



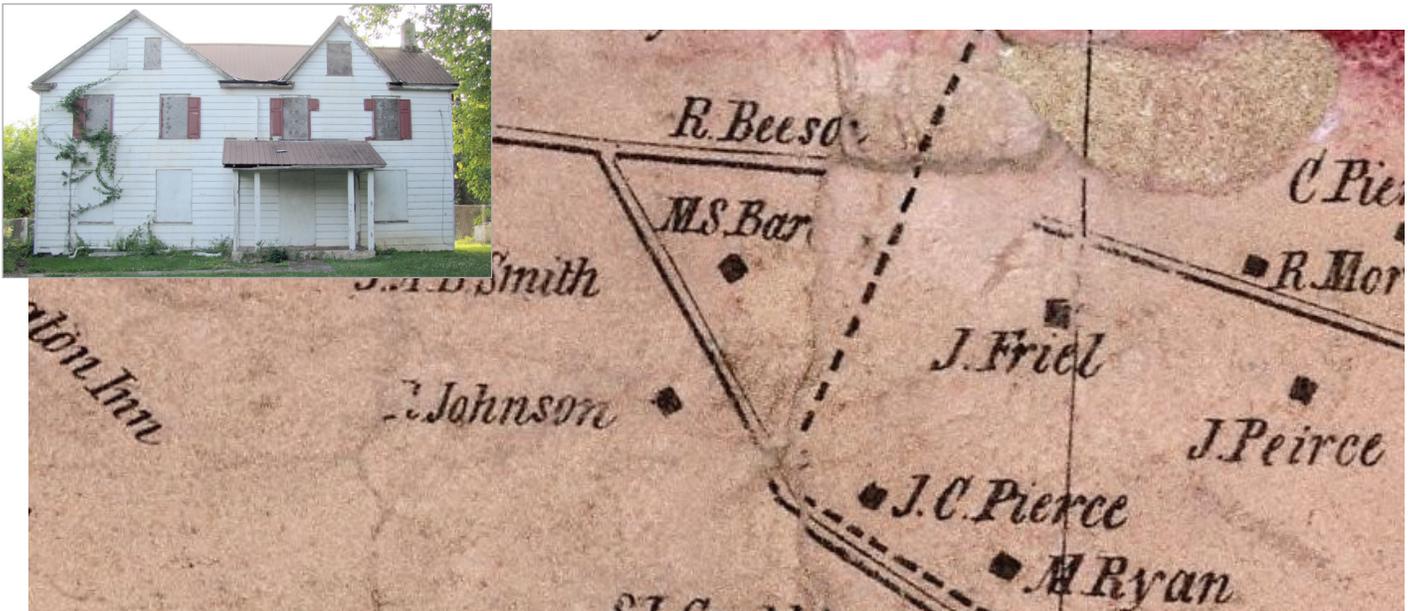
JESTER ARTSPACE

We are friends seeking to provide an artistic venue, support and camaraderie for creative people, as we preserve the rural heritage of our future home at Jester Farm.

Proposal for bid #16S-007



- Page 3. Overview
- 4-6. Requested bidder information
- 7-8. Officer biographies
- 9. Business plan
- 10. Architect renderings
- 11. Statement of financial condition
- 12. Statement of activities
- 13. Cash flow projection
- 14-15. Architect's cost evaluation



The house is depicted in the middle of this 1849 New Castle County map, published by Smith and Wistar. It lists the owner as "R. Johnson". A later 1868 map list the owner as "Tho. Day". The house gets its name from owners Fran and Eleanor Jester who bought the farm in 1953. It was transferred to New Castle County in 1974.
Top left: the Jester Farmhouse as it is currently seen from Grubb Rd.



We are creative professionals and local art supporters working to save the historic Jester Farmhouse, for artists of all disciplines and skill levels to use as meeting, working and gallery space within the unique setting of Jester Park. As a 501(c)(3) non-profit organization, we intend to raise funds for renovation and operation via grants, donations, memberships and classes.

