

NON-PROFIT ORGANIZATION

**The Bessie Smith Cultural Center
(African American Museum/Bessie Smith Hall)
200 East Martin Luther King Boulevard
P. O. Box 11493
Chattanooga, TN 37403**

**(423) 266-8658 Fax (423) 267-1076
Email Address: rmartin@bessiesmithcc.org**

CONTACT PERSON

Ms. Rose M. Martin, Executive Director

BUDGET

Copy Attached

CHARTER

Copy Attached

EXEMPTION

501 (c) (3) Status (See Attached)

ANNUAL REPORT

Copy Attached

AUDIT

Copy Attached – Draft (Period ending June 30, 2012)

CHECK FOR \$50 #020389

Attached



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P. O. Box 11493
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Chattanooga, TN 37403
Phone: 423-266-8658
Fax: 423-267-1076
Email: rmartin@bessiesmithcc.org

AGENCY MISSION

The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes education and artistic excellence; fosters the research and education of African and African American heritage, collects, preserves, interprets and exhibits art relating to the history and culture of African American heritage; and provides a venue that allows the multi-cultural community to celebrate through education, art and entertainment.

AMOUNT REQUESTED

One Hundred Thousand Dollars (\$100,000.00)

ROSE M. MARTIN
PRESIDENT

Board of Directors

Officers

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Chairman
Mary Beth Sutton
First Vice Chair
BettyeLynn Smith
Second Vice Chair
Vanessa Jackson
Secretary
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Treasurer
Carmen Ware, Esquire
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Irvin O. Overton, Sr.
Immediate Past Chairman

Directors

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Roger Brown, Ph.D
Rich Helmsman, Esquire
Dionne Jennings
Stacy Lightfoot
Kimberly Mumford-Willis
Erskine Oglesby, Jr.
Alvin Partridge
S. Daniel Thomas, III
Nick Wilkinson

Emeritus Board Member
Reuben Lawrence

EXECUTIVE SUMMARY

The mission of the Bessie Smith Cultural Center (BSCC) is to become the premier interdisciplinary cultural center that promotes cultural, educational and artistic excellence and fosters research and education of African and African American heritage; and provide a venue that allows the multi-cultural community to celebrate through education, art and entertainment.

The BSCC was originally known as the Chattanooga African American Museum and Bessie Smith Hall. Established in 1986 as a museum & performance venue, (however chartered earlier) the facility was often referred to as the Heritage Center. The Bessie Smith Cultural Center is an African American Museum, cultural center, and multi-arts performance venue. The organization has served as a repository of local African American history, a collector and exhibitor of African and African influenced art and artifacts, a facility that focused on the artistic accomplishments of Bessie Smith, known as "The Empress of the Blues," among other Chattanoogaans, and a venue for local community events and programs in Chattanooga, Tennessee. The organization completed a comprehensive strategic planning process in the fall of 2009, which resulted in a name change, revised mission and recommended program changes in 2010. Now approaching thirty years of existence, the organization continues to examine planning priorities, community service and partnerships. BSCC is devoted to the documentation of African American life, art, history and culture. The organization also highlights the contributions of Chattanooga's African Americans to the city, region, nation and globe! The Bessie Smith Cultural Center/African American Museum is the only organization in the region to serve in this capacity. The BSCC continues to be utilized by a very diverse constituency.

Abstract

The Bessie Smith Cultural Center serves a unique purpose in Chattanooga and the region as the only organization that opens on a daily basis to highlight the African Diaspora and the contributions of local Chattanoogaans. Chattanooga citizens will benefit from BSCC's continued services to the community as the primary resource for the documentation and presentation of programs and services on African American life, history, art and culture. The BSCC offers multiple programs providing a public center for learning through touring, research, interactive and traveling exhibitions, education programs and hosting student scholars and diverse performance programs. Additionally, BSCC's cultural literacy programs are designed to accommodate at risk youth, home schooled, recreation centers, organizations, colleges/universities, and the community at large. BSCC will continue to serve as a research and education resource for all local schools, develop and implement programs that support education standards, develop and provide programs to encourage community involvement including seniors, persons with disabilities and diverse populations, while serving as a diverse attraction for the City of Chattanooga and advancing cultural tourism.

The Bessie Smith Cultural Center also showcases the sights and sounds of jazz, blues, (America's indigenous art forms) gospel and its derivatives through exhibitions, live performances, artist talks, classes, films, residencies, festivals and community events. The BSCC is dedicated to the preservation, exhibition and advancement of the music through public service and collaborative efforts to educate, expose, and increase awareness. The signs, walls, and exhibitions are infused with the rich legacy of those who worked, lived, and played here, and those who were influenced through the art forms. The Bessie Smith Hall also provides a distinctive platform to present performances from the best local, regional and national talent, in an intimate setting.

Statement of Need

The BSCC is a prominent center for African life, art, history, cultural, performing and educational arts in Chattanooga, Tennessee. The BSCC addresses a community need and demand for cultural education programs, research based education, exhibitions and performances that would not otherwise exist in Chattanooga, TN. Bessie Smith Cultural Center is the only African American organization in the city and region with the stated mission and programs that are offered.

The organization also aims to enhance the Martin Luther King corridor in partnership with the University of Tennessee at Chattanooga, local businesses and partnerships with other non-profit organizations to present programs to bring visitors into the area and to Chattanooga, TN. The BSCC is happy to serve as one of the City's diversity ambassadors.

The Bessie Smith Cultural Center is requesting \$100,000 for FY14. Funds will be used for operating support and programs as follows: (1) Assist with employee compensation, (2) assist with program delivery including exhibitions and performances, and (3) assist with providing education and cultural programs for youth including history lessons, visual arts programs, and music, dance, theater and photography classes.

Program Goals

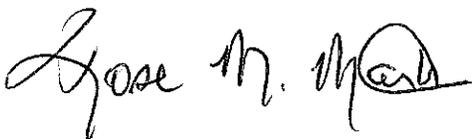
BSCC will be a primary resource *in Cultural Learning and Cultural Programs Presentation* with continued documentation of African American life, art, history and cultural, performing and education. 2) The BSCC will be an educational and performance hub, collaborating with museums, educational institutions, organizations and artists for learning and gaining cultural exposure. 3) Become a center of innovative and creative preservation and presentation of African American heritage; 4) Serve as a catalyst to bringing the multi-cultural community together in a friendly and safe cultural environment.

Assurance - The Bessie Smith Cultural Center will provide a detailed accounting of how and for what purpose municipal funds were spent, prior to the close of the City of Chattanooga's fiscal budget year and at the close of each succeeding fiscal budget year until all municipal funds have been spent by the organization.

The assurance that the agency (Bessie Smith Cultural Center) will provide the City of Chattanooga with copies of current annual audits of review for each year that it spends funds appropriated to it by the City of Chattanooga;

Any other information that will assist the City in its review of funding requests

3. Copy of Budget (Attached)
4. Copy of Charter (Attached)
5. A reference to the specific Non-profit exemption **(501) C-3 organization** (Attached)
6. Copy of Annual Report (Attached)



AUDIT

DRAFT

**PREPARED BY HOSKINS &
COMPANY CPA'S**

FINAL DOCUMENT

TO BE SUBMITTED

BY 1/31/12

BESSIE SMITH CULTURAL CENTER
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2012 AND JUNE 30, 2011

	2012	2011
Assets		
Current assets:		
Cash and cash equivalents	\$ 360,444	\$ 411,641
Accounts receivable	-	12,606
Inventory (Note 2)	8,270	10,571
Prepaid assets	3,415	3,676
Total current assets	372,129	438,494
Non-current assets		
Museum collection (Note 3)	176,971	175,642
Property & equipment, net of accumulated depreciation (Note 4)	105,751	91,194
Other assets	-	-
Total non-current assets	282,722	266,836
Total assets	\$ 654,851	\$ 705,330
 Liabilities and net assets		
Current liabilities:		
Accounts payable	\$ -	\$ 1,401
Bank line of credit	1,911	1,768
Rental deposits	-	1,025
Compensated absences (Note 5)	13,436	12,742
Accrued liability	320	-
Payroll liability	3,423	11,563
Total current liabilities	\$ 19,090	\$ 28,499
Net assets:		
Unrestricted	\$ 584,870	\$ 626,418
Temporarily restricted	50,891	50,413
Permanently restricted	-	-
Total net assets	635,761	676,831
Total liabilities and net assets	\$ 654,851	\$ 705,330

The accompanying notes are an integral part of the financial statements.

**BESSIE SMITH CULTURAL CENTER
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2012**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenues and support				
Operating grants	\$ 118,080	\$ -	\$ -	\$ 118,080
Net rental income	120,991	-	-	120,991
Contribution	15,407	-	-	15,407
Presenting events	175,140	-	-	175,140
Memberships	14,675	-	-	14,675
Gift Shop sales	2,123	-	-	2,123
Royalties income	101	-	-	101
Admissions fees	12,073	-	-	12,073
Miscellaneous revenues	3,804	-	-	3,804
Contribution in support of Heritage Festival	4,000	-	-	4,000
Contribution in support of educational programs	13,800	-	-	13,800
Interest on short-term investments	294	478	-	772
Museum collection	1,329	-	-	1,329
Total revenues and support	481,817	478	-	482,295
Expenses				
Functional expenses:				
Museum program services	393,624	-	-	393,624
Management & admin	141,432	-	-	141,432
Fundraising	1,238	-	-	1,238
Total functional expenses	536,294	-	-	536,294
Cost of sales	2,301	-	-	2,301
Total expenses	538,595	-	-	538,595
Change in net assets	(56,778)	478	-	(56,300)
Prior period adjustment (Note 11)	15,230	-	-	15,230
Net assets at beginning of year	626,418	50,413	-	676,831
Net assets at end of year	\$ 584,870	\$ 50,891	\$ -	\$ 635,761

The accompanying notes are an integral part of these financial statements.

**BESSIE SMITH CULTURAL CENTER
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2011**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenues and Support				
Operating grants	\$ 164,126	\$ -	\$ -	\$ 164,126
Net rental income	123,534	-	-	123,534
Contribution	935	13,700	-	14,635
Presenting events	33,022	17,850	-	50,872
Memberships	10,865	-	-	10,865
Gift Shop sales	1,408	-	-	1,408
Royalties income	56	-	-	56
Admissions fees	11,167	-	-	11,167
Miscellaneous revenues	379	-	-	379
Contribution in support of Heritage Festival	-	12,500	-	12,500
Contribution in support of educational programs	-	10,500	-	10,500
Interest on short-term investments	1,844	-	-	1,844
Museum collection	4,990	-	-	4,990
Net assets released from restriction	112,929	(112,929)	-	-
Total revenues and support	465,255	(58,379)	-	406,876
Expenses				
Functional expenses:				
Museum program services	321,467	-	-	321,467
Management & admin	157,417	-	-	157,417
Presenting events	1,754	-	-	1,754
Fundraising	1,034	-	-	1,034
Total functional expenses	481,672	-	-	481,672
Cost of sales	805	-	-	805
Total expenses	482,477	-	-	482,477
Change in net assets	(17,222)	(58,379)	-	(75,601)
Net assets at beginning of year	643,640	108,792	-	752,432
Net assets at end of year	\$ 626,418	\$ 50,413	\$ -	\$ 676,831

The accompanying notes are an integral part of these financial statements.

