

DELAWARE LIBRARIES OUTDOOR LEARNING & EXPERIENCES

March 2021

Delaware
Division of Libraries



**“THE LIBRARY WE CLOSED
WILL NOT BE THE LIBRARY
WE OPEN.”**



PLACEMAKING STARTER KIT



In the Fall of 2020, **Margaret Sullivan Studio (MSS)** was hired by Delaware Libraries to develop outdoor learning and experiences. The MSS team met with 29 Library Directors to learn more about specific community needs and aspirations. The team developed concepts of how the library could create outdoor spaces to support and foster community outcome goals. Through the one-on-one conversations, MSS outlined strategic areas of focus and identified the following core services for the communities.

STRATEGIC GOAL

FIND

CONNECT

LEARN

INSPIRE

TRANSFORM

ACTIVITIES

- A Conversation
- Take and Makes
- Stories
- Collections
- Movies
- Curbside Services
- WiFi Hotspots
- Partner Resources
- Computer Usage
- Friends Book Sales
- Local "Shop" Sales
- Job and Career Resources
- PPP Loan Assistance
- Small Business Support
- Health and Wellness Support
- Volunteer Opportunities
- Distributions Events
- Technology Access
- Community Conversations
- Community Concerts
- Community Movie Nights
- Community Meditation/ Yoga
- Community Dance Party
- Caregivers Support Groups
- Family Game Day
- Family Activities Day
- Maker Activities
- English as a Second Language Classes
- Homework Help
- Hands On Workshops
- Lectures
- Outdoor Classrooms
- Resume Writing Support
- Sensory Play
- Community Wishing Tree
- Networking Events
- Community Exchange Board

COMPONENTS

WELCOME



SMALL GROUP SEATING



MEDIUM GROUP SEATING



MAKER PICNIC TABLE



ONE-ON-ONE CONVERSATIONS



COMPUTER TABLES



COMPONENTS FOR PURCHASE

CODE	IMAGE	PLAN
CH-01		
LC-01		
TA-01		
TA-03		

PLACEMAKING STARTER KIT

COMPONENTS FOR PURCHASE

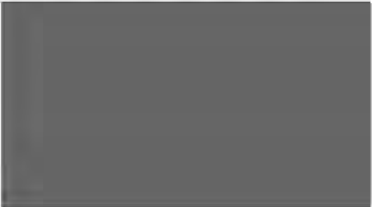
CODE	IMAGE	PLAN
TA-02		
ST-01		
AC-03		
AC-05		

COMPONENTS FOR PURCHASE

CODE	IMAGE	PLAN
AC-04		
AC-02		
		
		
		
		