The Jester Farmhouse has been deemed by the county Historic Review Board to be of significant historic value to the people of New Castle County. It is one of the few remaining modest pre-Civil War farmsteads that were once common in Northern Delaware. The house sits amid 25.8 acres of original farmland at 2818 Grubb Road, which is among the oldest colonial-era trade routes in the mid-Atlantic U.S. We feel our project provides the best hope for preserving this important property. Further, our nonprofit mission ensures the operation of the house in a manner of direct benefit to the surrounding community.



Clockwise from top left: Jester Farmhouse is currently shuttered and in need of major renovations, June 2015; Jester Park calf; illustration and "Losing Touch" by supporting artists Debra Baseden and Susan Benarcik.



Requested bid information

1. Name of Bidder:

Jester Artspace, Inc.

2. Contact Person:

Alan Baseden, 484-947-8191

3. Business Address:

2723 Grubb Road, Wilmington, DE 19810

4. If Bidder is a corporation:

a. Names and addresses of corporate officers

Alan Baseden, President, 27 Woodbine Avenue, Paoli, PA 19301

Kirsten Olson, Secretary, 1123 Brandywine Blvd., Wilmington, DE 19809

Tod Baseden, Treasurer, 2723 Grubb Road, Wilmington, DE 19810

Susan Benarcik, Board Member, 7 Ravine Road, Wilmington, DE 19810

b. Amount of stock owned by each officer, either legally or equitably

Not applicable, Jester Artspace is a 501(c)(3) non-stock corporation

c. Name and address of each stockholder

Not applicable

d. When and where incorporated

August 21, 2015 in Delaware

e. Whether the corporation is qualified to do business in the State of Delaware

Yes

5. If bidder is not a corporation:

Not applicable



6. Bidder's Qualifications:

a. Number of years bidder has been engaged in business

Seven months

b. Experience, qualifications and background of each manager

Jester Artspace, Inc. is managed by four officers with extensive experience relevant to the project. As we are a newer organization, we would like to emphasize these personal descriptions in regards to the project evaluation criteria. Please see biographies, pages 7-8.

c. Chronological listing of the facilities or similar businesses currently or formerly operated by the bidder, including, but not limited to, dates of operation, location, size of facility, and how past experience relates to the overall.

Jester Artspace, Inc. was formed specifically to renovate and operate this sole location

d. Include a minimum of three (3) personal references.

- References for Alan Baseden

Nadia Zinno, Alan's current manager at the Vanguard Group, 610-203-9990

Dan Heasley, previous manager at Vanguard, 610-781-1572

Nancy Schmucker, former tenant of home renovated and managed by Alan, 610-506-3274

- References for Kirsten Olson

Leslie Newman, CEO of Children & Families First, (302) 658-5177

Sue Weimer, colleague at Children & Families First, (302) 658-5177

Susan Starrett, former Executive Director of the Homeless Planning Council

- References for Tod Baseden

Dr. John L. W. Jones, retired Du Pont chemist. 302-478-9296

Mary Eberts, neighbor, 302-475-4737

Chris McKenney, Clerk of Birmingham Friends Meeting, 302-475-1840

- References for Susan Benarcik

Bonnie Ora Sherk, Founder | Director of Life Frames, Inc. & A Living Library,

bonnieora@alivinglibrary.org

J. Susan Isaacs, Department of Art and Design, Towson University, sisaacs@towson.edu

Harvey Seifter, Founder | President Seifter Associates, hseifter@aol.com



e. Proof or certification that the bidder is not limited in anyway by any pending or threatened litigation or corporate restructuring which could materially affect the resources, staff and personnel or otherwise limit the bidder's ability to provide the service.

By submission of this proposal, the officers of Jester Artspace, Inc. hereby certify the above statement to be true.

f. Certification the bidder has not been terminated for cause on any contract for the provision of service similar to those specified herein, except to the extent that the County accepts the reason for such termination as not being material to this RFP.