BESSIE SMITH CULTURAL CENTER
STATEMENT OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011

PREPARED
 FOR DISCLOSURE
 PURPOSES ONLY

	2012	2011
Cash flows from operating activities		
Decrease in net assets	\$ (56,300)	\$ (75,601)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	26,983	26,970
Decrease in accounts receivable	(12,606)	(2,434)
Decrease (Increase) in prepaid expenses	261	(1,301)
Decrease in inventory	1,203	244
Decrease in accounts payable	(1,401)	(774)
Increase in accrued liability	320	-
Increase in accrued leave	694	217
Decrease in rental deposits	(1,025)	(20,420)
Decrease in payroll liabilities	(8,140)	5,863
Net cash used in operating activities	(50,011)	(67,236)
Cash flows from investing activities		
Museum collection	(1,329)	(4,990)
Net cash used in investing activities	(1,329)	(4,990)
Cash flows from financing activities		
Increase in bank line of credit	143	2,671
Net cash provided by financing activities	143	2,671
Net change in cash and cash equivalents	(51,197)	(69,555)
Cash and cash equivalents, beginning of year	411,641	481,196
Cash and cash equivalents, end of year	\$ 360,444	\$ 411,641

The accompanying notes are an integral part of these financial statements.

**BESSIE SMITH CULTURAL CENTER
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2012**

	Programs	Management & Admin	Presenting Events	Fundraising	Total
Employee compensation	\$ 117,200	\$ 70,204	\$ -	\$ -	\$ 187,404
Professional fees	3,591	20,348	-	-	23,939
Strategic planning	41,492	-	-	-	41,492
Contract labor	18,446	5,032	-	-	23,478
Depreciation	18,888	8,095	-	-	26,983
Dues and subscriptions	133	180	-	-	313
Auto expenses	1,229	137	-	-	1,366
Repair and maintenance	3,060	1,952	-	-	5,012
Equipment lease	2,208	946	-	-	3,154
Telephone/communication	2,179	934	-	-	3,113
Insurance	7,913	12,186	-	-	20,099
Office supplies	3,983	2,232	-	-	6,215
Payments to affiliates	-	1,650	-	-	1,650
Bank service charges	180	4,925	-	-	5,105
Occupancy	6,862	1,877	-	-	8,739
Special events	-	-	-	1,238	1,238
Conferences/meetings	-	1,369	-	-	1,369
Educational programs	17,434	684	-	-	18,118
Performance series	5,849	-	-	-	5,849
Bessie Smith Strut Festival	56,001	4,415	-	-	60,416
Bessie Smith Heritage Festival	83,521	-	-	-	83,521
Travel and entertainment	814	1,240	-	-	2,054
Licenses and Permits	920	1,186	-	-	2,106
Miscellaneous	1,721	1,840	-	-	3,561
Total	\$ 393,624	\$ 141,432	\$ -	\$ 1,238	\$ 536,294

The accompanying notes are an integral part of these financial statements.

BESSIE SMITH CULTURAL CENTER
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2011

	Programs	Management & Admin	Presenting Events	Fundraising	Total
Employee compensation	\$ 93,111	\$ 80,684	\$ 1,754	\$ -	\$ 175,549
Professional fees	-	21,109	-	-	21,109
Advertising	4,141	-	-	-	4,141
Strategic planning	49,394	606	-	-	50,000
Contract labor	7,857	16,083	-	-	23,940
Contributions	4,680	-	-	-	4,680
Depreciation	18,879	8,091	-	-	26,970
Dues and subscriptions	418	100	-	-	518
Auto expenses	1,748	69	-	-	1,817
Repair and maintenance	5,330	2,309	-	-	7,639
Equipment lease	2,559	1,097	-	-	3,656
Telephone/communication	4,510	1,933	-	-	6,443
Insurance	11,383	5,529	-	-	16,912
Office supplies	2,186	937	-	-	3,123
Payments to affiliates	-	1,360	-	-	1,360
Bank service charges	-	4,967	-	-	4,967
Occupancy	24,878	7,205	-	-	32,083
Special events	-	-	-	1,034	1,034
Conferences/meetings	33	2,077	-	-	2,110
Educational programs	19,258	-	-	-	19,258
Performance series	12,944	-	-	-	12,944
Bessie Smith Heritage Festival	56,231	-	-	-	56,231
Travel and entertainment	1,442	1,772	-	-	3,214
Miscellaneous	485	1,489	-	-	1,974
Total	<u>\$ 321,467</u>	<u>\$ 157,417</u>	<u>\$ 1,754</u>	<u>\$ 1,034</u>	<u>\$ 481,672</u>

BESSIE SMITH CULTURAL CENTER
 STATEMENT OF FUNCTIONAL EXPENSES
 FOR THE YEAR ENDED JUNE 30, 2011

The accompanying notes are an integral part of these financial statements.

**BESSIE SMITH CULTURAL CENTER
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

NOTE 1---NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Bessie Smith Cultural Center (the "Organization") is a not-for-profit corporation founded in 1977. The Organization was established to create an awareness, interest and appreciation for the heritage of African-Americans; to discover through research, record and preserve the heritage and achievements of native Chattanooga African-Americans; to develop instructional materials, resultant from research; and to maintain a museum and research center which will house and exhibit artifacts, memorabilia, and other possessions related to the heritage of African-Americans.

Basis of Presentation

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly revenue is recognized when earned, support and promises to give are recognized when received, and expenses are recorded when incurred.

The financial statements presentation follows the recommendations of the Financial Accounting Standard Board's Accounting Standard Codification (FASB ASC) 958, Financial Statements of Not-for-Profit Organizations. Under FASB ASC 958, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Financial position and activities are classified based on the existence or absence of donor restrictions as follows:

Unrestricted Net Assets — Net assets that are not temporarily or permanently restricted by explicit donor stipulations or by law.

Temporarily Restricted Net Assets — Net assets of gifts of cash and other assets, accepted by board actions, that are received with donor stipulations that limit the use of the donated assets, or designate the asset as support for future periods.

Permanently Restricted Net Assets — Net assets, accepted by board actions, subject to donor stipulations that require the assets be invested in perpetuity.

Prepared by
For Distribution
February 2012

**BESSIE SMITH CULTURAL CENTER
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

NOTE 1--- NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Support and Expenses

Contributions received and unconditional promises to give are measured at their fair values and are reported as increase in net assets. The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or the purpose of restriction is accomplished, restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Donor-imposed contributions, restricted gains, and investment income whose restrictions are met in the same reporting period are reported as unrestricted support.

The Organization reports gifts of goods and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used, and gifts of cash or other assets that must be used to acquire long-lived assets, are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, to disclose contingent assets and liabilities at the date of the financial statements, and to report amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents include checking and savings accounts, money market accounts, and certificates of deposit with maturities of three months or less. The carrying amount reported in the statement of financial position for cash and cash equivalents approximates its fair value. The Organization classified a portion of cash and cash equivalents that are not available for use in operations as restricted.

PREPARED FOR
FOR DISCUSSION
RESPONSE ONLY

**BESSIE SMITH CULTURAL CENTER
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

NOTE 1--- NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property, Plant and Equipment

Fixed assets are recorded at cost at the date of purchase or fair value at the date of donation. Capital purchases and donations over \$500 with an extended useful life are included as fixed assets. Depreciation is taken on a straight-line basis over the estimated useful life of the assets. Depreciation, which is reflected as an expense in the statement of activities, is computed on the straight-line method over the following estimated useful lives:

	<u>Years</u>
Furniture and equipment	5—7

Rental Deposits

The Organization records receipts obtained before service is rendered as a liability.

Income Taxes

The Organization is a tax-exempt institution under the 501 (c) (3) Internal Revenue Code. Accordingly, no provision for an income tax is considered necessary.

Reclassifications

Certain amounts in the prior period presented have been reclassified to conform to the current period financial statements presentation. These reclassifications have no effect on previously reported net assets.

NOTE 2---INVENTORIES

The Organization determines its inventory values by applying the "Retail Inventory Method" of costing where original cost data is not readily available. Where cost data is available, inventory values are determined with a physical count of items available for sale multiplied by the product cost. The inventory balance as of June 30, 2012 and 2011 was \$8,270 and \$10,571 respectively.

NOTE 3---MUSEUM COLLECTION

In accordance with Financial Accounting Standard Board's Accounting Standard Codification (FASB ASC 958), collections purchased are capitalized at cost (but not depreciated). Those collections acquired by donation are recorded at appraised or estimated fair market value (but not depreciated). Collections that are exhaustible will be amortized over their useful lives. The value of the museum collections for the fiscal years ended June 30, 2012 and 2011 was \$176,971 and \$175,642 respectively.

PRELIMINARY
For Disclosure
Purposes Only

**BESSIE SMITH CULTURAL CENTER
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

Prohibited for Distribution
 February 2013

NOTE 4---PROPERTY, PLANT AND EQUIPMENT

Fixed assets consist of the following:

	2012	2011
Furniture and fixtures	\$ 119,122	\$113,321
Vans and automobile	17,314	17,314
Signage and banners	28,795	28,795
Equipment and signage	202,309	166,570
Less: accumulated depreciation	(261,789)	(234,806)
Total	\$ 105,751	\$ 91,194

Depreciation expense as of June 30, 2012 and 2011 was \$26,983 and \$26,970 respectively.

NOTE 5---COMPENSATED ABSENCES

Employees of the Organization are entitled to paid vacation and paid sick days depending on job classification, length of service, and other factors. This liability is accrued monthly for all eligible full-time employees, and is paid in cash if the employee is terminated. The amount recorded as a liability to satisfy the obligation as of June 30, 2012 and 2011 was \$13,436 and \$12,742 respectively.

NOTE 6---BENEFIT PLAN

The Organization established a 403(b) salary-reduction contribution plan for substantially all full-time employees. Under the plan, employees make monthly contributions and it is nondiscriminatory. The Organization is required by the Employee Retirement Income Security Act of 1974 (ERISA) to adopt certain plan provisions because of its status as a not-for-profit organization. No plan expenses were incurred by the Organization as of June 30, 2012, because no current employees have been enrolled.

NOTE 7---LEASE AGREEMENTS

On June 23, 2009, the City of Chattanooga adopted Resolution No. 25967 authorizing its Director of General Services to enter into a lease agreement with the Organization and Hamilton County for the Heritage Center property located at 200 East Martin Luther King Boulevard. The lease became effective on July 1, 2009, with a term limit of ten (10) years and a monthly rental rate of one dollar (\$1.00), and other good and valuable considerations.

All parties executed the lease on July 20, 2009, agreeing to an annual rent of one dollar (\$1.00). The Organization is obligated to pay as additional rent all real estate taxes, assessments, storm water fees, etc., assessed or imposed upon the property during the term of the lease. The Organization is also responsible for janitorial services and supplies and routine maintenance necessary to keep the property clean and usable.

**BESSIE SMITH CULTURAL CENTER
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

PREPARED
 FOR DISCLOSURE
 BY CHATTAHOOGA CITY

The City of Chattanooga will pay for the utility costs and capital expenditures for necessary repairs to the roof and exterior walls, heating, ventilation, and air conditioning systems located on the property. The City of Chattanooga has also agreed to perform all outside maintenance to include landscaping, resurfacing, marking, and repairing of all parking areas and walkways.

The Organization is required to purchase and maintain a policy or policies of public liability insurance and property insurance issued in the name of the Organization and naming the City of Chattanooga as an additional insured. The public liability insurance policy or policies must include liquor liability coverage with a limit not less than Two Million Dollars (\$2,000,000) for injury to and/or death of any single person in a single occurrence. The property insurance policy must include a full replacement cost guarantee provision for both real and personal property for not less than One Million Dollars (\$1,000,000) for damage to property in a single occurrence. The Organization has met this requirement.