PLACEMAKING STARTER KIT

COMPONENTS FOR PURCHASE

CODE	IMAGE	PLAN
D0-01		
D0-02		
RENTAL BY LIBRARY		
RENTAL BY LIBRARY		

COMPONENTS THE LIBRARY PROVIDES



Chalk Board

Table Signage



Book Cart



Art Supplies Cart



Sanitizer Sets

PLACEMAKING STARTER KIT

COMPONENTS THE LIBRARY PROVIDES



Outdoor Music Station

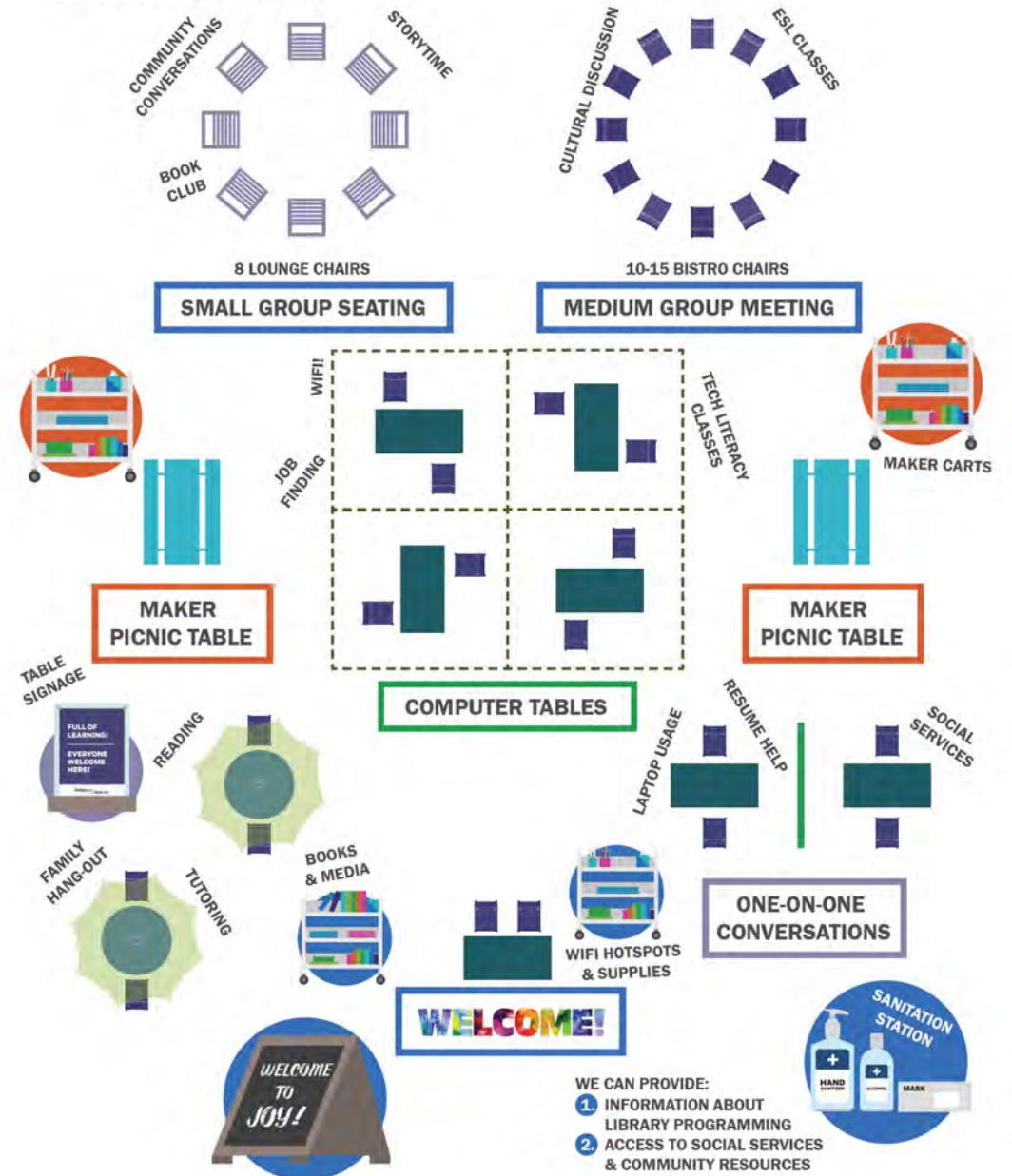


Decorative Table Cloths



Outdoor Green Screen

SCENARIO SKETCH

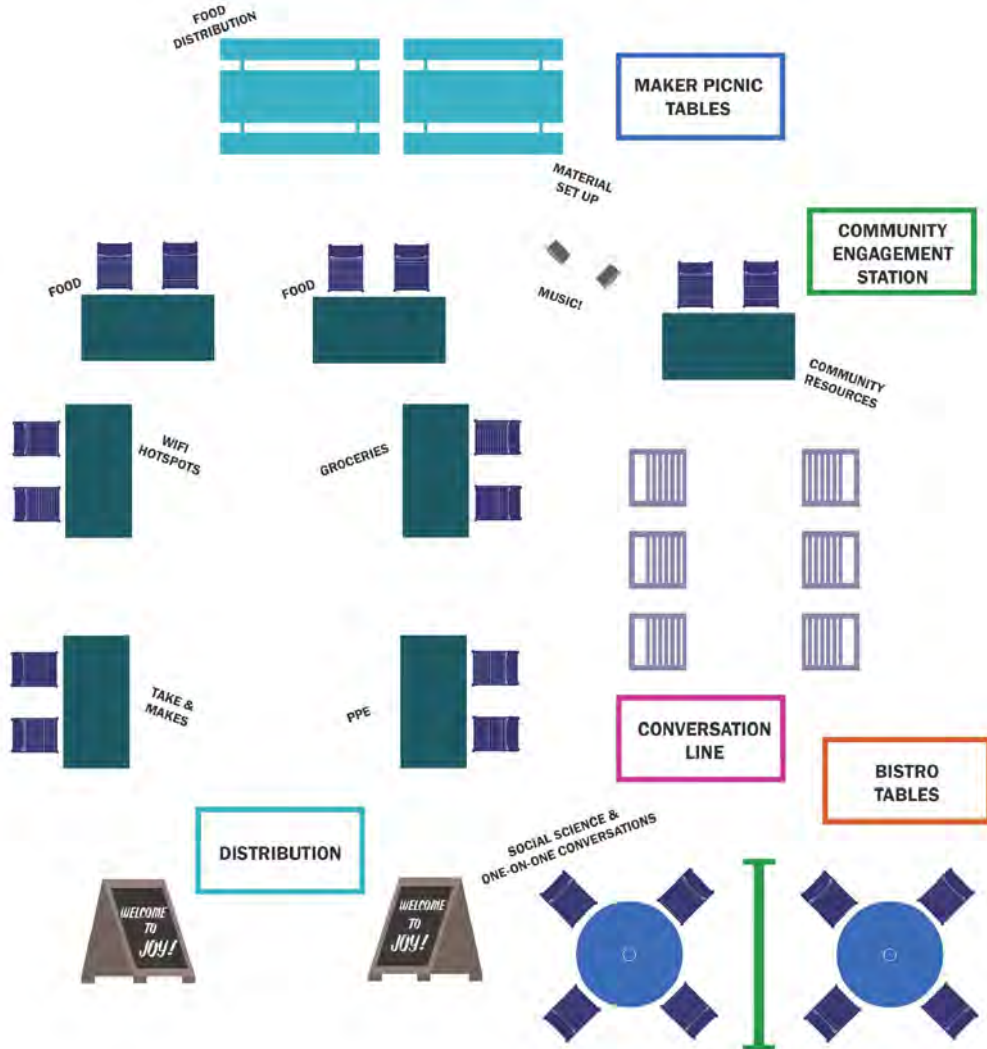


WE CAN PROVIDE:

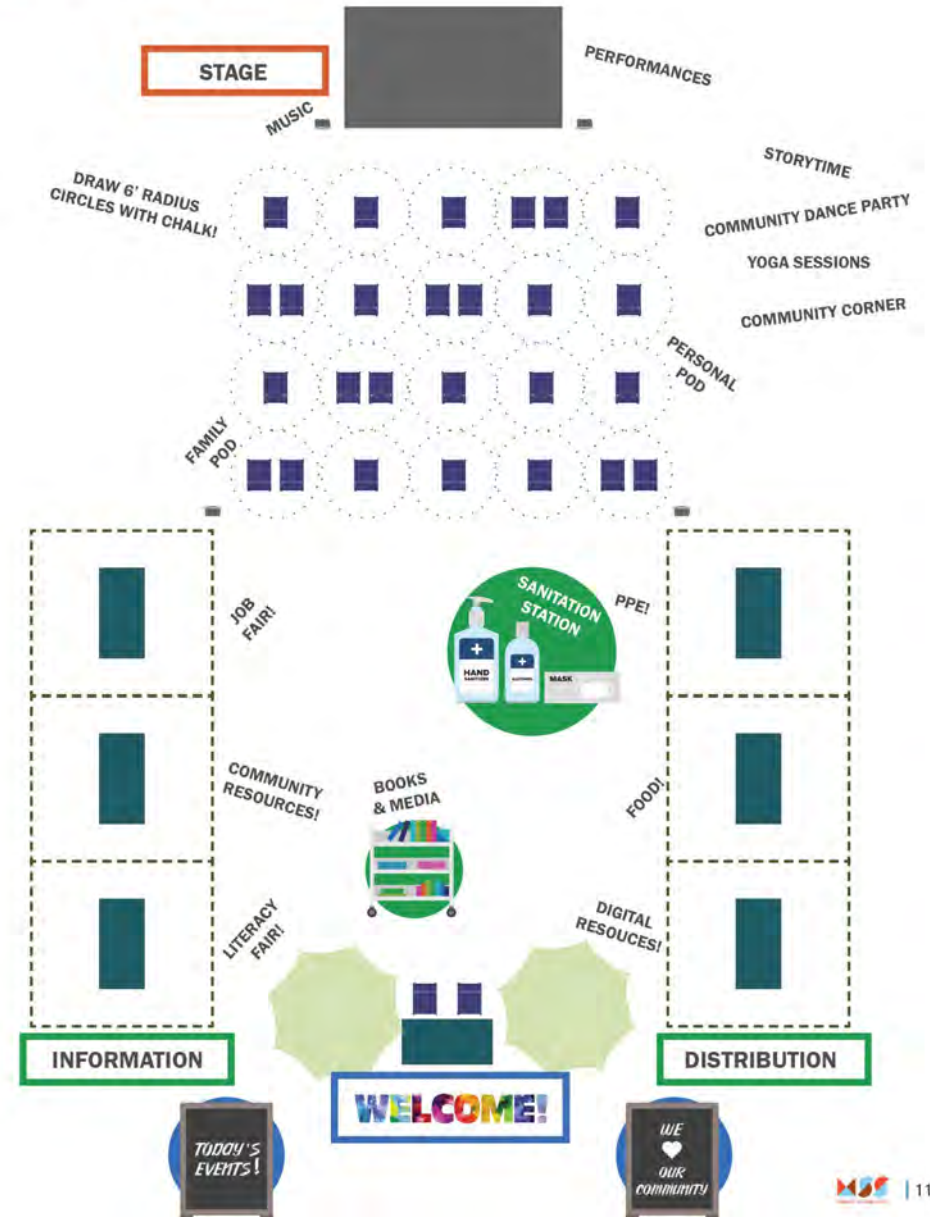
1. INFORMATION ABOUT LIBRARY PROGRAMMING
2. ACCESS TO SOCIAL SERVICES & COMMUNITY RESOURCES

