The Shiloh Community Resource Center: Cultivating Sustainable Health, Wellness, and Prosperity in Shiloh

RFP for Coronavirus State and Local Fiscal Recovery Funds

Shiloh Community Association
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Application Form

**Question Group**
Buncombe County requests proposals for projects to help the community recover from and respond to COVID-19 and its negative economic impacts.

Buncombe County has been awarded $50,733,290 in Coronavirus State and Local Fiscal Recovery Funds (Recovery Funding), as part of the American Rescue Plan Act. To date, Buncombe County has awarded projects totaling $23,093,499, leaving a balance of $27,639,791 available to award. Visit [http://www.buncombecounty.org/recoveryfunding](http://www.buncombecounty.org/recoveryfunding) for details.

This infusion of federal resources is intended to help turn the tide on the pandemic, address its economic fallout, and lay the foundation for a strong and equitable recovery.

Buncombe County is committed to investing these funds in projects that:

- Align to county strategic plan and community priorities
- Support equitable outcomes for most impacted populations
- Leverage and align with other governmental funding sources
- Make best use of this one-time infusion of resources
- Have a lasting impact

Proposals shall be submitted in accordance with the terms and conditions of this RFP and any addenda issued hereto.

Click here for the full terms and conditions of the RFP

**Organization Type***
Nonprofit

**Nonprofit documentation**
If nonprofit, attach IRS Determination Letter or other proof of nonprofit status.

- SCA Non-Profit.PDF

**Name of Project.***
The Shiloh Community Resource Center: Cultivating Sustainable Health, Wellness, and Prosperity in Shiloh
New/Updated Proposal*
Is this a new project proposal or an updated version of a proposal submitted during the earlier (July 2021) Recovery Funding RFP?
   Updated version of previously submitted proposal

Amount of Funds Requested*
$6,528,960.00

Category*
Please select one:
- Affordable Housing
- Aging/Older Adults
- Business Support/Economic Development
- Environmental/Climate
- Homelessness
- K-12 Education
- Infrastructure and/or Broadband
- Mental Health/Substance Use
- NC Pre-K Expansion
- Workforce

Services for disproportionately impacted communities

Brief Project Description*
Provide a short summary of your proposed project.

  The Shiloh Community Resource Center and Shiloh Academy involve the building, development, implementation of education, economic, and health programming in the Shiloh Community. The Resource Center, part of the Shiloh Community's 2025 Plan, will be realized based on over 15 years of research conducted by the Shiloh Community Association (SCA), community members, partners, and local universities. At the Shiloh Academy, youth will be mentored in civic engagement through non violent communication training and professional development. Community members will learn skilled trades such as carpentry, electrical, masonry, plumbing, along with firefighting and police training. The Center will hold administrative offices, commercial kitchen, and spaces for GED, financial literacy, mental health education, senior programming, and tutoring. It will be a satellite campus for universities. The Resource Center will be the self-sustaining, generating revenues from events and a micro business hub.
Project Plan*

Explain how the project will be structured and implemented, including timeframe.

The Shiloh Community Association (SCA) is the lead organization, and the Shiloh Community Resource Center (SCRC) Task Force will oversee the development and implementation of this project. The SCRC Task Force is made up of SCA and other volunteers, and through the SCA, they will hire administrative staff to oversee day-to-day activities. Paid professional consultants and volunteers will teach and support SCRC programming.

The timeline and major activities are as follows:

**June - August 2022 - Project Development**
- Formation of SCRC Task Force
- Hire SCRC director, Fundraising Campaign Coordinator, and Senior Construction project manager.
- Finalize plans for building through community-driven process, including:
  - survey cards that can be collected via drop-boxes, at events, and at homes with a lottery and community input at meetings along
  - Share updates and progress on resource center/academy development via social media platforms, robocalls, and newsletter
- Launch fundraising campaign using the established SCA GoFund me page along with Survey cards that can be collected via drop-boxes, at events, and at homes - include a lottery

**September - November 2022**
- Finalize and obtain permits
- Continue to share updates and progress on resource center/academy development at meetings, through social media, and newsletters
- Continue with fundraising, including a gala event
- Finalize business plan