On April 14, 2011, the Organization entered into a 36 month non-cancelable operating lease for office equipment requiring monthly lease payments of \$241.16. The Organization paid advance security deposits of \$517.32 (representing two months' rent payments plus a non refundable document fee of \$35) as called for in the lease agreement. The payment required in fiscal year 2012 and 2011 was \$2,894 and \$2,877 respectively. The future minimum lease payments under the non-cancellable operating lease are as follows:

June 30, 2013	2,894
June 30, 2014	2,412
Total	\$ 5,306

The total equipment lease including this operating lease as of June 30, 2012 and 2011 was \$3,154 and \$3,656 respectively.

On August 21, 2009 the Organization entered into a rental agreement for a storage unit. The agreement is on a month to month basis. The rental fee increased from \$340 to \$350 effective February 1, 2011. The total rental fee paid the for storage units during fiscal years 2012 and 2011 was \$4,200 and \$4,130 respectively.

NOTE 8---NET ASSETS

Unrestricted Net Assets

On March 9, 2009, the Executive Committee approved the designation of \$150,000 for the implementation of Phase 1 of the Strategic Plan. During the fiscal period ended June 30, 2012, \$50,000 was spent for the Strategic Plan and \$8,213 of the expenditure was for capital outlay. Unrestricted net assets at June 30, 2012 and 2011 were \$584,870 and \$626,418 respectively.

**BESSIE SMITH CULTURAL CENTER
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

RECEIVED
 FOR DISBURSALS
 PROGRAMS UNIT

Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following:

	2012	2011
Night to remember - scholarships/education	\$42,547	\$ 42,547
James & Elaine Hill	1,000	1,000
Jacqueline Marschak	1,000	1,000
C. B. Robinson fund - education	6,344	5,866
Total	\$50,891	\$ 50,413

Donor restricted contributions are classified as restricted support in the year of receipt and are released from restrictions when the donor-restricted purpose has been satisfied.

NOTE 9---JOINT AND FUNDRAISING COSTS

In accordance with Financial Accounting Standard Board's Accounting Standard Codification (FASB ASC) 958-720-50, "Accounting for Costs of Activities of Not-for-Profit Organizations and State and Local Governmental Entities That Include Fundraising", issued by the American Institute of Certified Public Accountants, the Organization requires that if the criteria of purpose, audience, and content are met, the costs of joint activities are allocated between fundraising, and the appropriate program or management and general function. Functional expenses are charged direct when specifically identified. Certain costs have been allocated among programs and benefiting supporting services based upon salary expenditures.

Joint costs were incurred in fiscal year 2012 and 2011 for the Bessie Smith Strut, and other presenting events. Total cost allocated as of June 30, 2012 and 2011 for fundraising was \$1,238 and \$1,034 respectively.

NOTE 10---DONATED GOODS AND SERVICES

The Organization receives a significant amount of donated services from unpaid volunteers. However, the criteria for recognition of these services in the financial statements under SFAS No. 116 have not been met and were not recorded for the fiscal periods ended June 30, 2012 and 2011.

NOTE 11---PRIOR PERIOD ADJUSTMENT

The Organization decreased its beginning net assets due to improper recording of transactions in prior year. The net effect increased net assets by \$15,230 at June 30, 2012.

**BESSIE SMITH CULTURAL CENTER
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEARS ENDED JUNE 30, 2012 AND JUNE 30, 2011**

*Prepared for
disclosure
purposes only*

NOTE 12---SUBSEQUENT EVENTS

As of November 30, 2012, the date management evaluated such events, there were no subsequent events requiring disclosures. November 30, 2012 is the date the financial statements were available to be issued.

Attachment F: Budget Format

CITY OF CHATTANOOGA

FY2014 Agency Funding Financial Form

Account Category	Actual FY2010	Actual FY2011	Actual FY2012	Budget FY2013	Request FY2014	Incr (Decr) Request vs. FY13 Bud	% Change Request vs FY13 Bud
REVENUES							
Contributions	43,078.00	14,635.00	15407	20500	20500		
Individuals/Private						0	N/A
Corporate/Organizations/Churches						0	N/A
Fees/Grants from Governmental Agencies							
Federal						0	N/A
State	45,100.00	10,000.00	35,281.68	7,000.00	7,000.00	0	0.0%
Hamilton County	71,299.67	64,000.00				0	N/A
City of Chattanooga	64,000.00	54,000.00	54,000.00	54,000.00	100,000.00	46000	85.2%
Other Cities (Please list)						0	N/A
United Way							
Foundations (including grants)	50,140.00	46,126.00	62,979.00	75,258.00	75,258.00	0	0.0%
Gross Proceeds Special Events	60,078.50	73,872.78	175,140.00	195,000.00	195,000.00	0	0.0%
Other UWs/Federations						0	N/A
CFC/Designations received thru UWGC						0	N/A
UWGC Program Allocation						0	N/A
UWGC Special Funding						0	N/A
Membership Dues	8,940.00	10,865.00	14,675.00	20,000.00	20,000.00	0	0.0%
Program Income						0	N/A
Governmental Insurance						0	N/A
Private Insurance						0	N/A
Contracted Services						0	N/A
Fee for Services	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	0	0.0%
Board Support	50,000.00	50,000.00	50,000.00	0.00	0.00	0	N/A
Sales to Public	19,185.89	15,452.78	21,392.23	20,882.00	20,882.00	0	0.0%
Investment Income						0	N/A
Miscellaneous	25,958.01	3,905.02	357.76	400.00	400.00	0	0.0%
Rentals	94,459.00	85,598.50	104,244.50	114,500.00	114,500.00		
Admissions	13,203.93	8,166.98	9,072.94	11,100.00	11,100.00	0	0.0%
Interest Income	2,912.83	1,843.51	412.85	300.00	300.00	0	0.0%
Income from Previous Year	2,751.03	31,989.17				0	N/A
						0	N/A
TOTAL REVENUES	\$ 554,106.86	\$ 473,454.74	\$ 545,962.96	\$ 521,940.00	\$ 567,940.00	\$ 46,000.00	8.8%

OPERATIONS							
Personnel Expenses							
Salaries	179435.02	151022.51	162088.04	168072	168072	0	0.0%
Fringe Benefits						0	N/A
Employee Health	6024.29	10615.2	6460.55	6500	6500	0	0.0%
Pension/Retirement	0	0	0			0	N/A
Payroll Taxes, etc.	15859.16	14242.18	14737.66	21005	21005	0	0.0%
Other (unemployment, life insurance, etc.)	16834.21	16912.05	19839.85	19840	19840		
Total Personnel Expenses	\$ 218,152.68	\$ 192,791.94	\$ 203,126.10	\$ 215,417.00	\$ 215,417.00	-	0.0%
OPERATING EXPENSES							
Administration							
Services							
Professional Fee & Contract service	59477.57	70664.54	47416.32	50013	50013	0	0.0%
Utilities						0	N/A
Other							
Rent		10					
Travel/Transportation	5644.75	5984.68	2053.86	7500	7500	0	0.0%
Local							
Out of Town						0	N/A
Insurance (not employee health)							
Materials & Supplies	5003.88	3165.08	6215.02	5000	5000	0	0.0%
Telephone, Fax, ISP	6636.66	6442.98	3112.6	3500	3500	0	0.0%
Postage and Shipping	776.6	748.99	974.46	2000	2000	0	0.0%
Occupancy/Building/Utilities	25650.5	20840.3	17951.57	18500	18500	0	0.0%
Advertising	21755.21	19514.47	0	20000	20000	0	0.0%
Outside Printing, Art Work, etc.	2205.75	2039.7	1085.92	2000	2000	0	0.0%
Conferences, Conventions, etc.	4728.61	2556.78	0			0	N/A
Special Assistance to Individuals						0	N/A
National Dues/Support Payments						0	N/A
Organization Dues (other than above)	1873.32	863	313.03	1000	1000	0	0.0%
Awards and Grants	2575	1360	1650	2500	2500	0	0.0%
Fund Raising/Self-Support Activities	103133.92	89443.23	187570.15	176925	182925	6000	3.4%
Miscellaneous	14124.83	19052.08	7943.63	17585	17585	0	0.0%
Strategic Planning / Programs	50378.41	30417.72	49704.65	10000	40000	30000	300.0%
Depreciation						0	N/A
Capital Expense			33327.25			0	N/A
						0	N/A
Operating Expenses Total	\$ 303,965.01	\$ 273,103.55	\$ 359,318.46	\$ 316,523.00	\$ 352,523.00	36,000.00	11.4%

TOTAL OPERATIONS	\$ 522,117.69	\$ 465,895.49	\$ 562,444.56	\$ 531,940.00	\$ 567,940.00	36,000.00	6.8%
REVENUE OVER/ (UNDER) OPERATION	\$ 31,989.17	\$ 7,559.25	\$ (16,481.60)	\$ (10,000.00)	\$ -	10,000.00	-100.0%
NOTE: BOARD OF DIRECTORS APPROVED \$50,000 FROM INTERNAL FUNDS FOR STRAGETIC PLANNING FOR FY12 AND \$10,000 FOR FY13							
NOTE: ADDITIONAL \$40,000 IN PROGRAMS FOR NEW DIRECTOR OF PROGRAMS & EDUCATION							
NOTE: THIS IS A PRELIMINARY BUDGET ONLY							

Attachment F: Budget Format

CITY OF CHATTANOOGA

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Hamilton County	71,299.67	64,000.00				0	N/A
City of Chattanooga	64,000.00	54,000.00	54,000.00	54,000.00	100,000.00	46000	85.2%
Other Cities (Please list)						0	N/A
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Foundations (including grants)	50,140.00	46,126.00	62,979.00	75,258.00	75,258.00	0	0.0%
Gross Proceeds Special Events	60,078.50	73,872.78	175,140.00	195,000.00	195,000.00	0	0.0%
Other UWs/Federations						0	N/A
CFC/Designations received thru UWGC						0	N/A
UWGC Program Allocation						0	N/A
UWGC Special Funding						0	N/A
Membership Dues	8,940.00	10,865.00	14,675.00	20,000.00	20,000.00	0	0.0%
Program Income						0	N/A
Governmental Insurance						0	N/A
Private Insurance						0	N/A
Contracted Services						0	N/A
Fee for Services	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	0	0.0%
Board Support	50,000.00	50,000.00	50,000.00	0.00	0.00	0	N/A
Sales to Public	19,185.89	15,452.78	21,392.23	20,882.00	20,882.00	0	0.0%
Investment Income						0	N/A
Miscellaneous	25,958.01	3,905.02	357.76	400.00	400.00	0	0.0%
Rentals	94,459.00	85,598.50	104,244.50	114,500.00	114,500.00		
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Fringe Benefits						0	N/A
Employee Health	6024.29	10615.2	6460.55	6500	6500	0	0.0%
Pension/Retirement	0	0	0			0	N/A
Payroll Taxes, etc.	15859.16	14242.18	14737.66	21005	21005	0	0.0%
Other (unemployment, life insurance,	16834.21	16912.05	19839.85	19840	19840		
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OPERATING EXPENSES							
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Services							
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Utilities						0	N/A
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Out of Town							
Insurance (not employee health)						0	N/A
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Awards and Grants	2575	1360	1650	2500	2500	0	0.0%
Fund Raising/Self-Support Activities	103133.92	89443.23	187570.15	176925	182925	6000	3.4%
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Capital Expense			33327.25			0	N/A
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NOTE: BOARD OF DIRECTORS APPROVED \$50,000 FROM INTERNAL FUNDS FOR STRATEGIC PLANNING FOR FY12 AND \$10,000 FOR FY13							
NOTE: ADDITIONAL \$40,000 IN PROGRAMS FOR NEW DIRECTOR OF PROGRAMS & EDUCATION							
NOTE: THIS IS A PRELIMINARY BUDGET ONLY							

State of Tennessee



Department of State

Corporate Filings

312 Rosa L. Parks Avenue

6th Floor, William R. Snodgrass Tower

Nashville, TN 37243

ARTICLES OF AMENDMENT
TO THE CHARTER
(Nonprofit)

SECRETARY FILED
OCT 21 PM 1:01

For Office Use Only

0015-0221

Corporate Control Number (If Known) 0253359

Pursuant to the provisions of section 48-60-105 of *The Tennessee Nonprofit Corporation Act*, the undersigned corporation adopts the following articles of amendment to its charter:

1. Please insert the name of the corporation as it appears of record:

Chattanooga African American Museum and Research Center

If changing the name, insert the new name on the line below:

Bessie Smith Cultural Center (African American Museum & Performance Hall)

2. Please check the block that applies:

Amendment is to be effective when filed by the secretary of state.