By submission of this proposal, the officers of Jester Artspace, Inc. hereby certify the above statement to be true.

g. Financial information:

Please see attached statements, pages 11-15.

h. Business Plan:

Please see attached business plan, page 9.



Alan Baseden

Our project leader is an interactive designer and illustrator with over 25 years of arts experience, working for organizations such as The New York Times, The Philadelphia Inquirer and The Vanguard Group. As the former East Region Interactive Editor for the Associated Press, Alan's background includes extensive experience managing professional artists for a major news organization. Alan grew up in the neighborhood of the Jester Farmhouse and has a keen interest in contributing to the community. He began his arts education at nearby Concord High School. Today he holds a BFA degree from New York's Parsons School of Design. He specializes in computer animation, illustration, interactive design and voice-over, but he also has a strong personal interest in further exploring traditional media with Jester Artspace.



Susan Benarcik

Susan is an installation artist and surface designer based in Wilmington. Her work has been exhibited across the country in private collections, sculpture parks, and museums such as the Brooklyn Botanic Garden, the Delaware Contemporary, and Tyler Arboretum in Media, PA. The artist is the recipient of several prestigious awards such as the Pollock-Krasner Foundation Award, and is currently exhibiting work at the Delaware Division of the Arts Mezzanine Gallery. The Delaware native began her practice in Texas at the Museum of Fine Art, Houston, and later moved to New York City where she maintained a studio practice for 20 years in the Flatiron District exhibiting with galleries, museums, and independent curators. She returned to Delaware in 2013 to pursue her studio practice, exhibition opportunities, and to foster creativity in her community. Susan is a co-founder of Highlands Art Garage in Wilmington where she teaches classes and workshops for adults and children. In addition, she travels to teach interdisciplinary workshops, which use art as a pathway to explore leadership and management skills, for companies such as General Electric. She currently teaches classes at Delaware College of Art and Design (DCAD) Main Line Art Center, and the Abington Art Center.



Kirsten Olson

Kirsten is non-profit leader with more than 20 years' experience working with local community organizations. She currently serves as Chief Strategy Officer for Children & Families First where she oversees program evaluation and performance quality for more than 25 programs that serve children facing adversity and their families throughout the state of Delaware. Children & Families First serves more than 40,000 people each year. Prior to joining CFF in 2008, Kirsten served as Director of Development and Housing for Connections Community Support Programs, helping to create and implement housing for persons struggling with behavioral health issues, HIV/AIDS, and homelessness. Kirsten also served as Housing Programs Manager at the Delaware HIV Consortium where she developed and managed housing programs for persons with HIV/AIDS. She was on the board of the Homeless Planning Council of Delaware for more than 10 years. She resides in North Wilmington, in the town of Bellefonte.



Tod Baseden

Tod is a retired DuPont Chemist and current treasurer for the Birmingham Friends Meeting. He has been a member of the local community for 50 years and has a strong record of community engagement. As a leader in the effort to save the farmhouse from demolition in 2002, Tod worked extensively with local government, civic associations and neighbors to quantify the desires of the local community and to ensure that the farmhouse and surrounding property were used for public benefit.



Jester Artspace, Inc.

As a non-profit organization, we intend to fund the farmhouse renovation and operation of the Artspace via grants, donations, memberships, classes along with assistance from the county as available. The major task will be the renovation of the building itself, which we intend to fund over a 5-year period. This portion, which excludes landscaping costs, is approximately \$459,000. Our goal is to raise an average of \$102,500 per year to meet this goal. Please see our cash-flow estimate on page 13 for details. Landscaping is expected to be undertaken as a “phase 2” when the farmhouse renovation is complete.

Following renovation, the operation of the gallery and studio space is expected to cost approximately \$5,000 per year, excluding ongoing house repairs. Costs would mostly consist of utilities and insurance.