PLACEMAKING STARTER KIT

SCENARIO SKETCH 03



03 SCENARIO SKETCH



PLACEMAKING STARTER KIT COST

Placemaking Starter Kit Cost

Key A: **\$10,859.20**

Key B: **\$14,159.20**

Key C: **\$19,439.20**

Rentals: **\$20,264.20**

STARTER KIT: TALLY SHEET - KEY A								
Code	Item	Manufacturer	Product Information	Extended	Qty.	Extended Cost	Location	Notes
CHAIRS								
CH-01	Chair	Fermob	Bistro Chair	\$85.00	26	\$2,210.00		Folding Chair
LC-01	Lounge Chair	Polywood	Vineyard Garden Armchair: White or Black	\$199.00	8	\$1,592.00		
TABLE								
TA-01	Table	Fermob	Bistro Table	\$500.00	2	\$1,000.00		46" diameter bistro table- 4 person
TA-02	Table	Alulite	30" x 60" Folding Table	\$360.00	7	\$2,520.00		30" x 60" Folding Table
TA-03	Table	Home Depot	A-Frame Outdoor Patio Picnic Table	\$550.00	2	\$1,100.00		Picnic Table
MISCELLANEOUS								
AC-01	Accessory	Pottery Barn		\$400.00	2	\$800.00		8' Umbrella
AC-02	Accessory	U-Line	10'x10'	\$130.00	5	\$650.00		Pop-Up Tent
SUBTOTAL						\$9,872.00		
Install & Delivery		10%		\$0.00		\$987.20		
TOTAL						\$10,859.20		

STARTER KIT: TALLY SHEET - KEY B								
MISCELLANEOUS ADDITIONS								
AC-03	Accessory	Pottery Barn		\$400.00	2	\$800.00		8' Umbrella
DO-01	Dolly	U-Line		\$1,200.00	1	\$1,200.00		Chair Dolly
DO-02	Dolly	U-Line		\$1,000.00	1	\$1,000.00		Table Dolly
SUBTOTAL						\$12,872.00		
Install & Delivery		10%		\$0.00		\$1,287.20		
TOTAL						\$14,159.20		

STARTER KIT: TALLY SHEET - KEY C								
MISCELLANEOUS ADDITIONS								
AC-04	Accessory	Hammacher Schlemmer		\$200.00	4	\$800.00		Outdoor Heater
AC-05	Accessory	Pottery Barn	46"x76"	\$500.00	2	\$1,000.00		Privacy Screen
ST-01	Storage	Outdoor Living Today	12"x4"	\$3,000.00	1	\$3,000.00		Storage Shed
SUBTOTAL						\$17,672.00		
Install & Delivery		10%		\$0.00		\$1,767.20		
TOTAL						\$19,439.20		

STARTER KIT: TALLY SHEET - RENTALS								
MISCELLANEOUS ADDITIONS								
RE-01	Accessory	National Public Seating	96"x36"x8"	\$350.00	1	\$350.00		Stage
RE-02	Accessory	Pyle	12"	\$100.00	4	\$400.00		Speaker Box
SUBTOTAL						\$18,422.00		
Install & Delivery		10%		\$0.00		\$1,842.20		
TOTAL						\$20,264.20		

HARRINGTON PUBLIC LIBRARY



AREA A: PRIMARY SCOPE



AREA B: SECONDARY SCOPE



HARRINGTON: PREPARE AND PROSPER!

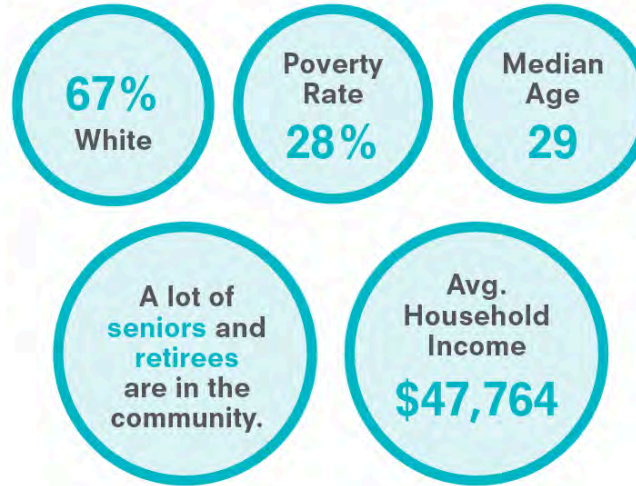
DEMOGRAPHIC SYNTHESIS



The Harrington Public Library service area has a population of 3,638 with a median age of 29. Harrington is an old railroad town that is small and diverse, primarily consisting of working-class families. Residents work at local casinos, fast food restaurants, and grocery stores; there is a need for new business development in the community to expand on skilled job offerings in the area.