Amendment is to be effective, _____ (month, day, year)

(Not to be later than the 90th day after the date this document is filed.) If neither block is checked, the amendment will be effective at the time of filing.

3. Please insert any changes that apply:

a. Principal address: _____ (Street) _____ (City) _____ (State/County) _____ (Zip Code)

b. Registered agent: _____

c. Registered address: _____ (Street) _____ (City) _____ (State/County) _____ (Zip Code)

d. Other changes: _____

4. The corporation is a nonprofit corporation.

5. The manner (if not set forth in the amendment) for implementation of any exchange, reclassification, or cancellation of memberships is as follows:

6. The amendment was duly adopted on April 20, 2009 (month, day, year)
by (please check the block that applies):

The incorporators without member approval, as such was not required.

The board of directors without member approval, as such was not required.

The members

7. Indicate which of the following statements applies by checking the applicable block:

Additional approval for the amendment (as permitted by §48-60-301 of the tennessee nonprofit corporation act) was not required.

Additional approval for the amendment was required by the charter and was obtained.

President

Signer's Capacity

Signature

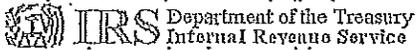
Irvin O. Overton

10/19/2009

Date

Irvin O. Overton

Name of Signer (typed or printed)



P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: 4077552510
Nov. 20, 2009 LTR 4168C 0
62-1247459 000000 00

00031131
BODC: TE

BESSIE SMITH CULTURAL CENTER
AFRICAN AMERICAN MUSEUM &
PO BOX 11493
CHATTANOOGA TN 37401-2493

0521

Employer Identification Number: 62-1247459
Person to Contact: Michelle Jones
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Oct. 29, 2009, request for information regarding your tax-exempt status.

Our records indicate that your organization was recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in January 1988.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Beginning with the organization's sixth taxable year and all succeeding years, it must meet one of the public support tests under section 170(b)(1)(A)(vi) or section 509(a)(2) as reported on Schedule A of the Form 990. If your organization does not meet the public support test for two consecutive years, it is required to file Form 990-PF, Return of Private Foundation, for the second tax year that the organization failed to meet the support test and will be reclassified as a private foundation.

If you have any questions, please call us at the telephone number shown in the heading of this letter.



Tennessee Corporation Annual Report Form

AR Filing #: 02398686

Status: Complete

File online at: <http://TNBear.TN.gov/AR>

Due on/Before: 10/01/2010

This Annual Report has been successfully paid for and submitted. Your Annual Report will be reviewed by Business Services and filed within 48 hours. Please keep this report for your records.

Annual Report Filing Fee Due:

\$20 if no changes are made in block 3 to the registered agent/office, or
\$40 if any changes are made in block 3 to the registered agent/office

SOS Control Number: 253359
Corporation Non-Profit - Domestic

Date Formed: 05/18/1992

Formation Locale: Hamilton County

(1) Name and Mailing Address:

Bessie Smith Cultural Center (African American Museum & Performance Hall)
200 E. ML KING BLVD
CHATTANOOGA, TN 37403 USA

(2) Principal Office Address:

200 E. ML KING BLVD
CHATTANOOGA, TN 37403 USA

(3) Registered Agent (RA) and Registered Office (RO) Address: Agent Changed: No

IRVIN O OVERTON
200 E ML KING BLVD
CHATTANOOGA, TN 37403 USA

(4) Name and business address (with zip code) of the President, Secretary and other principal officers.

Title	Name	Business Address	City, State, Zip
President	Irvin O Overton	200 E. M. L. King Blvd.	Chattanooga, TN 37403
2nd Vice President	Eli Cameron	5105 Gayle Drive	Chattanooga, TN 37411
Secretary	Vanessa A Jackson	200 E ML KING BLVD	Chattanooga, Tennessee 37403
Treasurer	Michael Jones	200 E ML KING BLVD	Chattanooga, Tennessee 37403
1st Vice President	Lillie Wills	200 E ML KING BLVD	Chattanooga, Tennessee 37403

(5) Board of Directors names and business address (with zip code). (None)

Name	Business Address	City, State, Zip
BettyLynn Smith	1718 Vine	Chattanooga, Tennessee 37404
Daniel Thomas	1108 Moss Drive	Chattanooga, TN 37411
Rueben Lawrence	124 Lincoln Street	Lookout Mountain, TN 37350
Anthony Sammons	8502 Oakview Drive	Chattanooga, TN 37421
Janet Reese	129 Walnut Street	Chattanooga, TN 37403
Stacy Lightfoot	3709 Sumter Avenue	Chattanooga, TN 37411
Patricia Pace	4327 Shawnee Circle	Chattanooga, TN 37411
Roger Brown	615 McCallie Avenue	Chattanooga, TN 37402
Vanessa Jackson	510 Central Drive	Chattanooga, TN 37421
Marybeth H Sutton	4609 Chestnut Avenue	Signal Mountain, TN 37377
Edward D Williams	8706 Flowerdale Drive	Chattanooga, TN 37421
Jeffrey T Wilson	4714 Fairwood Lane	Chattanooga, TN 37416
Erskine Oglesby	4615 Tennessee Avenue	Chattanooga, TN 37409
Carmen Ware	633 Chestnut Street, Suite 300	Chattanooga, Tennessee 37450
Nancy Poston-Caldwell	806 Vine Street	Chattanooga, Tennessee 37404

(6) This section applies to non-profit corporations ONLY.

A. Our records reflect that your non-profit corporation is a public benefit or a mutual benefit corporation as indicated.

If blank or incorrect, please check appropriately: ___Public X Mutual
B. If a Tennessee religious corporation, please check here if blank: ___Religious

(7) Signature: Electronic

(8) Date: 11/16/2010 12:38 PM

(9) Type/Print Name: Rose M Martin

(10) Title: Executive Director

BESSIE SMITH
CULTURAL CENTER
ANNUAL MEETING

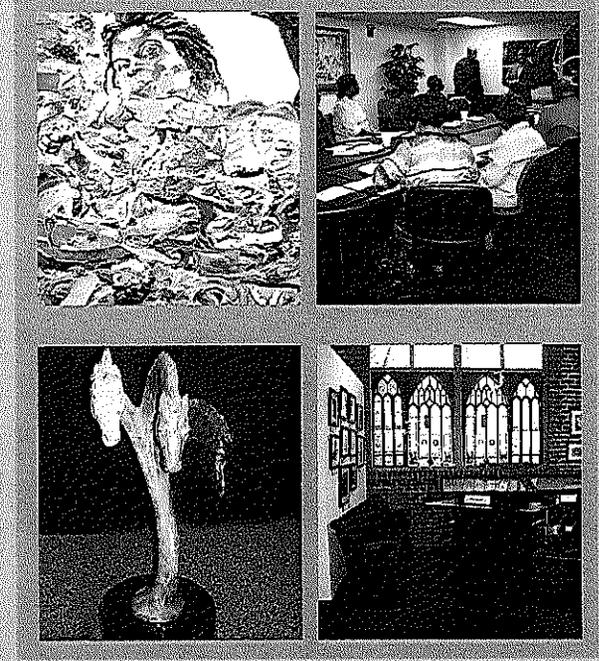


I AM



BESSIE

VILMA FIELDS
ATRIUM
OCTOBER 23, 2012





OUR MISSION:

The mission of the Bessie Smith Cultural Center (The Bessie) is to become the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence and fosters research and education of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

EXHIBITIONS

Songs from the Soul – Jun. 1st 2012 – Aug. 29th 2012

“No Crystal Stair” solo exhibition by Charlotte Riley-Webb
– Mar. 9th 2012 – May. 31st 2012

Howard School of Academics and Technology, Student
Exhibition: History Makers – Thursday, Feb. 16th 2012 -
April 27, 2012

Works by Duncan – Dec. 16th 2011 – Feb. 29th 2012

Color in Freedom: Journey along the Underground
Railroad – Oct. 7th 2011 – Dec. 3rd 2011

Pieces of me: Selected artwork from the McKissic/Morrow
Collection – Jul. 29th 2011 – Oct. 1st 2011



ART FUN FACTORY

Art Fun Factory is a summer program geared towards at-risk youth. The summer the program focus was African dance, African crafts and drumming. In its 20th year Art Fun Factory some of the other lessons offered have included ballet, tap, painting, piano, jazz dance and more. The program has reached over 10,000 children in the Chattanooga area.



SONGBOOK SERIES

Songbook is an ongoing series that pays tribute to music and musicians of African and African American descent. Songbook is made possible with a grant from the Tennessee Arts Commission and Allied Arts of Greater Chattanooga.

Songbook: Wayman Tisdale featuring the Joe Johnson Band

Song-book: Stevie Wonder featuring Creative Underground

Song-book: Luther Vandross featuring Harley Griffin

Songbook: Grover Washington, Jr. and Bill Withers featuring Kevin Whalum and the Joe Johnson Band