**December 2022 - December 2023**
- Hire SCRC Administrator, Administrative Assistant, and Mechanical Operations Manager
- Break ground and begin construction of brick and mortar
- Identification of programming partnerships and garnering of additional funds
- Communicate with community and academic partners and instructors
- Landscaping
- Hold awareness-raising tours & events

**January - December 2024**
- Launch of Center: programming, revenue-generating events
- Food truck hub, commercial kitchen use, micro businesses
- Events, weddings, family reunions music and performing arts
- Dedicated retail space for Black Owned Business and Shiloh products will be highlighted

**January 2025 - December 2025**
- Continue and expand programming
- Fundraising with crowdfunding campaigns
- Promote tourism in Shiloh
- Hosting visitors with Airbnb and VRBO in Shiloh.
### Statement of Need*

Describe the need that this project will address. Include data to demonstrate the need, and cite the source of the data.

As the oldest African American community in Asheville, Shiloh has weathered many storms of adversity. According to researcher Mindy Thompson Fullilove, root shock refers to “the traumatic stress relation to the loss of some or all of one's emotional system.” The intense coverage of racial violence in recent years also deepened negative mental health challenges in our community.

Despite the cohesion, expertise, and motivation in Shiloh and other historically Black communities in Asheville, entrenched racial inequities exist that contribute to disparities. The State of Black Asheville reports that Black students account for 57% of retained students in the education system (versus 20% of the student population). Further, 22% of Black adults of Buncombe county reported in 2012 that they were in fair or poor health, compared to 16% of white adults (Spires, Samuels, Graham, Cistola, 2014). According to County Health Rankings, Black residents in Buncombe County have lower life expectancy and higher rates of chronic illness than people of other races.

Many of the disparities are caused by the racial wealth gap. Though data are not available for Shiloh or Asheville specifically, in North Carolina, Black people have, on average, $9,500 in accumulated wealth compared to $71,900 among white people (UNC Center on Poverty, Work, an Opportunity, 2010). Black residents of Asheville endure a daily reality different from white counterparts, one in which we live in fear of being suspected of something negative because of our race. To this point, the NC Department of Justice, via Open Data Policing, reported in 2018 that 24% of drivers stopped by the Asheville Police Department were Black, which is disproportionate compared to the percentage of the population.

Black communities, including and particular in Shiloh, must be able to reclaim our self-determination, economic wealth, and wellbeing on our own terms, and the best way to do this is by leading our own change and institutions.

### Link to COVID-19*

Identify a health or economic harm resulting from or exacerbated by the public health emergency, describe the nature and extent of that harm, and explain how the use of this funding would address such harm.

A 2021 Asheville Citizen-Times article entitled, “Pandemic Within the Pandemic” reported that, “Rates of anxiety and/or depressive disorder symptoms differ by race.” Further, data analyzed by the Kaiser Family Foundation indicated that people of color had higher rates of mental health concerns during the pandemic.

A 2020 Annals of Epidemiology article, entitled “Understanding COVID-19 risks and vulnerabilities among black communities in America: the lethal force of syndemics” discusses the multiple and synergistic factors contributing to the pandemic-caused exacerbation of racial inequities. The pandemic will have a generational impact because it “is a societal trauma that we all went through collectively. And looking through history, major trauma events have trickled down through generations.” The impact is greater for Black communities, having experienced multiple traumas throughout history.

In Shiloh, we observe these historic and contemporary, and national trends playing out daily. First, many elder community members were isolated by the pandemic and not able to be active, causing increased weight and overall physical problems.

Second, isolation of youth through remote learning has contributed to more virtual communication and less in-person interactions. Youth have become more withdrawn and introverted, and many have developed anxiety-related conditions. They need opportunities to re-engage with our community in ways that are meaningful to them.

Third, the pandemic had a detrimental effect on families as a whole. Many people lacked work when as essential workers they were either not able to work or had to work in high-risk environments. Many had little or no ability to care for families with children, many families lacked access to technology, consistent food, or...
other necessities. As a whole, the community is more disconnected than before, and the SRC will unify through programming that is trauma-informed support residents to heal and again thrive.