Through the design team's conversation with the Library Director, the library discussed the need to support community access to computers and WiFi, and the desire to foster workforce development through programs helping community members in need of job search and resume-writing assistance. The Harrington Public Library would like to explore outdoor experiences that foster intergenerational gathering, possibly a space to foster the library's robust teen involvement, and explore ways to activate Little Freedom Park more through partnerships with the local police department and other community organizations. The MSS design team proposes activating outdoor experiences through Digital Literacy, Personal Development, and Inclusion at the Harrington Public Library.

DEMOGRAPHIC HIGHLIGHTS



PARTNERSHIP OPPORTUNITIES



OUTCOME GOALS



We want the seniors in our community to...

Have a place to spend time with their grandchildren.



We want the adults in our community to...

Be prepared and find a job.



We want the kids in our community to...

Have a safe place to learn and grow.

STRATEGIC AREAS OF FOCUS & PROGRAMS

DELAWARE LIBRARIES



HARRINGTON



PROGRAMS & ACTIVITIES

Food Distribution
PPE Distribution
Farmer's Market
Job Fair
Local Art Showcase
Community Potluck
Community Meetings
Game Night
Movie Night
Senior Computer Classes
Cell Phone & Device Help
Building Websites
Coding Workshops
Virtual Programming
Outdoor WiFi
Computers
Devices
Audio Books
Resume Building
Adult Job Finding
Student Job Finding
Socrates Cafe
Interview Practice
Social Services
Business Services
One-on-one Conversations

STRATEGIC AREAS & ZONING

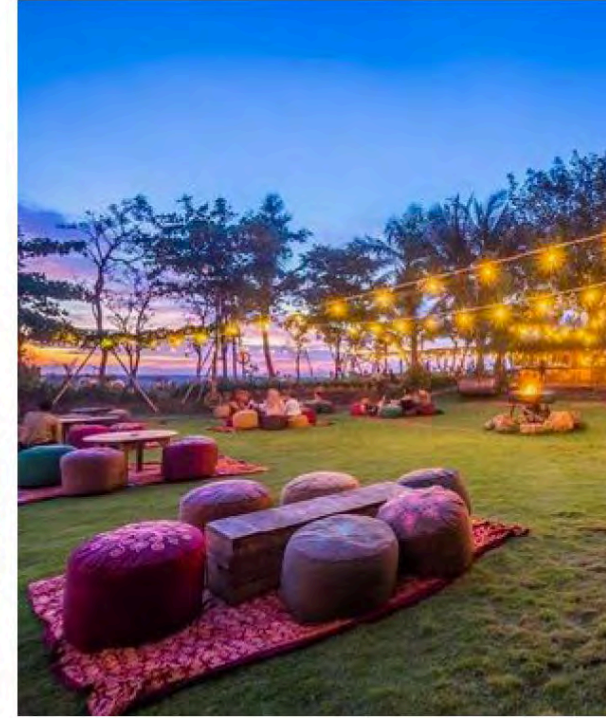
PRIMARY SCOPE



SECONDARY SCOPE



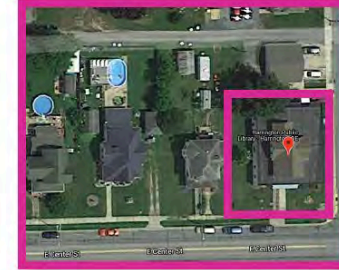
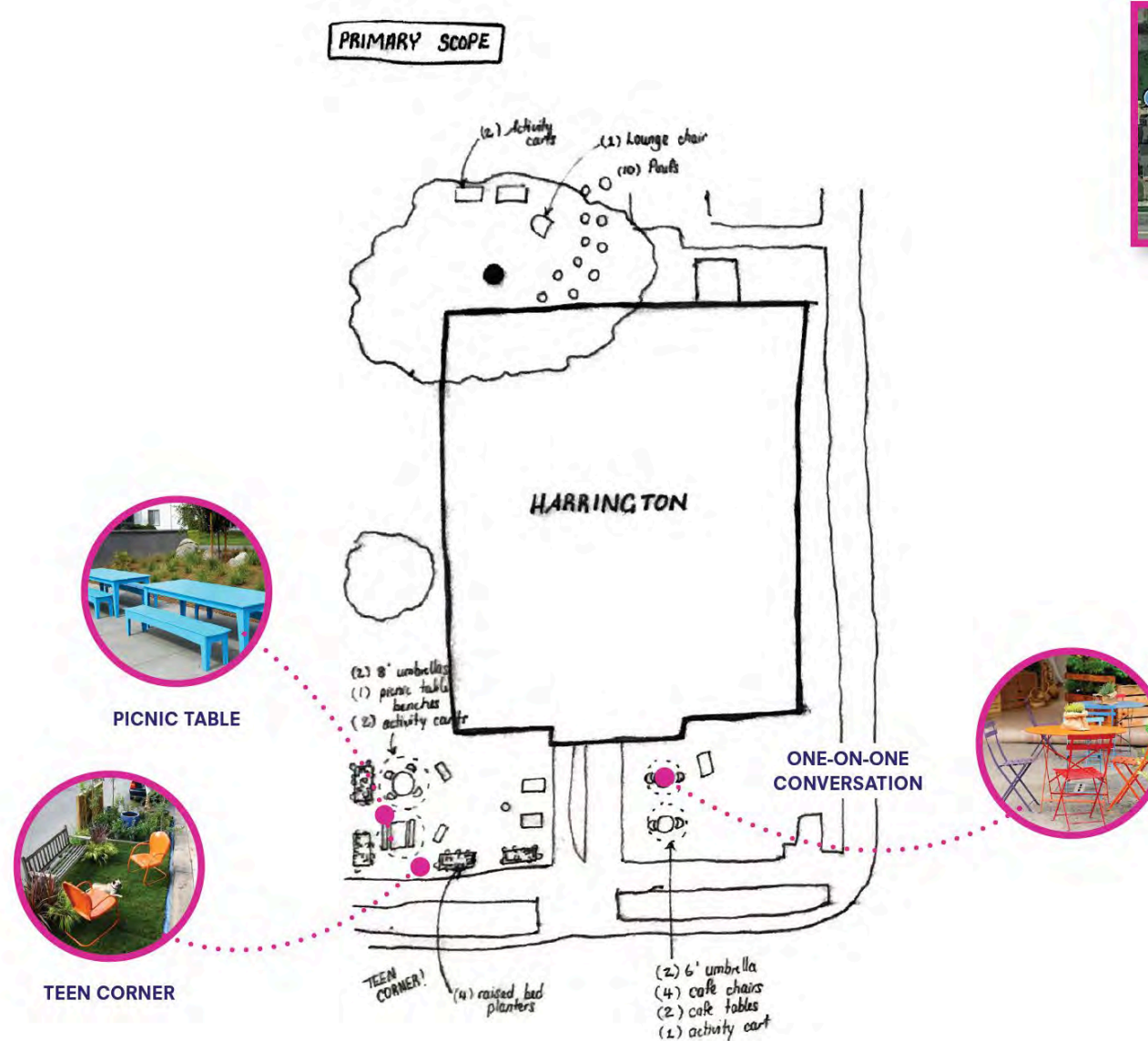
INSPIRATION: LOOK & FEEL