Songbook: Bessie Smith featuring DieDra Ruff and the Ruff Pro Band



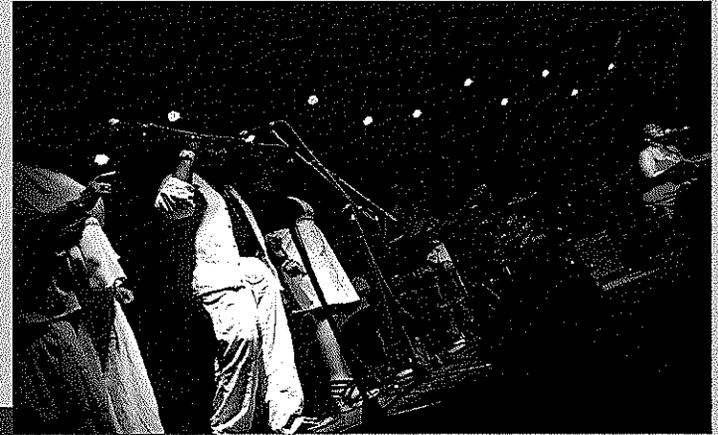
BESSIE SMITH HERITAGE FESTIVAL

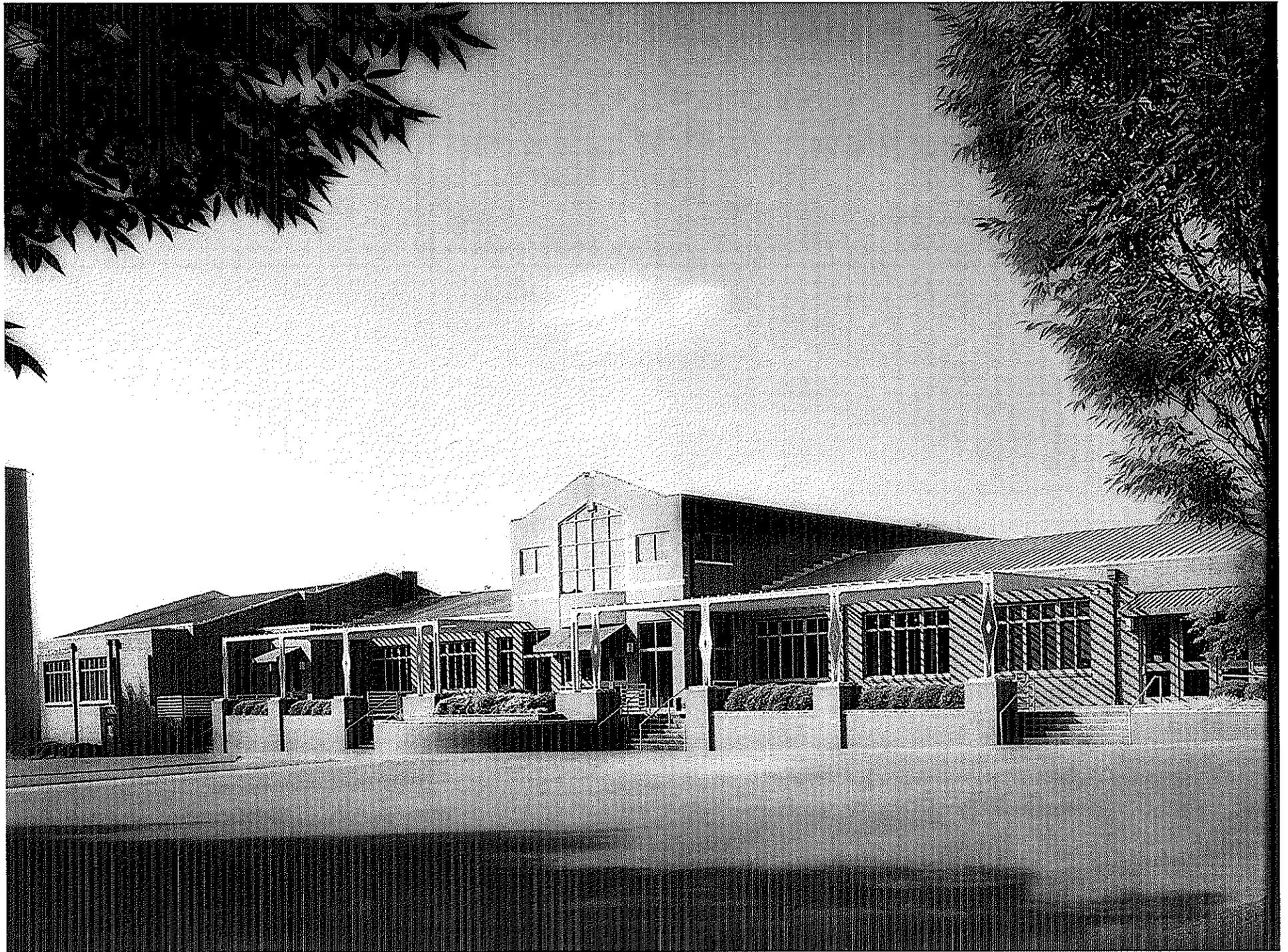
2011 Music Line-up

Bobby Rush
Chrisette Michele
Joe Johnson and the Joe Johnson Band
Avery Sunshine
Eric Essix
Tonya Dyson
KSS Band
T-Ran Gilbert

2011 Visual Artists Market

Shanequa Gay
Jody Harris
Jerry Allen
Rondell Crier
James McKissic





Bessie Smith Cultural Center
Board of Directors

Position	Title	First	Last	Address	City	State	Zip	Term	Served
Chairman	Mr.	Jeffrey	Wilson	4714 Fairwood Lane	Chattanooga	TN	37416	2nd	4
Immediate Past Chair	Mr.	Irvin	Overton	5531 Mountain Breeze Drive	Chattanooga	TN	37421	3rd	6
First Vice Chair	Ms.	Mary Beth	Sutton	4609 Chestnut Avenue	Signal Mtn.	TN	37377	2nd	4
Second Vice Chair	Ms.	Bettyelynn	Smith	1718 Vine Street	Chattanooga	TN	37404	1st	1
Secretary	Ms.	Vanessa	Jackson	510 Central Avenue Apt 709	Chattanooga	TN	37421	2nd	4
Treasurer	Mr.	Michael	Jones	10 West M. L. King Blvd	Chattanooga	TN	37402	1st	2
Parliamentarian	Ms.	Carmen	Ware	633 Chestnut St., Suite 300	Chattanooga	TN	37450	2nd	4
Member	Mr.	Roger	Brown	615 McCallie Avenue	Chattanooga	TN	37402	1st	2
Member	Ms.	Stacy	Lightfoot	3709 Sumter Avenue	Chattanooga	TN	37406	2nd	4
Member	Mr.	Erskine	Oglesby	4615 Tennessee Road	Chattanooga	TN	37409	2nd	4
Member	Mr.	S.Daniel	ThomasIII	907 Rockway Drive	Chattanooga	TN	37411	2nd	4
Member	Mr.	Joey	Bird	1624 Gunbarrel Road	Chattanooga	TN	37421	1st	1
Member	Mr.	Nick	Wilkinson	1301 Market Street, Suite 100	Chattanooga	TN	37402	1st	1
Member	Mrs.	Dionne	Jennings	736 Market Street, 15 Floor	Chattanooga	TN	37402	1st	1
Member	Mrs.	Kimberly	Mumford-Willis	1175 Pineville Road #2	Chattanooga	TN	37405	1st	3 months
Member	Mr.	Rich	Heinsman	825 Houston Street	Chattanooga	TN	37403	1st	3 months
Member	Mr.	Alvin	Partridge	911 Ely Road	Hixson	TN	37343	1st	3 months

Contact for Corporate Minutes

Ms. Vanessa Jackson
200 East M. L. King Blvd.
Chattanooga, TN 37403
423-266-8658

Section II: City Council Questionnaire

1. What other Chattanooga organizations have a mission similar to yours?

N/A

2. What does your organizations do, supply, or perform that no other organization in Chattanooga addresses?

Serve as the primary source for education and research on the life, history, art and culture of African Americans.

3. What is your fiscal year?

July 1 begins/ends June 30th

4. List the previous years you have submitted requests to the City of Chattanooga, the amount of the requests, and the amounts granted?

Last year submitted requests and unsure of prior years. Last year requested \$150,000 and received \$54,000; 10K for Strut; 54K, & 70K

5. Describe your debt and expenses in ratio to revenue.

Debt ratio to expense is in line.

6. List any debt over \$10,000 and when that debt will be satisfied.

None

7. What percentage of your budget is dedicated to salaries vs. percentage of budget dedicated to client programs or benefits?

17.8 percent

8. What cost savings initiatives did your organization undertake during the preceding year?

Did not fill positions, use contract workers and cut back on purchases.

9. List travel expenses over the last three years and how the travel benefited your organization.

Approximately \$7,500 annually.

10. If you are a membership-based organization:

a. What is fee structure?

b. When have you increased membership fees?

c. What is your plan for growing membership?

d. What are your membership numbers from the last three years?

11. Do your clients pay anything for your services, products, programs? If so, explain.

Yes. Rentals and some educational and out reach programs based upon ability to pay.

12. What is your strategic plan to become independent of City funding?

We are assuming more financial responsibility with the board injecting \$50K per year for the last three years. We don't have a plan to be totally independent of the city but will continue to do our best to generate funding in other areas.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Educational and Exhibition Programming

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

Program Goal: The goals of the Bessie Smith Cultural Center (BSCC) are as follows: 1) to serve as the primary resource in Chattanooga and Hamilton County for promotion, research, interpretation, and education for cultural heritage relating to African Americans; 2) To expand community outreach efforts through diverse educational initiatives; 3) To provide leadership for African American and multi-cultural arts through partnerships and collaborations; 4) To enhance and establish Chattanooga as a culturally diverse arts leader in the Southeastern region; 5) To improve the delivery of services through comprehensive educational and cultural literacy programs; 6) Discover, promote and preserve achievements of Chattanooga's African American heritage; 7) Serve as a resource for research, performances, tours and workshops; to utilize and provide a performance and entertainment venue (Bessie Smith Performance Hall) that is appropriate for use of multi-disciplined activities and provide a safe and accessible performance hall/rental space that is affordable for community use.

Impact Area: Please indicate the impact area(s) the outcomes address. The organization serves as a critical resource for research, history and providing information on the impact that local, regional and national African American citizens and tourists through the library, museum tours and printed lesson plans. The BSCC also serves as a catalyst for providing high traveling exhibitions from sources such as the Smithsonian, the National Endowment of the Humanities and prestigious galleries and private collections as well as educational and cultural programs for youth, and performances for local residents and tourists that are typically unique in nature. Moreover, the organization is unique in that it is the only entity in the city whose mission is dedicated to promoting African American heritage with an emphasis on cultural diversity. The BSCC also promotes cultural awareness of and in the ML King district by hosting activities which allow participants a safe outlet for recreation and cultural activities, while promoting tourism.

Intended Outcomes: The BSCC objectives are as follows: 1) To strengthen and diversify arts and cultural offerings by facilitating increased awareness and education on American history relative to African American heritage by discovering, preserving, and promoting achievements; 2) To develop a comprehensive multi-cultural literacy program that will assist, teach and develop lesson plans of critical thinking skills to facilitate better scoring on standardized assessments and college exams for students; 3) To promote the facility and expand cultural tourism through art, history, and entertainment by offering a diverse cultural outlet in Chattanooga, TN and 4) To facilitate dialogue with educators with the school district and university organizations to explore partnerships for delivery of education with the school district and university organizations to explore partnerships for delivery of education programs.

Collection method: (indicate how each indicator is measured) The BSCC uses personal comments and written evaluation tools as an evaluation indicator. The organization seeks information and best practices in the field from professional organizations and similar organizations. The board of directors also evaluates all agency programs on an ongoing basis. The organization also seeks extensive input from the local community regarding programs and services.

Results: (in quantitative terms) The BSCC will continue to develop comprehensive education tools for improved delivery of programs and services. The organization will also continue to develop diverse partnerships with other organizations for audience expansion. The organization's strength and success lies in the primary focus of African American heritage and collaborative programs with other cultural organizations. The organization will continue to form and develop partnerships with culturally diverse organizations including non-traditional collaborations (The Hunter Museum of Art, Friends of the Festival, La Paz, India Association of Chattanooga, Northwest African Dance co., Salimar (Iranian heritage group), Chattanooga Scottish Society, Ballet Tennessee, Association of Visual Artists, the Annunciation Greek Orthodox Church , Chattanooga Sister Cities, Native American Interpretative Center, etc.) for continued education outreach opportunities to facilitate improvements in arts access and expanded awareness of African-American arts and multicultural arts. The BSCC also has a formal partnership with the University of Tennessee at Chattanooga. Students who participate in art and cultural programs also allow youth and adults from various ethnicities and backgrounds to form shared experiences while celebrating differences in culture. The organization has served 22,783 people through our educational programs and reached 75% of the goals and priorities established by the strategic plan for the past fiscal year.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs) The Bessie Smith Cultural Center is a non-profit 501 © (3) organization. The center includes a museum and performance hall. The museum houses historical documents and artifacts portraying contributions of local African American's to the growth of Chattanooga and the nation and remains the only museum within a 150 miles radius, professionally staffed, with such an emphasis. The Bessie Smith Cultural Center is a small non-profit organization with less than (8) full tie employees. The BSCC is a unique facility in comparison to similar organizations including a museum and performance hall, which is an added feature for performances and events. The museum also houses a unique collection of African artifacts and related information. A public center for learning, the BSCC offers tours, research, exhibitions including a permanent collection and traveling or loaned exhibitions, and multi-disciplined and diverse cultural programs including visual and performing arts. The BSCC is a member of the Association for African American Museums, The Tennessee Association of Museums, the American

Association of Museums and the Tennessee Association of Presenters. The attendance at the BSCC is consistent with 80% of the members in the Association of African American Museums and 65% of majority museums. The expense per visitor is comparable to the majority of museums. The earned income level is lower, but this attributed to the fact that the majority of the students receive free visits. The organization serves a large population of low income students who do not have the resources to pay to visit the facility; however we do not turn them away. The earned income for the Performance Hall is higher than many facilities due to rentals, however, the rental income has decreased over the last two years due to an increase in the number of rental facilities in the area. The organization also utilizes the performance hall to present performances.