As a volunteer, non-profit organization, we would operate the house in a manner of direct benefit to the surrounding community. Job creation is not an



“Round Flat Worlds” by Susan Benarcik

objective and cannot be quantified at this time, but there will be direct local business opportunity provided to a variety of firms as work is required that is beyond the expertise of our volunteers. We also intend to provide arts education to complement programming at nearby schools. The main direct benefit will be education and cultural enrichment to Brandywine Hundred. Activities are expected to include:

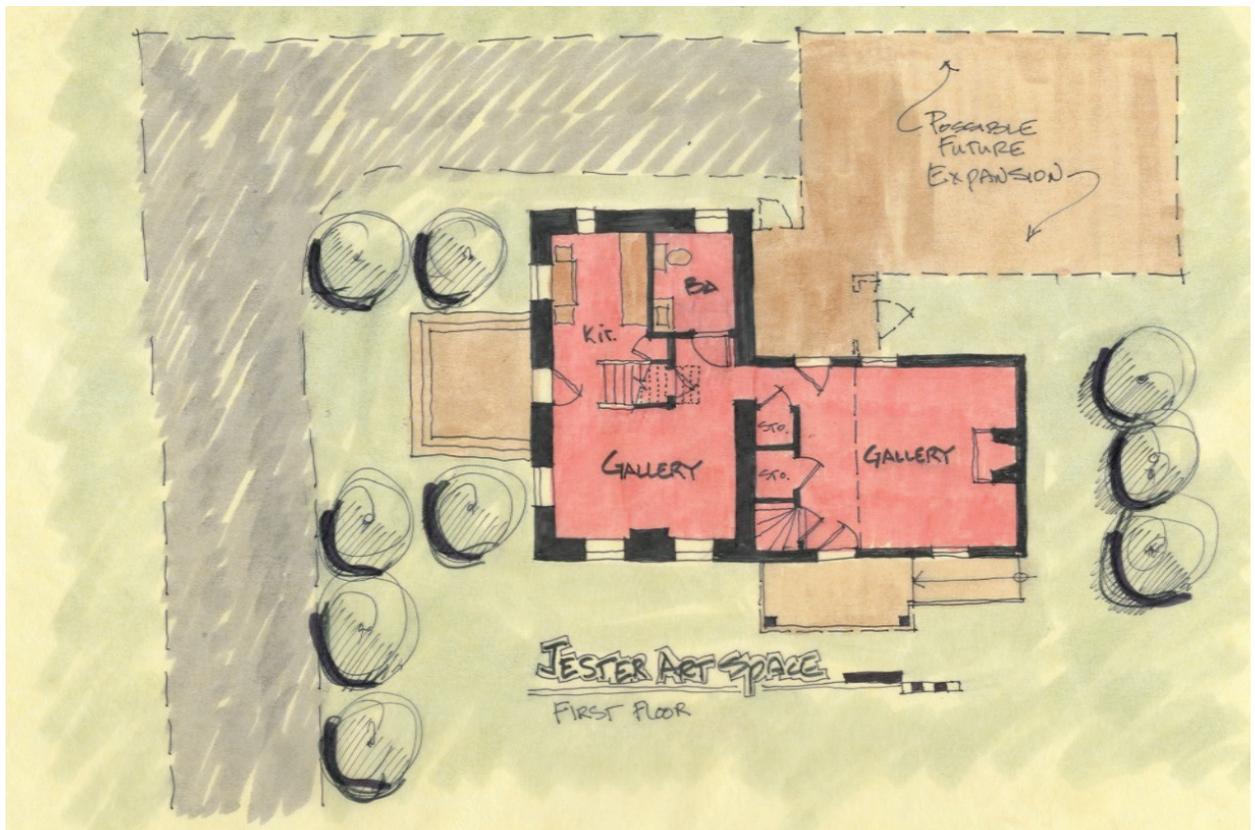
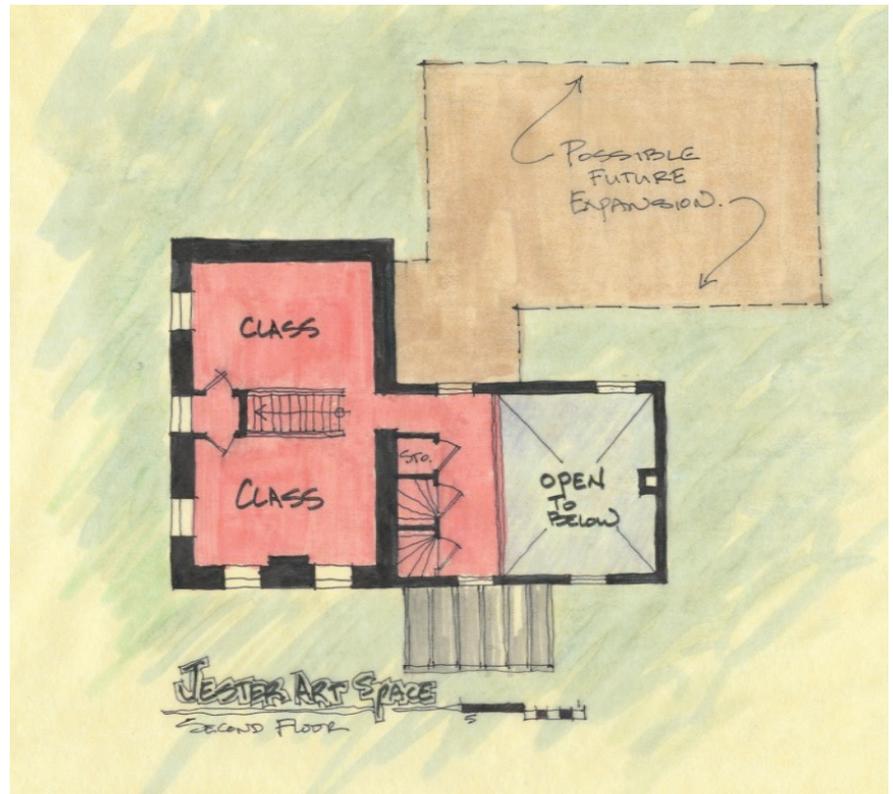
- Open critique sessions to support creative endeavors from the general public
- Curated art exhibitions
- Delaware-focused collaborative art projects
- Artistic mentoring and teaching
- Use of outdoor space for sculpture / horticulture
- Host visiting artists
- Shared equipment for member use, such as: printmaking, painting, photo, video, software
- Greenhouse workshop
- Music study and concerts
- Short film festivals