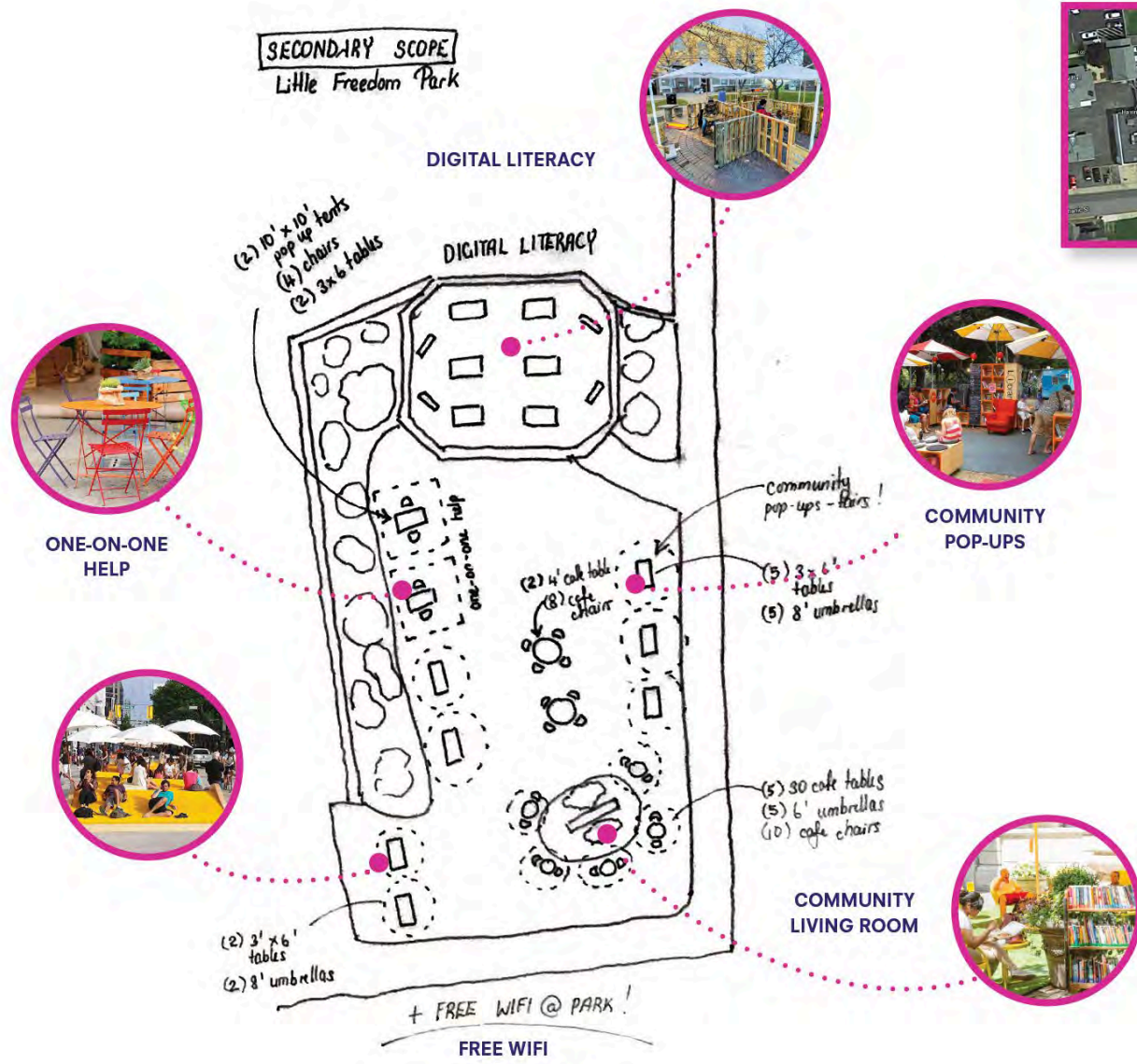
INSPIRATION: LOOK & FEEL



AREA A: PRIMARY SCOPE



AREA B: SECONDARY SCOPE



COST

Primary Scope

Estimated Cost: **\$33,336.00**

Secondary Scope

Estimated Cost: **\$60,634.50**

 MARGARET SULLIVAN STUDIO 307 7th Avenue, Suite 504 New York, NY 10001 T 646 687 7923 W margaretsullivanllc.com 2/26/2021					
HARRINGTON: PRIMARY SCOPE TALLY SHEET - KEY					
Code	Item	List	Extended	Qty.	Extended Cost
CHAIRS					
CH-02	Chair		\$85.00	4	\$340.00
CH-05	Chair		\$950.00	1	\$950.00
TABLE					
TA-02	Table		\$345.00	2	\$690.00
TA-07	Table		\$1,000.00	1	\$1,000.00
POUFS					
LC-01	Lounge		\$1,100.00	10	\$11,000.00
MISC.					
ST-01	Storage		\$5,152.00	0	\$0.00
DO-01	Accessory		\$1,200.00	1	\$1,200.00
DO-02	Accessory		\$1,100.00	1	\$1,100.00
AC-04	Accessory		\$250.00	6	\$1,500.00
AC-20	Accessory		\$340.00	4	\$1,360.00
GA-01	Game		\$277.00	2	\$554.00
MC-01	Rolling Storage		\$574.00	5	\$2,870.00
SUBTOTAL					\$22,224.00
Install & Delivery			10%		\$2,222.40
Contingency			10%		\$2,222.40
Construction & Labor			30%		\$6,667.20
TOTAL					\$33,336.00

Final Draft For Cost Estimation					
T - KEY					
					Extended Cost
					\$8,400.00
					\$1,530.00
					\$2,415.00
					\$3,500.00
					\$11,250.00
					\$5,152.00
					\$1,200.00
					\$1,100.00
					\$3,120.00
					\$460.00
					\$2,296.00
					\$40,423.00
					\$4,042.30
					\$4,042.30
					\$12,126.90
TOTAL					\$60,634.50

SEAFORD DISTRICT LIBRARY



AREA A: PRIMARY SCOPE



SEAFORD: SUPPLYING THE ESSENTIALS!