The organization has less than adequate staff compared to similar facilities and the much needed financial resources to hire additional staff are not available. The organization has managed to consistently improve its exhibitions and programs over the last four years and there is a long range goal to become an accredited museum, however, to do so we would require a significant amount of financial resources for additional staff.

The organization continues to generate additional revenue, however, we also continue to rely on grants and other sources of funding and this income model is typical for non-profit museums across the country. Education is one of the primary means of fulfilling the organization's mission. The BSCC continues to serve and partner with local schools to deliver programs including but not limited to: Normal Park Museum Magnet School, The Chattanooga Girls Leadership Academy, Howard School of Academics and Technology, Tyner Academy, Brown Academy, Eastside Elementary and others. The organization continues to partner with the Tennessee Home Education Association and also works with the University of Tennessee, Lee University, Chattanooga State Community College and Cleveland State Community College.

The BSCC has received various awards and continues to receive exceptional media attention locally, regionally and nationally.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Educational Programs

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

Program Goal: The goals of the Bessie Smith Cultural Center (BSCC) are as follows: 1) to serve as the primary resource in Chattanooga and Hamilton County for promotion, research, interpretation, and education for cultural heritage relating to African Americans; 2) To expand community outreach efforts through diverse educational initiatives; 3) To provide leadership for African American and multi-cultural arts through partnerships and collaborations; 4) To enhance and establish Chattanooga as a culturally diverse arts leader in the Southeastern region; 5) To improve the delivery of services through comprehensive educational and cultural literacy programs; 6) Discover, promote and preserve achievements of Chattanooga's African American heritage; 7) Serve as a resource for research, performances, tours and workshops; to utilize and provide a performance and entertainment venue (Bessie Smith Performance Hall) that is appropriate for use of multi-disciplined activities and provide a safe and accessible performance hall/rental space that is affordable for community use. The above goals were established to ensure the history and culture of African Americans is available in Chattanooga. African American history is not a part of the school curriculum, and there is not a Historically Black College or University in the city, which plays a similar role. All of our programs are offered to encourage experiential learning as well as creative and imaginative workshops and performance in the visual and performing arts. It is our intent to encourage visitor's imagination and creativity as they learn history and culture. The BSCC provides programs and curriculum that are designed to entertain, engage, and educate. Our programs are attuned with Tennessee and Chattanooga Academic and Learning Standards and can be useful for educators of students in pre-school through high school and home classes. The BSCC is the only organization that opens for this primary purpose and is utilized by all the people.

Impact Area: Please indicate the impact area(s) the outcomes address.

The BSCC serves as a critical resource for research, history and culture providing information and programs (that are otherwise not available) and noting the contributions and impact of local, regional and national African American citizens on shaping the city, region and America.

The above priority results in available data utilized by elementary, middle school, high school, college and graduate students, citizens, tourists, in museum tours, printed lesson plans and also requested by other educational institutions and museums. The BSCC also has the only extensive permanent collection on Chattanooga African American history and provides high quality traveling exhibitions from sources such as the Smithsonian, National Endowment for the Humanities and prestigious private collections and galleries on African American art and culture awareness of and in the ML King district by hosting activities which allow participants a safe outlet for cultural engagement while promoting tourism which

benefits the City. Providing access to educational programs, first class traveling and permanent exhibits the BSCC instills a sense of pride and services to youth, family and the elderly through learning about local, national and international achievements in African and African American culture and history.

Intended Outcomes: To complete dialogue with educational institutions to formalize long-term official partnerships for improved delivery of educational programs for youth and adults; 2) To strengthen and diversify local arts and cultural offerings by facilitating increased awareness and education on American history by discovering, preserving and promoting African American achievements and through collaborations with other cultures; and 3) to expand cultural tourism and promote Chattanooga as a culturally diverse destination utilizing African American art, history and entertainment.

Collection method: (indicate how each indicator is measured)

The BSCC uses written evaluation tools such as surveys and comments as an indicator. The organization also revisits the strategic planning process to engage participants on program progression, the board of directors evaluate programs on an ongoing basis, along with students and visitors. Comments can also be sent through our website. The BSCC staff also attends professional development conferences to collect and compare data on program delivery and outcomes and best practices in the field.

Results: (in quantitative terms)The BSCC revisits our strategic plan (completed 3 years ago) to make sure we are on track with the plan's outcome and prioritizing based on those results. We also utilize surveys at programs for immediate feedback and evaluation. The organization has served 22,783 people through our educational programs and reached 75% of the goals and priorities established by the strategic plan for the past fiscal year.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs) The BSCC is among 72 museums and cultural centers that are current members of the Association of African American Museums, a national membership organization. Of the 72 museums, approximately 67 have a mission dedicated to African American history and culture. Five of the members are non African American museums with an interest in African American history. Of the 20 museum that are in the 11 state area of South Arts, the BSCC is the only facility that houses a permanent collection of historical documents and artifacts portraying the contributions of local African American's growth of Chattanooga and the nation and the only professionally staffed museum within a 150 mile radius. 30% of the museums are named in honor of an individual who made significant contributions in African American history. The BSCC is the only African American museum/cultural center in the American Association of Museums and Association of African American Museums that has partnerships with potential to serve as national pilots such as the partnership with a major museum (the Hunter Museum of American Art) and our Friends of African American Art group (FAAA) and the capacity building relationship (BSCC & UTC fellowship program) with a major university which will provide expertise to the BSCC in areas of research, education and more. BSCC is also a member of the Tennessee Association of Museums, and

other professional organizations. The organization has a smaller staff than similar institutions and has not had resources to address critical staffing needs. The attendance at BSCC is consistent with 81% of members in the AAAM, and 69% of majority museums. The expense per visitor is comparable to the majority museums, the earned income is lower which is attributed to the fact that 85% of student visits are free and a large population of low income students is served. The earned income in the performance hall is higher than most African American museums . The organization is consistent with most non-profit museums and educational facilities which rely on the contributed funding model with grants and other sources of funding.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Exhibitions Programs

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

The BSCC continues to provide various exhibits to display the arts, culture, and history of African Americans from the 1800's to present making comparisons and facilitating dialogue of community styles, myths and realities. Our permanent exhibition serves as the central experience of the museum. The permanent exhibition space contains 12 galleries that allow patrons to travel over time and across geographic boundaries. The BSCC will continue to expand its exhibition programming to include additional high level traveling exhibits that have not been viewed in Chattanooga/Hamilton County including exhibitions from the Tennessee State Museum (We Shall Not be Moved), National Endowment for the Humanities (For All the World to See) and the Smithsonian (Black Wings) as well as other sources of loaned exhibitions.

Program Goal: The goals of our exhibitions (both permanent and traveling) are to develop an appreciation and understanding of African American arts, history and culture, offer affordable exhibitions of high quality African and African American works and history that are not readily available and accessible to local residents, promote cultural awareness and diversity by utilizing exhibits as a means to facilitate dialogue and communication regarding cultural and historical differences and the BSCC will serve to promote diversity outside of our walls by providing exhibitions loaned on a temporary basis through our "Bessie Box" that can be installed in schools, community buildings, churches and corporations.

Impact Area: The impact area(s) the outcomes address include investment in children and youth through presenting exhibitions which reflect significant areas of visual arts, history, performing arts (i.e. music, dance, etc.) and other areas relevant to African and African American cultures and multicultural presentations. A recent study from the University of Pittsburg showed that African American youth who are exposed to African American history and given a sense of cultural pride do better in school. Studies also show that youth from diverse backgrounds who are exposed to cultures different than their own are more likely have increased interest in improving their community and working with people who may have different backgrounds than their own. Between the BSCC's permanent collection and the temporary traveling exhibits we are the only facility that offers a permanent collection that highlights local history but also utilizes traveling exhibitions for regional and international history for a 150 mile radius. The BSCC exhibits provides important cultural exposure to local residents and communities and also serves an added caveat for tourists who visit the area.

Intended Outcomes: 1) To facilitate increased participation(15%) in museum visits for viewing exhibits, 2) to promote appreciation for local/regional/international history, arts and to stimulate interest in cultural programs for youth and adults 3) to further diversify audience participation for museum programs and 4) to expand partnerships with community organizations, schools and corporations through our Bessie Box for increased participation.

Collection method: (indicate how each indicator is measured) The BSCC utilizes surveys to evaluate exhibits and the BSCC board and staff also evaluates the quality of exhibits presented. Another tool of measurement is to review the numbers of participation and viewing of exhibits.

Results: (in quantitative terms) The continued role of the BSCC is to serve as the primary resource of specialized arts, cultural, history and education in Chattanooga/ Hamilton County relative to the African American experience and multicultural arts. The BSCC also continues to serve as a resource throughout the state and region for providing high quality exhibits and information relative to the African American experience as well as serving as a resource for education and cultural tourism. The organization has served 22,783 people through our educational/exhibition programs and reached 75% of the goals and priorities established by the strategic plan for the past fiscal year.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs) The Bessie Smith Cultural Center is a non-profit 501 © (3) organization. The center includes a museum and performance hall. The museum houses historical documents and artifacts portraying contributions of local African American's to the growth of Chattanooga and the nation and remains the only museum within a 150 miles radius, professionally staffed, with such an emphasis. The Bessie Smith Cultural Center is a small non-profit organization with less than (8) full tie employees. The BSCC is an unique facility in comparison to similar organizations including a museum and performance hall, which is an added feature for performances and events. The museum also houses a unique collection of African artifacts and related information. A public center for learning, the BSCC offers tours, research, exhibitions including a permanent collection and traveling or loaned exhibitions, and multi-disciplined and diverse cultural programs including visual and performing arts.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Presenting Program/Songbook Series

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

Program Goal: The Songbook Series main goal is to showcase the African American musical heritage that was once so prominent on Ninth Street (now Martin Luther King Blvd.) using local and regional talent through a series of educational and entertaining performances that highlighted blues, jazz, neo-soul, and rhythm and blues.

Impact Area: Please indicate the impact area(s) the outcomes address. The impact area(s) the outcomes addresses for the Songbook Series include investing in children and youth and supporting the most vulnerable by utilizing local and regional talent (including youth and senior citizens) through a series of educational and entertaining performances that highlight jazz, blues, soul, gospel and rhythm and blues. .

