A-GUIDE FY 2020-2021 LOGIC MODEL

Delray Beach CRA – Program / Project Logic Model A

Organization: Delray Beach Historical Society Contact Person: Winine Edwards

Program/Project Name: DBHS Cultural Heritage Archive, Exhibit & Learning Center Program Funding Period: Oct, 1 2020 - Sept. 30, 2021

Program/Project Budget \$225,000 Request \$75,000 CRA Need Area: Recreation & Cultural Facilities

Brief Description: The DBHS Cultural Heritage Exhibit, Museum & Learning Center Program is the ultimate expression of fulfilling our mission and responsibility to the community. It is our goal and vision to expand our archival collection, our service capacity, and our knowledge so that we may continue to share our history and heritage with the community in as many unique, engaging ways as possible. Our unique platform continues to be collecting and preserving our history in the City Archive; education, exhibitions, celebratory events, tours, presentations, storytelling, lectures, workshops and partnerships.

Need for Program: Documented research findings say that a need to preserve local history is heightened when urbanization and growth is occurring in a community. We are experiencing this first-hand at the Delray Beach Historical Society – with Delray's rapid growth and changing landscape. There is an increased demand for historical perspective and the resources we provide, such as research center services, educational programming and a desire to connect with the community at cultural heritage celebrations. In addition, awareness of the rising deterioration of social studies and history education in elementary schools demands that local historical societies and cultural institutions develop pathways and curriculum to share and teach this vital educational component.

<u>**Target Audience**</u> One of the most unique features of the Delray Beach Historical Society is our capacity to attract a broad Demographic, ranging in age 4 – 94. We specifically develop our programming to attract year-round residents, new homebuyers, seasonal visitors, retired persons, history buffs, school children and educators. Leaving a strong legacy for all is a key component of our mission. We have a responsibility to the City of Delray Beach and Delray's growing diverse population, to continue to expand and broaden our reach to all.

<u>Uniqueness/Justification</u>: Historic Preservation brings \$6.3 billion each year to the Florida economy. Our research findings reveal that Historic Preservation at the local level is more than rehabilitating and saving structures, it is the perpetuation and celebration of the people, the traditions, the arts, the culture and distinctive aspects of a locale that make "Heritage Tourism" an increasingly important part of Florida's tourism industry. Protecting historic places and the legacy of cultures produces positive and measurable results for the local economy. Floridians' quality of life is impacted through economic and cultural contributions.

Delray Beach is growing and changing rapidly. Attraction to and interest in our cultural heritage and history continues to play a major role. Our approach is to make history fun and inclusive. The Historical Society provides a unique museum experience, educational opportunities for children, youth and families, increased knowledge about our cultural heritage and exciting and engaging gatherings that celebrate who we are as a community. The City Archive, and the Learning and Research Center is unique to any other cultural center and is an asset for Delray Beach in that it collects and preserves our history and provides a vital resource for the entire community to visit and utilize.

Key Activities	Outputs	Outcomes	Impact(s)
Exhibits & Education Programs			
to include:			
1) Lecture 1	Attendees: 3,000	50% increase in attendees over last year from	Fulfills our most important
2) Lecture 2		2,000.	mission to preserve our history
3) Lecture 3			and heritage.
4) Lecture 4		Raised fees will increase by 42.9% over last	
5) New History Exhibit	Entrance Fees: \$10,000	year at \$7,000, based on our added Heritage	Increases "sense of place," and
6) Heritage Garden Tour		Garden tour experience plus an expanded	provides perspective and context
7) Workshop 1		indoor/outdoor camp experience.	about who we are and where we
8) Workshop 2			came from.
9) Summer Camp	New Members: 20	Targeted visitors come to downtown and the	
		CRA district.	Elevates civic and social
			connectivity, inclusion, sense of
		The DBHS continues to produce quality	pride and community.
		cultural activities.	
			Contributes to the view of Delray
		DBHS attracts a broad diversity of patrons.	as a nationally-recognized arts & culture destination.
		DBHS partners with other area cultural	
		centers.	
Events & Celebrations to include:			
1) Fall Event	Attendees: 2,000	Attendee increase of 33% from last year at	Increased understanding of the
2) Winter Event	,	1,500.	value of historical societies and
3) Summer Event	Income generated:		preservation.
	\$50,000	Income increase of 16% from \$43,000.	
			Expands view with renewed
	New Members: 10	Visitors come to downtown and the CRA	appreciation for Delray's family
		district.	histories, unique assets, cultural
			climate and historically
		The DBHS continues to produce high	designated landmarks and
		quality cultural activities.	neighborhoods.