**Population Served**
Define the population to be served by this project, including volume and demographic characteristics of those served.

The Shiloh Community Association serves 5699 residents of Historic Shiloh. Through the U.S. Census indicated for the census tract in which the Shiloh community is located (21.02), 22.6% are Black, 3.2% are Asian, 1.7% are Native American, Alaska Native or Hawaiian and 2.3% identify as two or more races, the majority of community residents who we serve are African American/Black. The great majority of generational residents are African American/Black. Additionally, we serve some clients of Hispanic ethnicity, who make up 9.8% of the communities resident population. The organization also serves a large population of residents who are older than 65 years of age, and in census tract about 16.7% of the population falls in that age group. Through our programeing we serve more woman than men and we serve a large number of school age children through after school and camp programming. Many of the people we serve are eligible to receive public assistance, with 12.9% of the census tract residents living below the federal poverty level. In a given year we make contact with many residents and our programing engages over 600 people directly at least once a year.

**Results**
Describe the proposed impact of the project. List at least 3 performance measures that will be tracked and reported. If possible, include baselines and goals for each performance measure.

We anticipate that there will be many results of the Shiloh Resource Center and Shiloh Academy, more than we can summarize in this proposal. That said, selected performance measures that we will track and report include:

- Increased Youth Engagement in Community Activities and Intergenerational Relationships, such as camps, classes, volunteering, interning, and training programs
  
  Currently, we estimate that about 80 community children and 15-20 teenagers are engaged in community-based parks and recreation, church, and garden programming. We anticipate an increase to 100 children and 20-30 teenagers in the first couple of years of programming.

- Increased Community-Based Job Training and related opportunities
  
  Currently there are five youth who have obtained positions related to the Shiloh Garden youth program, and we anticipate that this number will increase to seven in the first year and to ten in subsequent years.

- Improved of Elder Health and Wellbeing
  
  Currently, 10-15 community elders consistently participate in community health programming conducted by the SCA, and they report weight loss and diabetes control eliminating the need for medication, among other benefits. We anticipate that this number will increase to 20 in the first year of programming and then to stay at 30 people in subsequent years.

  Some of the other results we anticipate include: improved mental health and wellbeing, greater sense of community, more interdependence, feelings that residents have a safe place to meet, greater self respect, and greater sense of civic duty. Also, there will be improved communication and care of all residents through engaging in dialogue and mutual understanding (https://www.freedomprojectwa.org/nvcforyouandme/).

  We also anticipate greater economic stability and wealth for Shiloh residents, through support of their start-up and small businesses through the microbusiness hub and retail space.
Evaluation*

Describe the data collection, analysis, and quality assurance measures you will use to assure ongoing, effective tracking of contract requirements and outcomes.

All evaluation efforts will be community-collaborative and participatory. As such, we will form an evaluation team early on in the project, and together we will build the capacity of community researchers in partnership with UNC Asheville faculty and students. We will utilize a Results-Based Accountability (RBA) framework to assess how much we did, how well we did it, and if/how anybody is better off. We will assess how much we did by maintaining documentation of all processes and programming at the Center.

This documentation will include, but won’t be limited to: minutes of meetings, diversity of people and groups engaged in the planning and implementation processes, logs of classes and other programming, and numbers of visitors to the center.

In order to assess how well we did, we will compare our efforts to the goals we set at the outset of the program by reviewing the content provided, the percent of planned programs that were offered, the numbers and identities of participants and partners, assessments of learning within the programs, among other efforts.

We will assess how better off people are by engaging in summative evaluations through annual surveys administered to program participants and visitors to the Center as well as follow-up interviews with participants in longer-term programming. We will be able to learn about changes in job skills, confidence, gained positions, and health and economic wellbeing by engaging with program participants after a year or more of completing an educational program. We will prepare quarterly reports that will be shared with participants and for contract requirements.

Equity Impact*

How will this effort help build toward a just, equitable, and sustainable COVID-19 recovery? How are the root causes and/or disproportionate impacts of inequities addressed?