Intended Outcomes: The intended outcome of the Songbook Series are to strengthen and diversify arts and cultural offerings by facilitating increased and education on American history relative to African American heritage by discovering, preserving and promoting achievements while also utilizing the Bessie Smith Hall for the facility's appropriate use as a multi-disciplined performance venue. Last the Songbook series looks to promote the facility and expand cultural tourism through art, history, and entertainment by offering a diverse cultural outlet in Chattanooga, TN. We ensure that we will continue to accomplish these goals by partnering with Joe Johnson, Dexter Bell and the Creative Underground. Through this partnership we have been able to utilize 32 professional, student and budding musicians from the Chattanooga, Nashville, Memphis and Atlanta areas.

Collection method: (indicate how each indicator is measured) Surveys are given to program participants. One of the measurement tools on the evaluation form will be an inquiry regarding the participants' interest in an ongoing music series that celebrates African American musical heritage and that also provides the history of traditional African American musical genres and African American musical artists.

Results: (in quantitative terms) The Songbook Series objectives include addressing a cultural entertainment void in the ML King area, providing a performance outlet for local and regional talent, promoting cultural understanding and developing a diverse audience for cultural programs by presenting multi-genre musical series 9 months out of the year. The Songbook series will continue to serve as a catalyst for bringing the community together through arts and cultural programming. The organization has served 2,250 people through the Songbook series.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs)) In comparison to other similar local events, the Songbook Series is unique because it specifically addresses arts and cultural offerings of African and African American origin. This exceptional concept continues to build multiple partnerships with creative talent, schools, community organizations and churches which allows us to continue to produce a high quality event.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Bessie Smith Heritage Festival

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment.

The Bessie Smith Heritage Festival (BSHF) is a two day event showcasing local, regional and international musicians, visual artists and cultural specialists with a concert, two “Artists to Artists” talks (one geared towards adults the other towards youth, the Visual Artists Market featuring the “Artists in Action” component where festival attendees can watch visual artists create works of art on the festival grounds. The BSHF is open to the general and takes place on both the lawn and inside the Bessie Smith Cultural Center facilities. BSHF is our largest and most exciting cultural program of the year.

Program Goal: 2013 will mark the 6th year for the Bessie Smith Heritage Festival (BSHF) and the festival continues to grow and gain momentum. As a signature celebration of African American artistic achievement, the goal of the BSHF is to promote African American culture. This festival celebrates the richness, diversity and worldwide influence of African culture through jazz, blues, rhythm and blues, gospel and soul performances as well as visual art presentations.

Impact Area: Through our Visual Artists Market, On the Porch Performances and Artists to Artists talk the BSHF provides a free safe cultural and educational event for families and youth to attend.

Intended Outcomes: The objective of the festival include addressing a cultural entertainment void in the ML King area while promoting cultural understanding and developing a diverse audience for cultural programs. The festival also serves as a resource to provide high quality diverse cultural performances that are not available while utilizing a natural environment with favorable aesthetics. The festival addresses a much needed “Dose of cultural medicine/void” in this particular area. Moreover, the event hopes to create lifelong cultural advocates through the free family and youth programs.

Collection method: (indicate how each indicator is measured) The event is evaluated by the steering committee which included diverse representation from participating organizations and volunteers. During past festival debriefing segments it was agreed that the concept for the event is unique and was well received. The corporate community has also continually embraced this event through voluntary services and financial support.

Results: (in quantitative terms) The Bessie Smith Heritage Festival objectives include addressing a cultural entertainment void in the ML King area while promoting cultural understanding and developing a diverse audience for cultural programs by presenting one annual festival. The BSHF also aims to have at least 1000 participants for the BSHF aims to utilize the aesthetics of BSHF’S natural environment to increase cultural awareness. The BSHF will serve as a catalyst for bringing the

community together through arts and cultural programming. The organization served 2,277 people through the Bessie Smith Heritage Festival.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs)

In comparison to other local events, the BSHF is unique because it specifically addresses arts and cultural offerings of African and African American origin and with a major portion of the festival held on the BSCC grounds. While the event is relatively new in the scope of local festivals of this caliber, the concept is exceptional and well received. Audience development, corporate sponsorship, grants and foundation funding are required to maintain the success of the festival. The organization has been very successful in establishing a great volunteer team. Friends of the Festival has provided support by providing BSCC access to their volunteer base. The organization has also established a core group of corporate volunteers.

Attachment A: Program Outcome Information

Bessie Smith Cultural Center – Educational Program/ Art Fun Factory

Agency Mission and Description: The mission of the Bessie Smith Cultural Center is to be the premier interdisciplinary cultural center that promotes cultural, educational, and artistic excellence; fosters the research and education of African and African American heritage; collects, preserves, interprets, and exhibits art relating to the history and culture of African and African American heritage; and provides a venue that allows the community to celebrate through education, art and entertainment. The Art Fun Factory is an after school and/or summer program devoted to providing free or low cost arts and cultural activities for inner city children.

Program Goal: The Art Fun Factory is a 28 year program with the continued goals to provide unique arts and cultural opportunities for youth while addressing a void of free or affordable cultural activities. It is the intent of the Art Fun Factory to encourage youth's imagination and their creativity as they learn history and culture. This program provides a safe location for youth to participate in high quality after school and/or weekend instructional, or summer arts programs that are not otherwise available. The program targets youth of various grade levels from all ethnic groups. The program aims to provide enrichment activities in a safe environment, which is conducive in developing appreciation of cultural diversity while creating a positive, high quality experience for all participants.

Impact Area: The impact area(s) the outcomes addresses for Art Fun Factory include investing in children and youth and supporting the most vulnerable by providing a safe environment and fulfilling a cultural void to further promote a diverse community in the ML King area, rich in culture.

Intended Outcomes: Intended outcomes for the Art Fun Factory program is to facilitate participation and appreciation for the arts and stimulate interest in cultural programs for youth while developing interest of adults (parent). This program aims to promote continued interest in arts and cultural programs for youth and parents. It is also an objective to expand partnerships with community organizations and schools to promote participation. The program aims to serve at least 350 students during the year.

Collection method: (indicate how each indicator is measured) Art Fun Factory (AFF) will be evaluated at the end of each session utilizing an evaluation instrument (form) or competition by student participants, parents, youth group leaders (for our AFF partner organizations), and those finale performance at the Bessie Smith Performance Hall. The BSCC staff will also evaluate the quality of instruction provided by artists and teachers participating in this project based upon successful progression of student participants in gaining the fundamental knowledge of each arts discipline. One of the measurement tools on the evaluation form will be an inquiry regarding the students' interest in repeat enrollment for the program, along with the participation and attendance of participating students.

Results: (in quantitative terms) Student participants will gain general knowledge of various arts disciplines, gain insight on arts and cultural programs which can possibly stimulate their interest and participation in arts and cultural programs in school and improve their self confidence and esteem through performance. Additionally the Art Fun Factory will allow the BSCC to form additional partnerships within the community with artists, teachers, schools, and organizations and institutions that serve low to moderate income youth. The organization served 343 youth through our Art Fun Factory program.

Data Source: Data collected at agency programs, Association of African American Museums, American Museum Association, Tennessee Association for Performing Arts Presenters, BSCC strategic planning committee.

Comparative Data: (local, regional, national data and/or similar type programs) The Bessie Smith Cultural Center is a non-profit 501 © (3) organization. The center includes a museum and performance hall. The museum houses historical documents and artifacts portraying contributions of local African American's to the growth of Chattanooga and the nation and remains the only museum within a 150 miles radius, professionally staffed, with such an emphasis. The Bessie Smith Cultural Center is a small non-profit organization with less than (8) full tie employees. The BSCC is a unique facility in comparison to similar organizations including a museum and performance hall, which is an added feature for performances and events. The museum also houses a unique collection of African artifacts and related information. A public center for learning, the BSCC offers tours, research, exhibitions including a permanent collection and traveling or loaned exhibitions, and multi-disciplined and diverse cultural programs including visual and performing arts.

Attachment B: Comparative Financial Information

This section relates to agency efforts specifically funded by Chattanooga dollars to benefit Chattanooga residents, relative to the dollars given by adjoining governmental entities.

Dollars provided to your organization in FY 2013 by the following entities:	Percent of your total annual operational funding provided by local government	% of Hamilton County Population*
Chattanooga	10%	49.83%
Unincorporated Hamilton County		30.22%
Hamilton County Government's (General funds)		
Collegedale		2.46%
East Ridge		6.24%
Lakesite		0.54%
Lookout Mountain		0.54%
Red Bank		3.46%
Ridgeside		0.12%
Signal Mountain		2.25%
Soddy-Daisy		3.78%
Walden		0.56%
Other (Outside Hamilton County)		
	Above percentages should total 100%	
Percent of Services rendered to residents of:	Estimate, if you do not now track this data.	
Chattanooga	60%	49.83%
Unincorporated Hamilton County	30%	30.22%
Hamilton County Government's (General funds)		
Collegedale		2.46%
East Ridge		6.24%
Lakesite		0.54%
Lookout Mountain		0.54%
Red Bank		3.46%
Ridgeside		0.12%
Signal Mountain		2.25%
Soddy-Daisy		3.78%
Walden		0.56%
Other (Outside Hamilton County)	10%	
	Above percentages should total 100%	

*Population numbers are from 2010 U.S. Census.

Attachment C: Program Beneficiary Statistics

Program: Educational, Exhibition and Presenting Programs (combined)

Program Beneficiary Characteristics Clients/Patients/Recipients/Other	Last Year	This year (estimated)	Next Year (projected)
1. Unduplicated Count of Program Beneficiaries TOTAL	41,275 (3000 strut)	47,466	54,586
a) Total Continuing From Previous Fiscal Year	33,735	40,346	46,398
b) Total New for the Year	7,540	7,120	8,188
c) Total Terminated During the Year	0	0	0
2. Age Group TOTAL	41,275	47,466	54,586
a) Infants – Under 5	3302	3797	4367
b) Between 5 and 12	6604	7595	8734
c) Between 13 and 17	10318	11867	13646
d) Between 18 and 29	7430	8544	9825
e) Between 30 and 64	8668	10056	11464
f) 65 and over	4953	5696	6550
g) Not Known	0	0	0
3. Sex TOTAL	41,275	47,466	54,586
a) Male	17748	20410	23472
b) Female	23527	27056	31114
c) Not Known	0	0	0
4. Ethnic Background TOTAL	41,275	47,466	54,586
a) White	16510	18986	21834
b) Black	20638	23733	27293
c) Hispanic	2477	2848	3275
d) Oriental	672	1063	1228
e) Other	929	779	890
f) Not Known	49	57	66
5. % Income Level TOTAL	41,275	47,466	54,586
a) Below 9,999	8255	9493	10917
b) 10,000 –19,999	12383	14240	16376
c) 20,000 – 29,999	16510	18986	21834
d) 30,000 and Over	4127	4747	5759
e) Not Known	0	0	0
6. Location of Residence TOTAL	41,275	47,466	54,586
a) Chattanooga	24765	28480	32752
b) Outside of Chattanooga	16510	18986	21834
c) Not Known	0	0	0