DEMOGRAPHIC SYNTHESIS

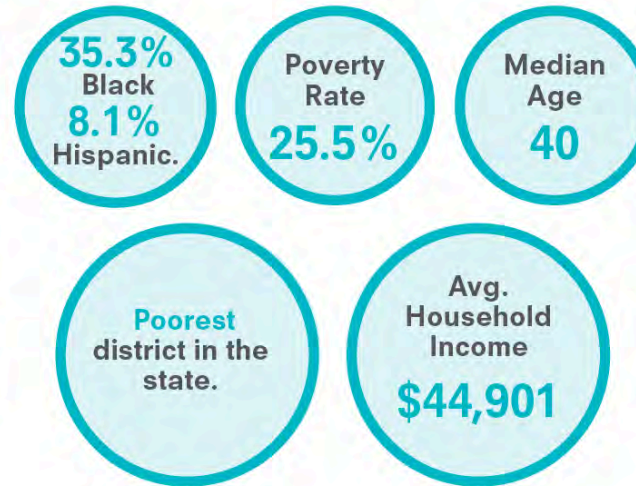


The Seaford District Library service area currently has a population of 7,750 with a median age of 40. It's a small rural community with a significant Haitian population.

Through the design team's conversation with the Library Director, the library discussed that Seaford is a high-need community. The school district is the poorest in the state, and the library has supported the community through being a food distribution site serving over 17,000 meals in 2020. Book materials are not the primary need in this community, the library's main focus is around education-based programming like ESL classes, GED certification, family literacy, and project-based learning.

The MSS design team proposes activating outdoor experiences through Literacy and Learning, Personal Achievement and Inclusion for all, at the Seaford District Library.

DEMOGRAPHIC HIGHLIGHTS



PARTNERSHIP OPPORTUNITIES



DELAWARE HEALTH
AND SOCIAL SERVICES
Division of Public Health



DELAWARE
BOTANIC
GARDENS
AT PEPPER CREEK

OUTCOME GOALS



We want the
homeless in our
community to...

**Have a safe
place to come
for services.**



We want the
families in our
community to...

**Have access
to extra
educational
resources.**



We want all of
our community
members to...