The Covid Recovery Grant will enable Shiloh to thrive despite current and historic inequities. Shiloh historically had home ownership by African Americans. This was a symbol of a health, wealth and economic stability. Factors like unemployment lack of well-paying work created obstacles for home ownership, as well as historical obstacles stemming from systematic racism and oppression. Justice would be community members having their own autonomy through the collective ownership of the Resource Center.

This one time infusion of funds (Covid -19 Recovery) would mean 22 years of records of the SCA be housed in the SRC instead of a members home. The SCRC will be by design self sustaining and also provide economic opportunities for the community.

With a stable foundation to work from, properties in Shiloh that are about to be sold would first be brought to the attention of the SCA. This would allow for the SCA early awareness to support and benefit the community though the purchase and holding in a land trust.

The SCRC is intended to support the historic, Black and African American community members in building resilience, the Center is intended to serve all Shiloh community members, and as such to promote inter-racial and intercultural understanding as well. We will also be a Satellite campus for academic institutions similar to University Orange with equity education and partnering with communities at their location (see https://universityoforange.org/uofo-).

We will build cultural competence and also expanding offering training in Non Violent Communication (NVC) (see https://www.youtube.com/watch?v=YTEMTweunE8 for an example). Community members,
seniors and youth will have access to new skills around compassionate learning together and how to speak from the heart; practice deep, non-judgmental listening; and build self-empowerment from the inside out. These classes will support intergenerational trauma associated with being a person of color in the USA.

**Project Partners**

Identify any subcontractors you intend to use for the proposed scope of work. For each subcontractor listed, indicate:

1.) What products and/or services are to be supplied by that subcontractor and;
2.) What percentage of the overall scope of work that subcontractor will perform.

Also, list non-funded key partners critical to project.

**Funded Partners/Subcontractors:**

1. Samuel Architects - A new partner we have enlisted and contracted the professional services of Samuel Architects firm. They are performing program analysis, space planning along with reviewing what we’ve accomplished to date. The goal in this phase is to develop a conceptual site and floor plan based which will yield a conceptual plan with fundraising images. 3d views of the proposed structure to be used for fundraising 7% of Overall Scope of Work: (Note Construction Budget)

2. Clay Mooney Design and installation Landscaping - They will do all of the civil engineering, landscape renderings/drawings, and other site design work. 5% of Overall Scope of Work:

3. 73% General Contractor - Oversees all aspects of the building process of 74% Overall Scope of Work:

4. Local Businesses - We will contract with a number of Shiloh-located businesses (TBD and may include existing partners, such as Blossom Gas Co., R&W Mechanical, Southern Concrete Materials, and Whole Sale Glass) to provide materials and services for the building. They will likely provide discounts. Overall Scope of Work: 5-10%

**Non-Funded Existing Partners who we will continue to work with:**

- AB-Tech
- AME Zion Church
- ArtSpace Charter School
- Asheville Buncombe Institute of Parity Achievement
- Asheville Eye Associates of Asheville Rapid/Redefines Transit
- Asheville School
- Americorps
- Bountiful Cities
- Buncombe County Health Department
- Buncombe County Alternatives Youth Program
- Carolina Day School
- City of Asheville - Parks & Recreation, City Planning, Administration
- Evergreen Charter School
- Furman University
- Habitat for Humanity
- Hood Huggers International
- Lenoir- Rhyne College
- Mars Hill University
- ML4 Playscapes
- Montgomery College of Maryland
- Mt. Pisgah Academy
New Vision Church  
Ramapo College 
Rock Hill Missionary Baptist Church  
Team US  
Tupelo Honey Cafe  
University of North Carolina Asheville  
University of Florida  
Warren Wilson College  
YMCA  

**Capacity**

Describe the background, experience, and capabilities of your organization or department as it relates to capacity for delivering the proposed project and managing federal funds.

The Shiloh Community Association is a 22 year old non-profit organization, with relevant experience for the current proposal. The SCA has numerous partners and thousands of volunteers, with an average of 9,000 hours logged annually, with the exception of two years of COVID. We are run entirely by a volunteer executive board and 4 volunteer committees.