Attachment C: Program Beneficiary Statistics

Program: Exhibit/Educational

Program Beneficiary Characteristics Clients/Patients/Recipients/Other	Last Year	This year (estimated)	Next Year (projected)
1. Unduplicated Count of Program Beneficiaries TOTAL	19812	22783	26201
a) Total Continuing From Previous Fiscal Year	3962	22783	26201
b) Total New for the Year	15850	18226	20961
c) Total Terminated During the Year	0	0	0
2. Age Group TOTAL	19812	22783	26201
a) Infants – Under 5	1585	1823	2096
b) Between 5 and 12	3170	3645	4192
c) Between 13 and 17	4953	5696	6550
d) Between 18 and 29	3566	4101	4716
e) Between 30 and 64	4160	4784	5502
f) 65 and over	2377	2734	3144
g) Not Known	0	0	0
3. Sex TOTAL	19812	22783	26201
a) Male	8519	9797	11266
b) Female	11293	12986	11266
c) Not Known	0	0	0
4. Ethnic Background TOTAL	19812	22783	26201
a) White	3962	4557	5240
b) Black	11187	13670	15721
c) Hispanic	991	1139	1310
d) Oriental	396	456	524
e) Other – Ethnic Minority	396	456	524
f) Not Known	198	228	262
5. % Income Level TOTAL	19812	22783	26201
a) Below 9,999	3962	4557	5240
b) 10,000 –19,999	5944	6834	7860
c) 20,000 – 29,999	7925	9113	10480
d) 30,000 and Over	1981	2278	2620
e) Not Known	0	0	0
6. Location of Residence TOTAL	19812	22783	26201
a) Chattanooga	11187	13670	15721
b) Outside of Chattanooga	7925	9113	10480
c) Not Known			

Attachment C: Program Beneficiary Statistics

Program: Presenting Programs (combined)

Program Beneficiary Characteristics Clients/Patients/Recipients/Other	Last Year	This year (estimated)	Next Year (projected)
1. Unduplicated Count of Program Beneficiaries TOTAL	21463 (3000 strut)	24682	28385
a) Total Continuing From Previous Fiscal Year	5795	40,346	46,398
b) Total New for the Year	5795	7,120	8,188
c) Total Terminated During the Year	0	0	0
2. Age Group TOTAL	21463	24682	28385
a) Infants – Under 5	1717	1975	2271
b) Between 5 and 12	3434	3949	4542
c) Between 13 and 17	5366	6171	7096
d) Between 18 and 29	3863	4443	5109
e) Between 30 and 64	4507	5183	5961
f) 65 and over	2576	2962	3406
g) Not Known	0	0	0
3. Sex TOTAL	21463	24682	28385
a) Male	9014	10366	11922
b) Female	12449	14316	16463
c) Not Known	0	0	0
4. Ethnic Background TOTAL	21463	24682	28385
a) White	7512	8639	9935
b) Black	11804	13575	15612
c) Hispanic	1073	1234	1419
d) Oriental	429	493	568
e) Other	429	493	568
f) Not Known	214	246	284
5. % Income Level TOTAL	21463	24682	28385
a) Below 9,999	4293	4936	5677
b) 10,000 –19,999	6439	7405	8516
c) 20,000 – 29,999	8585	9873	11354
d) 30,000 and Over	2146	2468	2839
e) Not Known	0	0	0
6. Location of Residence TOTAL	21463	24682	28385
a) Chattanooga	12878	14809	17031
b) Outside of Chattanooga	8585	9873	11354
c) Not Known	0	0	0

1. Attachment D: Schedule of Positions, Salaries & Wages

ALL FINANCIAL INFORMATION TO THE NEAREST DOLLAR. FOR ADDITIONAL EMPLOYEES, COPY THIS FORM AS NEEDED

Title of Position	Last Name Initial	Part Time Yes/no	Years Employed	Retire-Ment Bene-Fits? Yes/no	Current			Proposed		
					Weeks Employed	Annual Rate	Budgeted	Weeks Employed	Annual Rate	Budgeted
Ex Director	Martin, R	No	5 yrs	No		66,678.00		52	68,678.00	
*Dir of Programs	Open					-45,000.00		52		
Curator/Ed Dir	Davis, C	No	4 yrs	No		32,766.00		52	33,743.00	
Facility Mgr	Toney, D	No	12 yrs	No		29,957.00		52	30,856.00	
Adm. Asst.	Lott, P	No	4 yrs	No		22,800.00		52	23,484.00	
Dir. Of Oper.	Open					25,958.00		52	26,765.00	
Rec/Tours	Mitchell, M	yes	3 yrs	No		21,632.00		18	?	
Development	Vacant					TBD			TBD	
Event asst	Moore, J	Yes	1 yr	No		14,406.00			14,832.00	
Finance	Boone, D	Yes	1 yr	No		13,362.00			13,763.00	
Finance	Brown, V	Yes	5 yrs	No		4,913.00			5,060.00	

*No funding available for this position.

List positions of all staff, in order of responsibility.

Attachment E: Major Sources of Funding for the Past Five Years

Program/Project Title	Name of Funding Source	Rec'd Four Years Ago	Rec'd Three Years Ago	Rec'd Two Years Ago	Rec'd Last Year	Rec'd Current Year	Requested For Next Year
Operational Support	City of Chattanooga	70,000	64,000	54,000	54,000	54,000	100,000
Operational Support	Hamilton Co.	64,000	64,000	64,000	0	7,000	7,000
Rehabilitation Grant	State of Tennessee	42,855	37,100	0	35,281	0	0
Support Grant	State of Tennessee	25,000	25,000	25,000	0	0	0
Arts Access/ Performing Arts	Tennessee Arts Commission	8,000	6,000	18,000	4,000	15,460	15,460
	Suntrust	0	0	5000	0		
	VW	0	0	0	5,000	5,000	5,000
	Metlife	0	5,000	0	0	0	0
	Benwood	1,000	9,000	10,000	0	0	0
	Allied Arts	47,750	42,075	41,140	28,798	28,798	28,798
	Lynhurst	0	0	0	0	0	0
	Night toRemember	16,000	12,000	12,000	15,000	15,000	15,000
	Nell Johnson Stone Trust	0	25,000	0	0	0	0
Heritage Festival	EPB	1,500	1,500	3,000	5,000	2,500	2,500
Bessie Smith Strut	City of Chattanooga				10,000	0	10,000
	Alice Lupton				25,000	0	25,000
	George Fontane				5,000	0	5,000
	Alice Smith				5,000	0	5,000
Foundation Support	Donors					16,000	16,000

Note: Additional corporate sponsors in programs revenue and support.

Attachment F: Budget Format

CITY OF CHATTANOOGA

FY2014 Agency Funding Financial Form

Account Category	Actual FY2010	Actual FY2011	Actual FY2012	Budget FY2013	Request FY2014	Incr (Decr) Request vs. FY13 Bud	% Change Request vs FY13 Bud
REVENUES							
Contributions	43,078.00	14,635.00	15407	20500	20500		
Individuals/Private						0	N/A
Corporate/Organizations/Churches						0	N/A
Fees/Grants from Governmental Agencies							
Federal						0	N/A
State	45,100.00	10,000.00	35,281.68	7,000.00	7,000.00	0	0.0%
Hamilton County	71,299.67	64,000.00				0	N/A
City of Chattanooga	64,000.00	54,000.00	54,000.00	54,000.00	100,000.00	46000	85.2%
Other Cities (Please list)						0	N/A
United Way							
Foundations (including grants)	50,140.00	46,126.00	62,979.00	75,258.00	75,258.00	0	0.0%
Gross Proceeds Special Events	60,078.50	73,872.78	175,140.00	195,000.00	195,000.00	0	0.0%
Other UWs/Federations						0	N/A
CFC/Designations received thru UWGC						0	N/A
UWGC Program Allocation						0	N/A
UWGC Special Funding						0	N/A
Membership Dues	8,940.00	10,865.00	14,675.00	20,000.00	20,000.00	0	0.0%
Program Income						0	N/A
Governmental Insurance						0	N/A
Private Insurance						0	N/A
Contracted Services						0	N/A
Fee for Services	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	0	0.0%
Board Support	50,000.00	50,000.00	50,000.00	0.00	0.00	0	N/A
Sales to Public	19,185.89	15,452.78	21,392.23	20,882.00	20,882.00	0	0.0%
Investment Income						0	N/A
Miscellaneous	25,958.01	3,905.02	357.76	400.00	400.00	0	0.0%
Rentals	94,459.00	85,598.50	104,244.50	114,500.00	114,500.00		
Admissions	13,203.93	8,166.98	9,072.94	11,100.00	11,100.00	0	0.0%
Interest Income	2,912.83	1,843.51	412.85	300.00	300.00	0	0.0%
Income from Previous Year	2,751.03	31,989.17				0	N/A
						0	N/A
TOTAL REVENUES	\$ 554,106.86	\$ 473,454.74	\$ 545,962.96	\$ 521,940.00	\$ 567,940.00	\$ 46,000.00	8.8%

OPERATIONS							
Personnel Expenses							
Salaries	179435.02	151022.51	162088.04	168072	168072	0	0.0%
Fringe Benefits						0	N/A
Employee Health	6024.29	10615.2	6460.55	6500	6500	0	0.0%
Pension/Retirement	0	0	0			0	N/A
Payroll Taxes, etc.	15859.16	14242.18	14737.66	21005	21005	0	0.0%
Other (unemployment, life insurance, etc.)	16834.21	16912.05	19839.85	19840	19840		
Total Personnel Expenses	\$ 218,152.68	\$ 192,791.94	\$ 203,126.10	\$ 215,417.00	\$ 215,417.00	-	0.0%
OPERATING EXPENSES							
Administration							
Services							
Professional Fee & Contract service	59477.57	70664.54	47416.32	50013	50013	0	0.0%
Utilities						0	N/A
Other							
Rent		10					
Travel/Transportation	5644.75	5984.68	2053.86	7500	7500	0	0.0%
Local							
Out of Town							
Insurance (not employee health)						0	N/A
Materials & Supplies	5003.88	3165.08	6215.02	5000	5000	0	0.0%
Telephone, Fax, ISP	6636.66	6442.98	3112.6	3500	3500	0	0.0%
Postage and Shipping	776.6	748.99	974.46	2000	2000	0	0.0%
Occupancy/Building/Utilities	25650.5	20840.3	17951.57	18500	18500	0	0.0%
Advertising	21755.21	19514.47	0	20000	20000	0	0.0%
Outside Printing, Art Work, etc.	2205.75	2039.7	1085.92	2000	2000	0	0.0%
Conferences, Conventions, etc.	4728.61	2556.78	0			0	N/A
Special Assistance to Individuals						0	N/A
National Dues/Support Payments						0	N/A
Organization Dues (other than above)	1873.32	863	313.03	1000	1000	0	0.0%
Awards and Grants	2575	1360	1650	2500	2500	0	0.0%
Fund Raising/Self-Support Activities	103133.92	89443.23	187570.15	176925	182925	6000	3.4%
Miscellaneous	14124.83	19052.08	7943.63	17585	17585	0	0.0%
Strategic Planning / Programs	50378.41	30417.72	49704.65	10000	40000	30000	300.0%
Depreciation						0	N/A
Capital Expense			33327.25			0	N/A
						0	N/A
Operating Expenses Total	\$ 303,965.01	\$ 273,103.55	\$ 359,318.46	\$ 316,523.00	\$ 352,523.00	36,000.00	11.4%

TOTAL OPERATIONS	\$ 522,117.69	\$ 465,895.49	\$ 562,444.56	\$ 531,940.00	\$ 567,940.00	36,000.00	6.8%
REVENUE OVER/ (UNDER) OPERATION	\$ 31,989.17	\$ 7,559.25	\$ (16,481.60)	\$ (10,000.00)	\$ -	10,000.00	-100.0%
NOTE: BOARD OF DIRECTORS APPROVED \$50,000 FROM INTERNAL FUNDS FOR STRAGETIC PLANNING FOR FY12 AND \$10,000 FOR FY13							
NOTE: ADDITIONAL \$40,000 IN PROGRAMS FOR NEW DIRECTOR OF PROGRAMS & EDUCATION							
NOTE: THIS IS A PRELIMINARY BUDGET ONLY							