Pencil figure study by contributing artist Debra Baseden



Conceptual renderings by Architect Ed Rahme envision an ADA-compliant gallery, kitchen and bathroom on the first floor. Part of the first-floor ceiling is removed from the mid-20th-century addition to allow vaulted gallery space. The second floor would contain additional classroom space.



Statement of financial condition



As of March 31, 2016

Assets

Cash	3,379
Total Assets	3,379

Liabilities and net assets

Total liabilities 0

Net assets

Unrestricted	3,379
Temporarily restricted	0
Permanently restricted	0
Total net assets	3,379
Total liabilities and net assets	3,379

Statement of activities



As of March 31, 2016

**Changes in
unrestricted
net assets:**

	Unrestricted	Temporarily restricted	Permanently restricted	Total
Revenues and gains:				
Public contributions	4,310			4,310
Total revenues, gains, other support	4,310			4,310
<hr/>				
Expenses and losses:				
General administration	461			461
Fundraising	470			470
Total expenses and losses	931			931
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Increase in net assets	3,379	0	0	3,379
Net assets September 1, 2015	0	0	0	0
Net assets March 31, 2016	3,379	0	0	3,379



Projected annual budget, years 1 through 5, following farmhouse lease

Income

Grants	50,000
Cash and material donations	20,000
Volunteer labor	20,000
Fundraisers	10,000
Memberships	\$2,500

Total: 102,500*

Expenses

Renovations, materials	45,000
Renovations, labor	45,000
Operating costs (insurance, utilities)	5,000

Total: 95,000*

Operating income 7,500

* Note: These are average annual figures, meaning that the total cumulative projected income over the 5-year construction period equals \$512,500. Expenses over this 5-year period are projected to equal \$475,000.



