing a path for service that will enhance business activity and pedestrian activity.

Artist Workspace

We would section off a portion of the location in order to create a gallery, showcasing the work of our company's artists, local artists, and artists who have completed the workshops. This allows us to create a rotating interest in the location as new artists continue to showcase their work and invite friends and family to come see their work – bringing more patrons into the area to revitalize the district.

The Local Marketplace

The local Marketplace is our method of staying in contact with local merchants and crafters. We can create unique aesthetics for the interior and exterior of the location during events for neighborhood businesses and cultural activities. This includes a Turkish Coffee and Tea shop, with snack made from local bakers who can advertise their business and garner support from us. We have experienced the success of this, by our organization's participation in the Florida Renaissance Festival. We have been a part of this festival, reenacting the Ottoman Empire for the last five years. We serve authentic Turkish Coffee, Turkish Tea, Turkish Delight, and Baklava. Our success is enhanced by our traditional clothing from the Mediterranean aesthetics.

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

WORKSPACE

Visual Adjectives will use the location as a hub for artists and creative minded patrons. In doing so, we will create 3 types of Workspaces that will be available to teach and generate an environment of creativity.

Art and Writing Workshops

A person can walk in and gain hands on knowledge to get published. We will host monthly workshops that teach art and writing. These sessions will have students not only learn foundational elements and principles of either medium, but it will offer a location to meet other individuals who share the same interests. Visual Adjectives will help authors independently publish their own book by utilizing our Publishing Services to access marketing and sales tools enabling them to sell their books effectively. With various options to suit the authors' individual needs, complete customization is an advantage to authors who want to employ our creative team to help meet their set goals. Clients will be matched to a pre-vetted specialist for whatever their creative needs.

Publishing and Production Services

A person can walk in and purchase creative, publishing, or production services. Visual Adjectives will utilize the workspace as an immersive experience for those attempting to get into the field of Publishing. We will guide them along the paths of marketing, sales, advertisement, writing, illustrations, and we offer access to print-on-demand services.



Including ghostwriting, manuscript review, proofreading, layout and design, editing, cover art, ISBN number, LOC number, digital or print format, residents and visitors to the area will learn how to list, marketing, and see their book in our bookstores. We provide authors with a platform that allows them to easily and effectively publish.

Creator's Studio Spaces

The location will provide the opportunity for us to create studio workspaces available for artists to use as a base of operations when conducting their artistic endeavors. Creators such as radio show hosts, podcasts, painters, comic artists, singers, dancers, designers, or musicians all have the opportunity to use the studio space. We can assist authors with production issues in the studio by getting them on the path to publishing.

**PROPOSAL TO LEASE CRA-OWNED COMMERCIAL PROPERTY AT
186 NW 5TH AVENUE, DELRAY BEACH, FL 33444, "HARVEL COTTAGE" - 1,450 SQUARE FEET**

WHAT ARE WE AIMING FOR

We are proposing a \$500 per month rent for the first year, utilizing the Rent Subsidy Program, to allow us time to curate the use of the facilities as proposed. This would include rental fees from vendors, artists, and workspace users, events, etc. Additionally, we believe a café space serving tea (instead of coffee) will be warmly welcomed, but take some time to market for sales to reflect a profit for this use.

HOURS OF OPERATION

We will have daytime, nighttime, and weekend operating hours. Our hours are flexible and can be altered as needed based on events and activity in the city. Appointments will also be available.

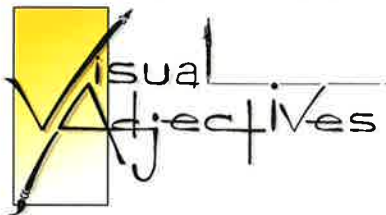
Help us get Delray Beach to be *"the city with the most published authors."*

Sincerely,
Edward James Stinson
S Michelle Lawrence

Visual Adjectives LLC
616 NW 45TH Drive
Delray Beach, FL 33445

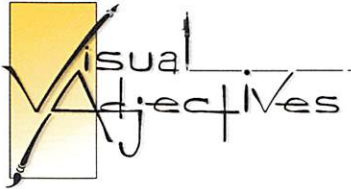
561-376-3130 | 561-809-3834
MLawrence@VisAdj.com
www.VisualAdjectives.com

Defining Thought • Describing Creation • Telling Stories • Illustrating Concepts



PROPOSAL TO LEASE COMMERCIAL SPACE
TO: Delray Beach Community Development Agency
20 N. Swinton Avenue, Delray Beach, Florida, 33444
Attention, Christine Tibbs, Assistant Director

186 NW 5th AVE



Greetings,

Thank you for your consideration. Please find photos of our group serving Turkish Coffee and Tea at a festival. We will incorporate this and the aesthetics, which works well with the bookshop.