		Exhibits continue to educate and inspire DBHS attracts a broad diversity of patrons.	Elevates civic and social connectivity, inclusion, sense of pride and community.
		DBHS partners with other area cultural centers.	Contributes to the view of Delray as a nationally-recognized arts & culture destination.
Archive Preservation & Learning			
Center Services to include:			
1) Image orders + gift sales	Research Projects &	Preservation Projects and Request fulfillment	Directly connects the community
2) Preservation and Accession	Image Orders: 1,000	will increase over prior years by 300%.	with the people of the past who
Projects			shaped our landscape, named
3) Research and Archive Resource	Image Orders + Gift	Shop income to stay the same as prior year.	our landmarks, and made the
Services	Sales: \$4,900		decisions that ultimately affect us
3) Oral and Video Histories		Membership will stay the same.	today.
	History recordings: 5		Increases "sense of place," and
		More visitors come to downtown and the	provides perspective and context
	New Members: 5	CRA district.	about who we are and where we came from.
		DBHS attracts a broad diversity of patrons.	Increased understanding of the value of historical societies and
		New homeowners and business owners	preservation.
		of gain an appreciation for the uniqueness of	Expands view with renewed
		Delray Beach.	appreciation for Delray's family
			histories, unique assets, cultural
		New addition of history recordings for the	climate and historically
		archive.	designated landmarks and
			neighborhoods.

Logic Model, Delray Beach Historical Society, FY 2020-2021, 7/8/20

A-GUIDE FY 2020-2021 PROPOSAL SUPPLEMENTAL INFORMATION

CRA A-Guide Grant Application 2020-2021

Supplemental Report

COVID PLAN FOR OPERATIONS & PROGRAMMING

Assumptions:

Due to the Covid-19 Pandemic, our ability to offer traditional programming, history exhibit tours, services and engage in fundraising has been severely hindered following the implementation of health and safety guidelines set forth by the City and County.

Global economic fragility, non-profit cause competition and priority shifts within our community have created a void in our capacity to approach our general public funders and sponsors.

The DBHS is 70% social — following a museum, educational program, community service and event model. We need to assume there will be a prohibition or substantial hesitation to gather in groups, attend events and spend time in public spaces until all health and safety realities change.

Our mission continues. The DBHS has provided a vital service to the community since 1964. The City Archive contains over 60,000 items and continues to expand with consistent donations from the community. Our Agreement with the City is to keep the Archive open, functioning, and to provide services to the public. History happens, even during catastrophic events.

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.

Pivot plans:

The DBHS will shift from growth and surplus to maintaining status until all health and safety realities change. Our primary focus is adhering to our mission of collecting, preserving and sharing local history.

The DBHS has already collapsed staff roles and furloughed three employees – our Events Coordinator, Program Coordinator and paid Student Intern. We have on staff currently one full time Executive Director, a part-time, 25-hour per week Operations Manager and a part-time 15hour per week Grounds Manager.

The DBHS is required to maintain three historic cottages and a one-acre campus, however the DBHS has now cut back on expenses for IT, supplies and cleaning and canceled non-essential improvement projects.

The DBHS still lacks the critical role of Archivist, as we were in the process of interviewing when the Pandemic hit. Currently, the Executive Director is filling this role in addition to her other

responsibilities. Our archive and research requests have not slowed down, in fact they have increased. Donations to archive have increased. The Executive Director is working with a volunteer to keep up with the projects. This is a fluid issue that we will continue to monitor. From the DBHS Grant application:

"Relative to our mission, nearly 55% of what we are honored to offer to the community is considered a "service to the City," and does not generate income. This includes the acquisition of donations from the community for the City archive, now containing over 60,000 items; accessioning, cataloging, digitizing and preserving these items utilizing professional archiving standards and practices; answering daily requests including research, document, photo and news scanning; researching and providing accurate information according to the official City records for the media, educational institutions, writers, students, general researchers and the community; assimilating information and generating content for exhibits, news articles, the website and special projects.

The DBHS Oral History Project is a critical part of what we do. Building on over 300 or so histories going back to the 1930's, we work continuously on documenting new histories from those who lived it for future generations.