**Welcome and
included.**

STRATEGIC AREAS OF FOCUS & PROGRAMS

DELAWARE LIBRARIES



FIND



CONNECT



LEARN



INSPIRE



TRANSFORM

SEAFORD

LITERACY &
LEARNING

INCLUSION

PERSONAL
ACHIEVEMENT

PROGRAMS & ACTIVITIES

Outdoor Wifi

Computers

Tech Classes for All

Job Finding

Business Services

3D Printing

Tactile Learning

Maker Sessions

Storytime

Gardening

Food & PPE Distribution

Food Trucks

Farmer's Market

Job Fair

Local Art Showcase

Community Dance Party

Yoga for all ages

Community Potluck

Community Meetings

Movie Night

Game Night

Social Services

Tutoring

Storytime

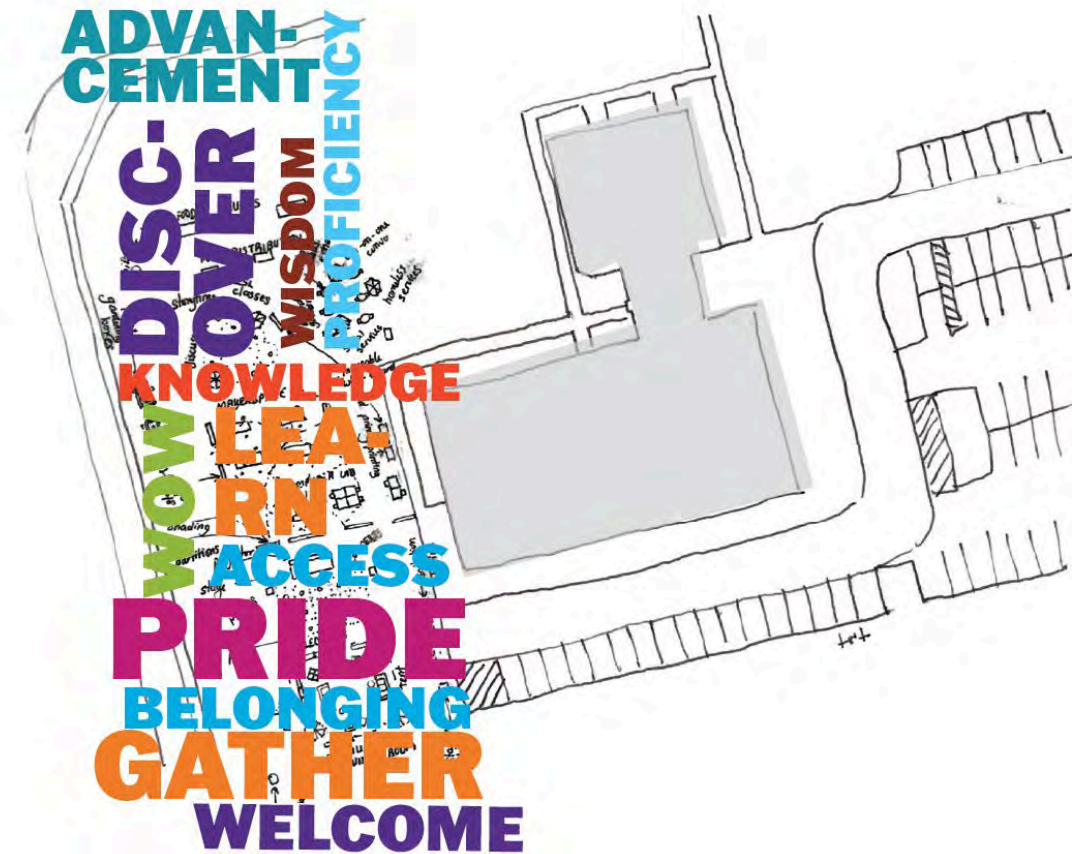
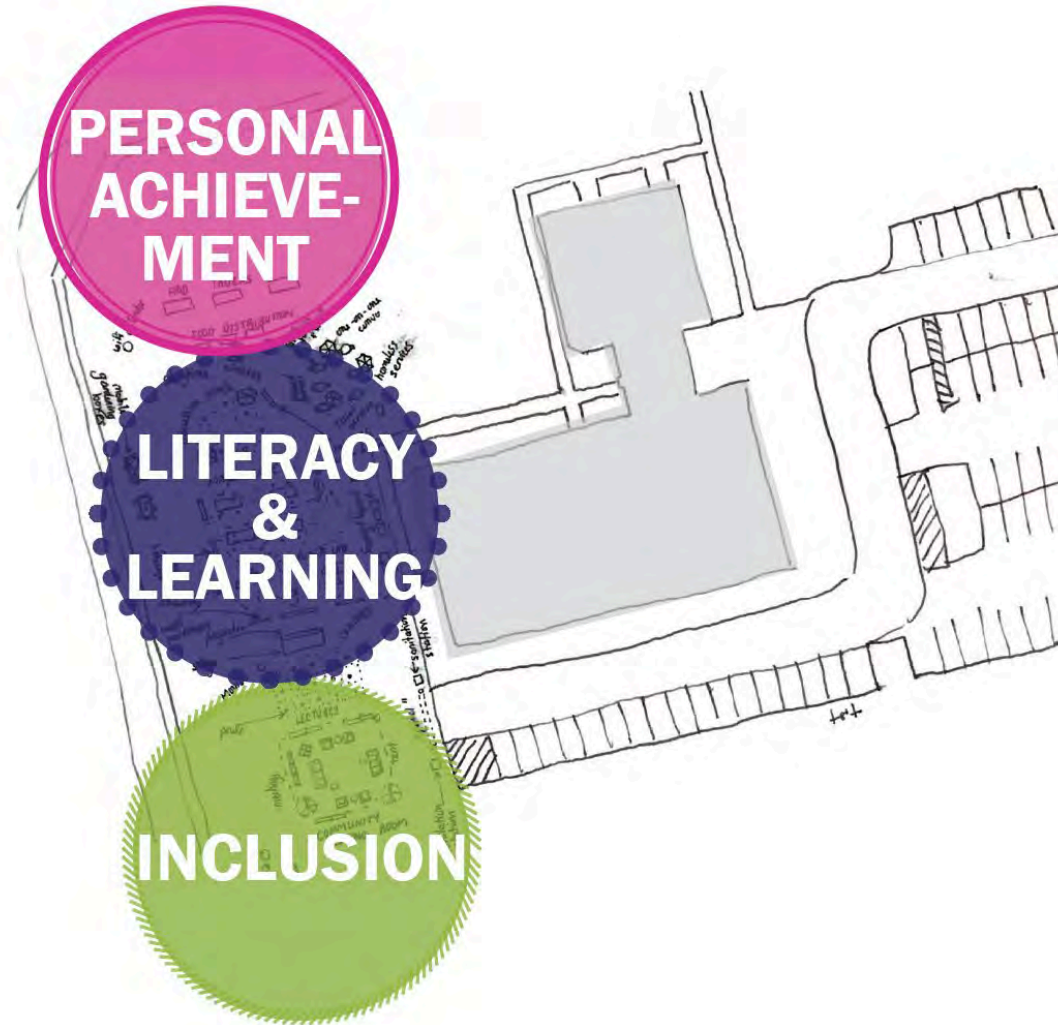
ESL Classes