Feel free to contact us with any questions or concerns.

VISUAL ADJECTIVES

616 NW 45TH DRIVE
DELRAY BEACH, FL 33482

•
561-376-3130
561-809-3834

•
MLAWRENCE@VISADJ.COM
WWW.VISUALADJECTIVES.COM

Help us get Delray Beach to be "*the city with the most published authors.*"

Sincerely,
Edward James Stinson
S Michelle Lawrence

Defining Thought

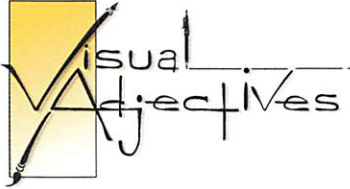
•
Describing Creation

•
Telling Stories

•
Illustrating Concepts

PROPOSAL TO LEASE COMMERCIAL SPACE

TO: Delray Beach Community Development Agency
20 N. Swinton Avenue, Delray Beach, Florida, 33444
Attention, Christine Tibbs, Assistant Director



VISUAL ADJECTIVES

616 NW 45TH DRIVE
DELRAY BEACH, FL 33482

•
561-376-3130
561-809-3834

•
MLAWRENCE@VISADJ.COM
WWW.VISUALADJECTIVES.COM

Defining Thought

•
Describing Creation

•
Telling Stories

•
Illustrating Concepts

Greetings,

Visual Adjectives LLC would like to submit our proposal for consideration as tenants for the leasable property:

186 NW 5TH Avenue, Delray Beach, FL 33444

“Harvel Cottage” - 1,100 Square Feet

COMPANY

Visual Adjectives, LLC.

Established August 2010 | Founded 1990

Founder & CIO | Edward James Stinson

Founder & CEO | S Michelle Lawrence

INTRODUCTION

We believe that a “Visual Adjective” is any artistic or literary means to describe the concepts in our mind. Foundationally, it is about action.

Visual Adjectives integrates services and solutions to provide development support, strategic designs, and marketing concepts to launch original products and services.

Our company is founded on Publishing and Production of creative Intellectual Properties. We are booksellers of specialty books with an avant-garde approach that forges new paths to make publishing accessible to everyone.

The advantage we present, is a global and culturally-aware knowledge of the business. We are authors, editors, publishers, and artists who understand the nuances and pitfalls of the industry. Visual Adjectives has created a platform that includes a team of creators and technology specialists in order to offer in-house publishing and a creative workspace. We offer quality products, reasonable prices, exceptional service, and skilled training. We give authors and artists the resources and space to produce quality and professional work.

We are a black-owned business with national and international connections. This allows us to use our knowledge and resources to revitalize the drive of entrepreneurship among locally established businesses. By bringing our specialty shop and workspaces, we can assist this once thriving district reach out to the community and activate the corridor. We can help generate clients, create events, and invite international guests to the city. Appearances by illustrators and authors will continue to revitalize the corridor and create a diverse gateway for pedestrian activity in the revived business district. Locals and visitors will find comfort in a place they can explore, learn, and create.

We are a full-service specialized publishing and production company. Publishing and Production Services are available on-site to aspiring and published writers. Since creativity and critical thinking plays a vital role in the assembly of a team, residents and visitors can stop by and have us assist them by working individually or collectively.

PROPOSAL

Visual Adjectives is submitting our proposal for consideration as tenants to lease the property for use as a commercial space. Our intent is to have a **specialty bookshop café with in-house publishing** that includes **workspace for authors or artists and a gallery space to present in-house and local work.**

As a hybrid bookshop and café located in the NW & SW 5th Avenue corridor, we will work with neighboring businesses to accumulate foot traffic and to strategically establish the diversity of the neighborhood with shopping and services. Local talents will serve as the catalyst to enhance business and pedestrian activity to attract residents and visitors to the area. Our business will hire locally and can provide training in skills associated within the industry.

We currently work with Spady Museum. Being neighbors will allow us to collaborate and drive traffic to the area. We can hold our workshop at William's Cottage, allowing patrons to walk the streets and feel comfortable in the corridor. We will use the backyard for events and community functions. There are other businesses on the corridor that can be incorporated as we are able to host events, meetings, screenings, gallery shows, and more.

By sponsoring book festivals, signings, conferences, and promoting literacy, we have a unique perspective on the need for a Specialty Bookshop Café with our in-house services. We will give the opportunity for workspace to featured authors and artists to offer their work, while they provide their service to the patrons.