Because every program, event, exhibit and lecture originates from content in the Archive, we are continually challenged with balancing our income generating "Program offering" to the community with our free "Professional and Critical Services" to the community. This is typical of historical societies around the United States. Though we have had meaningful discussions with the City regarding partial funding for an Archivist position and have collaboratively concluded it is something valuable to explore, the process does not conclude and we find ourselves year after year challenged with hiring the necessary professional, with the proper skill set, to fill this role. We would like to revisit this again to see if we may collaborate with the City."

The DBHS continues to partner with the preservation community —the Preservation Trust and the City's Historic Preservation Department on various research projects and preservation initiatives, including designations. Building, construction and development has increased during this time and the need for research and historical context has expanded.

The DBHS applied for PPP and was awarded \$23,000 (which has expired).

DBHS fundraising efforts are shifting and expanding. We have created a new series of solicitation fundraising letters and packages to continue our Membership and Sponsorship Program. This is a critical, as our premier fundraiser was canceled in May 2020 and we are currently not generating fees for our history exhibits and other programming. In addition, the Executive Director and Operations Manager are researching grants.

The Executive Director is currently working with an outside vendor to create a new website, at a cost of \$9,000. Unfortunately, just before the Pandemic, our current website faltered and a new one is essential for our communications and shifting virtual programming.

The new website, launching in September / October will provide the DBHS with 1) a portal to access content, storytelling, videos, oral histories. 2) A vehicle to watch virtual lectures and readings, which we are planning for fall and winter 3) A new and improved way to purchase from our new on-line Gift Shop. We will offer historic photos, cards, books and other items. 3) We will be filming our history exhibits in September and launching virtual tours for the fall. 4) a portal to access local history educational modules for parents and teachers.

The importance of documenting this unprecedented time cannot be underestimated. The Executive Director and an outside vendor are spearheading a "Covd-19 Documentary" project for Delray Beach City Archive, which began in April, 2020. We are collecting, stories, essays, pictures, videos, poetry and art related to the experience of living during these times. We are collecting items from families, children, schools, non-profits, front line workers, civic workers, businesses and hospitals.

The Executive Director and Operations Manager continue to keep up with social media. We have over 5,000 followers with between 60 and 300 engagements with the community per day. We continue to communicate to the community with emails blasts and newsletters. Our database features 4,570 names.

The DBHS launched a successful local history "Backyard Summer Camp Kit" in July —full of activities, books, lessons and craft projects. We were able to offer over 60 scholarship kits to other non-profits and families in need. The DBHS plans to continue this theme through August and beyond if necessary.

The DBHS Garden Committee, the Executive Director and our Grounds Manager, plus volunteers and community service workers are continuing efforts to complete our one-acre, all Florida native, outdoor classroom — the DBHS "Educational Heritage Gardens." The DBHS Board of Governors made the decision to continue this project, despite the Pandemic, as it will be an important, positive, safe, outdoor activity for the community to enjoy and learn from this winter. The DBHS raised money for this project and the eventual garden tours and educational programming fulfill our mission. The Executive Director is creating a new indoor Natural History / Local Garden History exhibit to coincide with the Garden launch this winter, in the event facilities can open.

The DBHS is planning a commemorative brick fundraiser and one or two offsite, socially distanced "tournament" fundraisers to make up for our on-site fundraiser.

The DBHS is exploring ways to collaborate with other non-profits, cultural centers and the City to consolidate efforts, provide cultural content, even fundraise. Plans are not solidified as of this date, however.

II. THE DBHS REQUEST OF \$75,000

The following breakdown is based on the Historical Society's proposed 2020-2021 budget. Program A total cost is projected to be \$225,000. The CRA funding represents/will cover approximately 33% of the total Program A cost.

Capital Expenditures	9.42%	\$7,062.33	Technology, IT,
			Equipment, Archive
			Shelving, Grounds
			Improvements
Conference and Meetings	1.22%	\$916.67	Items and set-up
			needed for meetings;
			special needs for
			Covid-19 safety.
Office and Program	5.75%	\$4,312.67	
Supplies			
Insurance	2.67%	\$2,000	
Professional	2.17%	\$ 1,625.00	Accounting, other
Services/Consulting			
Maintenance	1.44%	\$ 1,083.33	
Salaries and Related Taxes	60.13%	\$ 45,100.00	
and Insurance			
Utilities	2.73%	\$ 2,050.00	
Advertising, Marketing,	5.33%	\$ 4,000.00	
Printing, Website			
Exhibits, Events, Programs	9.14%	\$ 6,850.00	New exhibit expenses,
			virtual needs, supplies
			for summer camp and
			other similar programs
	TOTAL 100%	\$75,000	