Historically, grants have been applied for and awarded to the SCA. These grants have ranged from funding the growth and development of the Shiloh Community Garden and Legacy Art Trail to vision and installation of historic markers at one of the gateway entrances, at the five historic churches, and Linwood Crump Shiloh Complex formally a Historic Rosenwald School. The SCA has also contracted three community murals one a rendition of Old Shiloh, the second a mural a theme of social justice with a map collage of influential BIPOC in the US with a highlight of Shiloh current and historic members. The latest mural completed 2022 at the garden and was created with a local artists and volunteers and represents the history and culture of Shiloh. An experienced builder has been part of the core SCA team for eleven years.

In addition, for over eight years we have worked with Bob Deutsch PA and have enlisted the services of Early B Accounting and Tax services to support us in our role as the fiscal sponsor for the EW Pearson Collaborative. The SCA has taken the the lead in administrative duties working with Burton Street, East End, and Project Lighten Up for the Issac Coleman grant, which is an investment to rebuild the health, safety, and self-sufficiency in our communities. We are appreciated here as an active and collaborative community, leading change for all, and we have received numerous awards for this work. Universities also partner with us, supporting our research and development, and we in turn co-educate students and faculty about local issues and community-centered advocacy and action.

**Budget**

Provide a detailed project budget including all proposed project revenues and expenditures, including explanations and methodology. For all revenue sources, list the funder and denote whether funds are confirmed or pending. For project expenses, denote all capital vs. operating costs, and reflect which specific expenses are proposed to be funded with one-time Buncombe County Recovery Funds.

Download a copy of the budget form [HERE](#). Complete the form, and upload it using the button below.
The Legacy of Shiloh dates back before Biltmore Estate and is a model of spiritual resilience and self determination. The historic significance of Shiloh and the steward of Shiloh is the Shiloh Community Association a 501(c)3 whose mission has been dedicated to preserving the roots and foundation from which the community has held sacred; family citizenship, education, spiritual fundamental values and always fostering youth to become capable leaders. The SCA executive board has never taken salaries due to the purpose of the betterment of the community. Any funds donations and grants have been reinvested back into the community. The SCA has engaged with multiple partnerships to support expansion and programming, sustainability and historic preservation.

The self sufficiency and ability to manage funds of the Community dates back to the vision and implementation of the Rosenwald Shiloh School. This school was built through the community uniting and having benefits which funded half of the schools cost.

The Shiloh Community Association was created by and for community residents. Our prime importance is that we preserve African American and Black legacy and our land ownership. We have provided consistent input to halt business encroachment and gentrification. Our organization has persisted despite limited funding over the years, due in large part to historically disproportionately lower funding for Black-led & smaller organizations.

The original eleven families who moved from Old Shiloh (where Biltmore Estate is now) to New Shiloh were both community and civic minded with an emphasis on education, family and spiritual values. The SCRC will first and forbe a testament to shiloh releinacey through econmic opportunites
File Attachment Summary

**Applicant File Uploads**

- SCA Non-Profit.PDF
- SCA COVID Recovery Grant Budget 2022.pdf
Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. During your advance ruling period, you will be treated as a public charity. Your advance ruling period begins with the effective date of your exemption and ends with advance ruling period ending date shown in the heading of the letter.

Shortly before the end of your advance ruling period, we will send you Form 8734, Support Schedule for Advance Ruling Period. You will have 90 days after the end of your advance ruling period to return the completed form. We will then notify you, in writing, about your public charity status.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.
Sincerely,

Lois G. Lerner
Director, Exempt Organizations
Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c)(3)
Statute Extension
## Proposed Project Budget

**Organization Name:** Shiloh Community Association  
**Project Name:** The Shiloh Community Resource Center: Cultivating Sustainable Health, Wellness, and Prosperity in Shiloh  
**Amount Requested:** $6,528,960.00