Our full-service specialty bookshop café will feature works of fiction and non-fiction: fantasy, science fiction, children's, comics, illustrated novels, poetry, self-published, self-help, biography,

history, business, signed books, coffee table books, cookbooks, urban, spiritual, metaphysics, history, travel, magazines, newspapers, and hard to find books, among others. Our artists are local and international and their styles range from Anime, Comic Book, Fantasy, Sci-Fi, Steampunk, Gothic, and more.

As guest panelists, merchants, and speakers at various conventions, we are versed in the need of a diverse crowd of patrons. Being able to understand business and how to serve a patron showcases the vast talent and skill available from our team.

SERVICES INCLUDE:

SPECIALTY SHOP

The retail shop will be a bookstore offering specialty books as well as products published by Visual Adjectives to include local authors, artists, and musicians. We will host monthly events to showcase these talents and introduce the public to our in-house Marketplace, where they can purchase the creator's works. We will host promotions, book reading, artist and author events.

In-House Library

Visual Adjectives is a publishing company and as such, will actively support local authors through our In-House Library. Our team participates in the Miami International Book Fair, which gives exposure of local authors and their published books to an international audience. Books will be offered for sale and others can be read in our library. We will offer various book clubs for residents and visitors. We highlight an 'author and artist of the month' to showcase their work for purchase. We will engage with the residents by actively participating in book give-a-ways in the immediate neighborhood, providing a path for service that will enhance business activity and pedestrian activity.

Artist Showcase

We would section off a portion of the location in order to create a gallery, showcasing the work of our company's artists, local artists, and artists who have completed the workshops. This allows us to create a rotating interest in the location as new artists continue to showcase their work and invite friends and family to come see their work – bringing more patrons into the area to revitalize the district.

The Local Marketplace

The local Marketplace is our method of staying in contact with local merchants and crafters. We can create unique aesthetics for the interior and exterior of the location during events for neighborhood businesses and cultural activities. This includes a Turkish Coffee and Tea shop, with snack made from local bakers who can advertise their business and garner support from us. We

have experienced the success of this, by our organization's participation in the Florida Renaissance Festival. We have been a part of this festival, reenacting the Ottoman Empire for the last five years. We serve authentic Turkish Coffee, Turkish Tea, Turkish Delight, and Baklava. Our success is enhanced by our traditional clothing from the Mediterranean aesthetics.

WORKSPACE

Visual Adjectives will use the location as a hub for artists and creative minded patrons. In doing so, we will create 3 types of Workspaces that will be available to teach and generate an environment of creativity.

Art and Writing Workshops

A person can walk in and gain hands on knowledge to get published. We will host monthly workshops that teach art and writing. These sessions will have students not only learn foundational elements and principles of either medium, but it will offer a location to meet other individuals who share the same interests.

Visual Adjectives will help authors independently publish their own book by utilizing our Publishing Services to access marketing and sales tools enabling them to sell their books effectively. With various options to suit the authors' individual needs, complete customization is an advantage to authors who want to employ our creative team to help meet their set goals. Clients will be matched to a pre-vetted specialist for whatever their creative needs.

Publishing and Production Services

A person can walk in and purchase creative, publishing, or production services. Visual Adjectives will utilize the workspace as an immersive experience for those attempting to get into the field of Publishing. We will guide them along the paths of marketing, sales, advertisement, writing, illustrations, and we offer access to print-on-demand services.

Including ghostwriting, manuscript review, proofreading, layout and design, editing, cover art, ISBN number, LOC number, digital or print format, residents and visitors to the area will learn how to list, marketing, and see their book in our bookstores. We provide authors with a platform that allows them to easily and effectively publish.

Creator's Studio Spaces

The location will provide the opportunity for us to create studio workspaces available for artists to use as a base of operations when conducting their artistic endeavors. Creators such as radio show hosts, podcasts, painters, comic artists, singers, dancers, designers, or musicians all have the

opportunity to use the studio space. We can assist authors with production issues in the studio by getting them on the path to publishing.

FUNDING

We seek a one (1) year or longer lease term. We would like to explore the available CRA Funding Programs that can assist us:

Site Development Assistance Program

Paint-up & Signage Program

Project Consultancy & Design Services Program

Rent Subsidy Program

HOURS OF OPERATION

We will have daytime, nighttime, and weekend operating hours. Our hours are flexible and can be altered as needed based on events and activity in the city. Appointments will also be available.

Help us get Delray Beach to be “*the city with the most published authors.*”

Sincerely,

Edward James Stinson

S Michelle Lawrence

Visual Adjectives LLC

616 NW 45TH Drive

Delray Beach, FL 33445

561-376-3130 | 561-809-3834

MLawrence@VisAdj.com

www.VisualAdjectives.com

Defining Thought • Describing Creation • Telling Stories • Illustrating Concepts