A-GUIDE FY2020-2021 COMBINED BUDGET & NARRTIVE



A-GUIDE Nonprofit Partner Application FY 2020-2021 Combined Budget Form **COMBINED BUDGET**

Organization Name:	DELRAY BEACH HISTORICAL SOCIETY
Executive Leader & Key Financial Manager	
Names:	Winnie Edwards, Executive Director
Current FY (2020) Total Organization	
Budget:	\$300,000
Program/Project A Name:	DBHS Cultural Heritage Archive, Exhibit & Learning Center Program
Program/Project B Name:	
Application Due Date:	July 8th, 2020

INCOME	FY 2019-2020 BUDGET	FY 2019-2020 ORGANIZATION FISCAL YEAR-TO- DATE THRU 5/31/2020	FY 2020-2021 PROJECTED ORGANIZATION TOTAL BUDGET	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT A	FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT B
Fees, Tickets, Registration, etc.					
Corporate Grants/Contributions	\$ 20,000.00	\$ 6,744.00	\$ 20,000.00		
Individual Donations					
Foundation Grants					
Government - Federal					
Government- Local/County	50,000.00	50,000.00	50,000.00	50,000.00	
Government- State					
In-Kind					
Interest Income					
Membership & Annual Appeal	40,000.00	32,485.00	40,000.00	-	
CRA Actual or Requested	75,000.00	19,230.00	75,000.00	75,000.00	
Other: Sponsorships	50,000.00	20,500.00	50,000.00	40,000.00	
Other: Exhibits, Events & Programs	60,000.00	8,320.00	60,000.00	60,000.00	
Other: Gift Shop & Miscellaneous Sales	5,000.00	642.00	5,000.00	-	
TOTAL INCOME	\$ 300,000.00	\$ 137,921.00	\$ 300,000.00	\$ 225,000.00	\$-
CRA % of Total Income	25%	14%	25%	33%	#DIV/0!

NOTES:

(1) The CRA Request in INCOME (Column G) should equal the CRA Request at the bottom of the EXPENSES budget

(2) Total INCOME should equal Total EXPENSES to project a balanced budget in FY 2020-2021 (Column G)

(3) CRA % of projected Total Organization Income may not exceed 25% for FY 2020-2021 (Column G) unless approved by CRA

(4) Figures in Column I and, if applicable, Column K, should match Program/Project Budget Narrative

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A-GUIDE Nonprofit Partner Application FY 2020-2021 Combined Budget Form **COMBINED BUDGET**

EXPENSES	FY 2019-2020 BUDGET			FY 2019-2020 ORGANIZATION FISCAL YEAR-TO- DATE THRU 5/31/2020		FY 2020-2021 PROJECTED ORGANIZATION TOTAL BUDGET		FY 2020-2021 PROJECTED TOTAL PROGRAM/ PROJECT A		2020-2021 ECTED TOTAL ROGRAM/ ROJECT B
Capital Expenditures	\$	25,000.00	\$	20,110.00	\$	28,000.00	\$	21,187.00		
Conferences & Meetings		5,775.00		3,295.00		5,500.00		2,750.00		
Copying & Printing										
Equipment Rental/Maintenance										
Fringe Benefits										
Insurance		7,700.00		1,514.00		8,000.00		6,000.00		
Licenses, Registration, Permits										
Local Travel										
Office & Program Supplies		14,850.00		18,337.00		17,250.00		12,938.00		
Postage & Delivery										
Professional Svcs/Consulting		12,600.00		2,225.00		6,500.00		4,875.00		
Rent/Mortgage & Maintenance		20,900.00		18,480.00		6,500.00		3,250.00		
Salaries/Contract Services & Related Taxes		170,500.00		87,590.00		180,400.00		135,300.00		
Telecommunication										
Utilities		12,075.00		11,214.00		12,300.00		6,150.00		
Other: Advertising, Marketing & Website		9,600.00		4,860.00		15,000.00		12,000.00		
Other: Exhibits, Events & Programs		21,000.00		8,314.00		20,550.00		20,550.00		
Sub-Total Expenses	\$	300,000.00	\$	175,939.00	\$	300,000.00	\$	225,000.00	\$	-
% Admin/Indirect Expense										
TOTAL EXPENSES	\$	300,000.00	\$	175,939.00	\$	300,000.00	\$	225,000.00	\$	-
NET INCOME	\$	-	\$	(38,018.00)	\$	-	\$	-	\$	-
Total Expenses Project A + B					\$	225,000.00				
CRA Request					\$	75,000.00	\$	225,000.00	\$	-