This cost estimate is a schematic estimate and does not address the use of volunteer labor. It is an order of magnitude estimate based on assumptions of commercial quality for a building falling into an Assembly use group. The cost numbers are based on a similar project completed in 2014. Evaluation performed February 24, 2014 by Ed Rahme AIA, LEED-AP, THINK Architecture.

EXTERIOR

Stone/Plaster Remediation	\$15,000
Perimeter Foundation Drainage System and Waterproofing	\$18,000
Replacement Windows @ \$1200 per opening, 23 openings (Historic)	\$27,600
Replace roof fascia & soffit 150 lf	\$3,000
Gutters and Downspouts 100 lf @ \$20/lf	\$2,000
Window Surrounds 400 lf @ \$12/lf	\$4,800
Repair Chimney @ Roof	\$2,500
Remediate Roof Structure to support new roof (Need Structural Assessment)	\$5,000
New Exterior Doors (3)	\$4,500
New Roofing substrate, felt paper and Roofing.	\$35,000
Demo & reconstruct Entry Patio (Original Building)	\$12,000
Abandon Well, Reinforce walls	\$8,000
EXTERIOR TOTAL	\$137,400

BUILDING INTERIOR

Demo existing vinyl floor (bathrooms, Kitchen)	\$1,500
Demo Ceiling	\$3,000
Demo & Refinish for Electrical	\$3,200
Sand, Refinish, Repair Wood Floor	\$7,500
New Bathrooms First Floor (2), one fully accessible	\$12,000
New Full Bathroom Second Floor	\$5,000
Ceramic Tile	\$4,000
New Wall finishing/Painting	\$18,000
Kitchenette + Plumbing	\$4,000
Refinish stairs (2)	\$9,000
Refinish interior Trim - Base, Windows, etc.	\$6,000
New interior Doors (18) @ \$350/door	\$6,300
Furring & Insulation	\$18,000
Restore Fireplace & Surround	\$2,500
Basement Slab & Sump	\$10,000
Lead Paint Removal & Disposal	\$5,000
INTERIOR TOTAL	\$115,000



HVAC & PLUMBING

New 7 Ton HVAC Split System (high efficiency)	\$25,000
Humidifiers	\$3,300
Ductwork	\$15,000
New Piping	\$15,000
Demo of Existing Ducts & Piping	\$3,000
TOTAL HVAC	\$61,300

ELECTRICAL

New Electrical Service & Wiring Code Upgrade	\$18,500
Demo Knob and Tube	\$2,500
Lighting	\$20,000
Smoke Detection	\$3,500
Wiring for Security System (System excluded)	\$4,000
Building Automation & Monitoring System	\$20,000
TOTAL ELECTRICAL	\$68,500

LANDSCAPE (Phase 2 of project to be undertaken after completion of house renovations)

Pave Driveway	\$25,000
Walkways to/from exits to drive lane	\$10,000
H/C Accessible Ramp & Accessible Route	\$4,000
Exterior Sign	\$2,000
Plantings	\$10,000
Parking (15 cars) @ \$4000/space	\$60,000
Exterior Lighting	\$7,500
New Septic System (or public utility tie in)	\$15,000
New Well (or public utility tie in)	\$10,000
LANDSCAPE TOTAL	\$143,500

CONSTRUCTION TOTAL	\$525,700
20% Construction Contingency	\$105,140

COST TOTAL **\$630,840**