### Proposed Project Revenue Funder

<table>
<thead>
<tr>
<th>Proposed Revenue Funder</th>
<th>Amount</th>
<th>Confirmed or Pending?</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposed Buncombe COVID Recovery Funds</td>
<td>$150,000</td>
<td>Confirmed</td>
<td>We reserve this grant yearly and disperse funds to the EW Pearson Collaborative</td>
</tr>
<tr>
<td>GoFund Me</td>
<td>$10,000</td>
<td>Confirmed</td>
<td>We established this Fundraiser specifically for the establishment of the Resource Center</td>
</tr>
<tr>
<td>Shiloh Community Association</td>
<td>$5,000</td>
<td>Confirmed</td>
<td>We have membership dues which are due annually</td>
</tr>
<tr>
<td>Fundraisers</td>
<td>$10,000</td>
<td>Confirmed</td>
<td>For the month of August we reach out to local businesses and residents for annually giving</td>
</tr>
<tr>
<td>Community of Promise Award</td>
<td>$2,000</td>
<td>Confirmed</td>
<td>We have participated with WNC Community Foundation for ten years and are awarded funds</td>
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<tr>
<td>Other Grants</td>
<td>$25,000</td>
<td>Confirmed</td>
<td></td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$202,850</strong></td>
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### Proposed Project Expenses

<table>
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<tr>
<th>Proposed Project Expenses</th>
<th>Proposed Recovery Funds</th>
<th>Other Funds</th>
<th>Total</th>
<th>Capital or Operating Expense?</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCRC Administrator</td>
<td>$125,000</td>
<td></td>
<td>$125,000</td>
<td>Operating</td>
<td>This position would begin Y2 @$60K, Y3 @$65K.</td>
</tr>
<tr>
<td>Admin. Assistant</td>
<td>$100,000</td>
<td></td>
<td>$100,000</td>
<td>Operating</td>
<td>This position would be brought in Y2 ($48K, Y3 $52K)</td>
</tr>
<tr>
<td>SCRC Director</td>
<td>$275,000</td>
<td></td>
<td>$275,000</td>
<td>Operating</td>
<td>This position would be Y1 ($83,333, Y2 $91,575, Y3 $100,100)</td>
</tr>
<tr>
<td>Mechanical Operations (Building, Grounds Maintenance)</td>
<td>$120,000</td>
<td></td>
<td>$120,000</td>
<td>Operating</td>
<td>This position would be brought in Y2 ($57,600Y3 $62,400)</td>
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<tr>
<td>Fundraising Campaign Coordinator</td>
<td>$180,000</td>
<td></td>
<td>$180,000</td>
<td>Operating</td>
<td>This position will be Y1: $54,540 Y2: $59,940 Y3: $65,520</td>
</tr>
<tr>
<td>Sr. Construction Project Manager</td>
<td>$228,960</td>
<td></td>
<td>$228,960</td>
<td>Operating</td>
<td>This position would be Y1 @ $109,000 and Y2 $119,960</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$1,028,860</strong></td>
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### Fixed Asset/ New Construction see below

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<tr>
<th>Proposed Recovery Funds</th>
<th>Other Funds</th>
<th>Total</th>
<th>Capital or Operating Expense?</th>
<th>Notes</th>
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<tbody>
<tr>
<td>Building Construction - 10,000 sq ft x @ $400</td>
<td>$4,000,000</td>
<td>$4,000,000</td>
<td>Capital</td>
<td>Labor, Materials, Contractor Fee (includes site work)</td>
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<tr>
<td>Architectural Design</td>
<td>$400,000</td>
<td>$400,000</td>
<td>Capital</td>
<td>See Notes</td>
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<tr>
<td>Structural, Mechanical, Electrical, Plumbing Engineering</td>
<td>$80,000</td>
<td>$80,000</td>
<td>Capital</td>
<td></td>
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<tr>
<td>Civil Engineering and Landscape</td>
<td>$120,000</td>
<td>$120,000</td>
<td>Capital</td>
<td>Site work</td>
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<tr>
<td>Landscape Design</td>
<td>$200,000</td>
<td>$200,000</td>
<td>Capital</td>
<td>Design</td>
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<tr>
<td>FF&amp;E</td>
<td>$560,000</td>
<td>$560,000</td>
<td>Capital</td>
<td>All Furniture, Furnishings, and Equipment (incl. Commercial Kitchen)</td>
</tr>
<tr>
<td>Landscaping Materials and Labor</td>
<td>$260,000</td>
<td>$260,000</td>
<td>Capital</td>
<td>Landscaping</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$6,528,960.00</strong></td>
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