NOTES:

(1) Refer to separate Instructions for definitions of each line item expense

(2) In Column G, CRA Request may be less than Total Expense as there may be other sources of revenue for the program(s)

(3) Projected NET INCOME (Total Income minus Total Expense) should equal zero for a balanced budget in FY 2020-2021 (Column G)

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A-GUIDE Nonprofit Partner Application FY 2020-2021 Combined Budget Form **PROGRAM A BUDGET NARRATIVE**

Organization Name: Program/Project A Name:

DELRAY BEACH HISTORICAL SOCIETY DBHS Cultural Heritage Archive, Exhibit & Learning Center Program

AMOUNT	JUSTIFICATION / BASIS FOR BUDGETED AMOUNT (Insert lines for significant specific funding sources beneath line item categories)	C or P (2)	Date of: - P -Decision or - C - Funding Start (3)
\$ 50,000.00	See Combined Budget, Revenue Section		
\$ 75,000.00	See Combined Budget, Revenue Section		
\$ 40,000.00	Specifically raised for programming, events & exhibits		
\$ 60,000.00	See detailed budget attached hereto		
\$ 225,000.00			
	\$ 50,000.00 \$ 50,000.00 \$ 75,000.00 \$ 40,000.00	(Insert lines for significant specific funding sources beneath line item categories)	(Insert lines for significant specific funding sources beneath line item categories) or p (2) (2) (2) (2) (2) (2) (2) (2) (2) (1) (2) (2) (2) (3) (2) (4) (2) (5) (2)

NOTES:

(1) Insert additional rows for significant specific funding sources beneath each line item category

(2) For each significant grant, contract, or contribution, indicate if it is (C) confirmed, or (P) decision pending

(3) For each item in Column E, indicate date decision is expected for PENDING and date funding begins for CONFIRMED

(4) CRA Request, Column C, should match Column I on the Combined Budget

(5) Total Income should equal Program/Project A, Total Income, Combined Budget (Column I)

	AMOUNT	
PROGRAM/PROJECT A EXPENSE NARRATIVE	AMOONT	ITEM DETAIL/DESCRIPTION
Capital Expenditures	\$ 21,187.00	Historic Native Gardens, Archival Software, Hardware & Signage
Conferences & Meetings	\$ 2,750.00	Estimated that 50% of conferences & meetings directly related to Program A activites
Copying & Printing		
Equipment Rental/Maintenance		
Fringe Benefits		
Insurance	\$ 6,000.00	Projected that 75% of insurance premiums directly assoicated/required by Program A activites
Licenses, Registration, Permits		
Local Travel		
Office & Program Supplies	\$ 12,938.00	75% directly related to Program A activites
Postage & Delivery		
Professional Svcs/Consulting	\$ 4,875.00	Projected that 75% of professional and consulting fees directly related to Program A activites
Rent/Mortgage & Maintenance	\$ 3,250.00	50% of Rent, Repairs & Maintenance are a result of Program A activities



A-GUIDE Nonprofit Partner Application FY 2020-2021 Combined Budget Form **PROGRAM A BUDGET NARRATIVE**

Salaries/Contract Services & Related Taxes	\$ 135,300.00	See detailed budget attached hereto
Telecommunication		
Utilities	\$ 6,150.00	50% of Utilities are a result of Program A activities
Other: Advertising, Marketing & Website	\$ 12,000.00	Print advertising, invites, social media, newsletters and upgrade to Website
Other: Exhibits, Events & Programs	\$ 20,550.00	See detailed budget attached hereto
Sub-Total Expenses	\$ 225,000.00	
% Admin/Indirect Expense		(Equals Sub-Total Expenses + Administrative Expenses Total)
TOTAL EXPENSES	\$ 225,000.00	Equals Total Expense, Program/Project A, Combined Budget (Column I)

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A-GUIDE FY 2020-2021 POWERPOINT SLIDES



THE DERLAY BEACH HISTORICAL SOCIETY A-GUIDE FUNDING REQUEST FOR FY2020-2021 August 25, 2020

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.

DBHS: Resilient Pandemic Pivot Q2-Q3 2020



• 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.







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





Program A/Activity 2 = EVENTS & CELEBRATIONS

VIRTUAL PLANS Our data reach: 4,057

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

Offsite Fundraisers:

- Golf
- Tennis or Pickleball
- Fishing

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







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