GED Classes

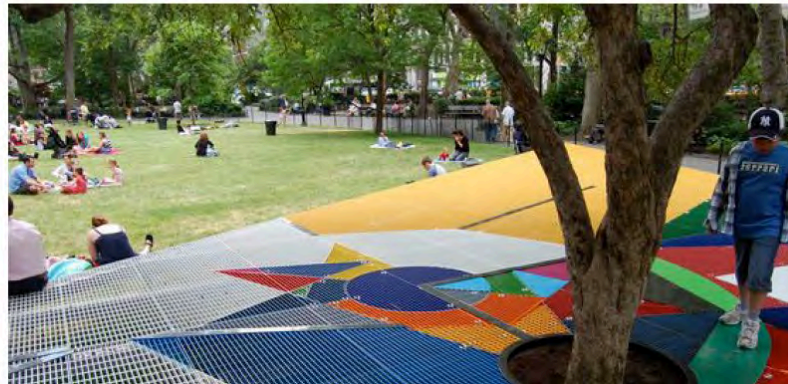
Business Services

Homeless Services

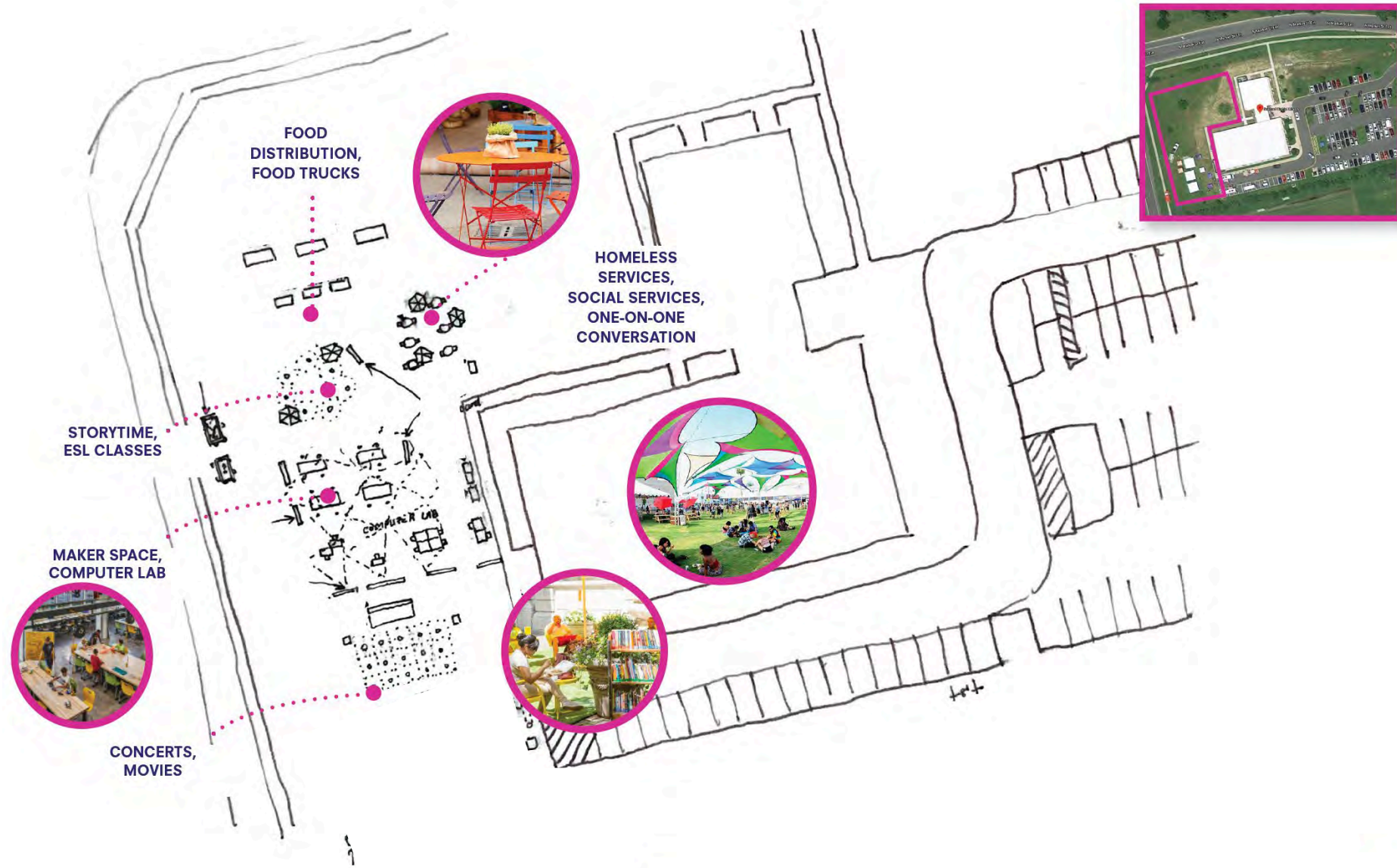
STRATEGIC AREAS & ZONING



INSPIRATION: LOOK & FEEL



AREA A: PRIMARY SCOPE



COST

Primary Scope

Estimated Cost: **\$115,812.72**



MARGARET SULLIVAN STUDIO

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2/26/2021

SEAFORD: TALLY SHEET - KEY					
Code	Item	List	Extended	Qty.	Extended Cost
CHAIRS					
CH-01	Chair		\$300.00	9	\$2,700.00
CH-02	Chair		\$85.00	12	\$1,020.00
STOOLS					
ST-01	Stool		\$250.00	22	\$5,500.00
LOUNGE					
LC-02	Lounge		\$6,500.00	2	\$13,000.00
COUNTER					
FC-01	Counter		\$95.00	3	\$285.00
TABLE					
TA-01	Table		\$405.00	4	\$1,620.00
TA-03	Table		\$500.00	6	\$3,000.00
TA-04	Table		\$360.00	9	\$3,240.00
TA-06	Table		\$600.00	4	\$2,400.00
POUFS					
LC-01	Lounge		\$1,100.00	15	\$16,500.00
MISC.					
DO-01	Dolly		\$1,200.00	1	\$1,200.00
DO-02	Dolly		\$1,000.00	1	\$1,000.00
ST-01	Storage		\$5,152.00	1	\$5,152.00
SA-02	Sanitation		\$200.00	2	\$400.00
RE-01	Vehicle		\$2,500.00	3	\$7,500.00
TE-04	Technology		\$33.00	2	\$66.00
AC-07	Accessory		\$130.00	4	\$520.00

WILMINGTON PUBLIC LIBRARY



AREA A: PRIMARY SCOPE



WILMINGTON: PROVIDING ACCESS!

DEMOGRAPHIC SYNTHESIS

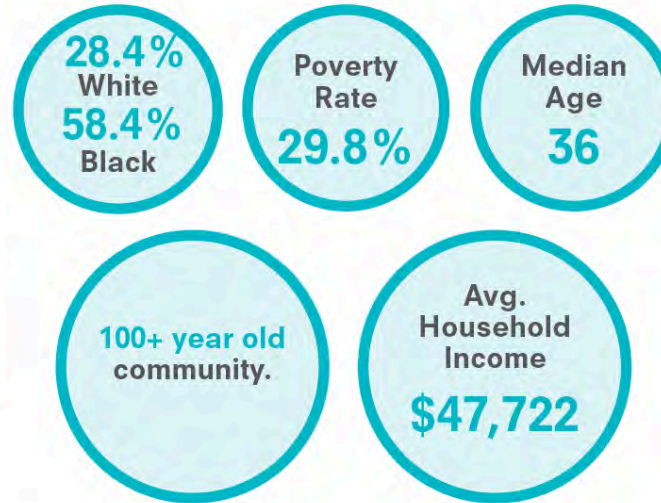


The Wilmington Public Library service area currently has a population of 70,166 with a median age of 36. The community is diverse but mostly consists of African Americans. There is also a significant homeless population.

Through the design team's conversations with the Library Director, the library discussed that a lot of patrons are of a lower socio-economic status and require technology and wifi access. The majority of the cultural programming is geared toward their African American community, however the library would like expand its programming to appeal to young entrepreneurs and millennials.

The MSS design team proposes activating outdoor experiences through Personal Development, Cultural Engagement, Inclusion & Literacy & Learning for all, at the Wilmington Public Library.

DEMOGRAPHIC HIGHLIGHTS



PARTNERSHIP OPPORTUNITIES



National Urban League
Young Professionals

OUTCOME GOALS



We want the students in our community to...

Have access to wifi.



We want the children in our community to...

Have early literacy activities.



We want the families in our community to...

Have a place to hang out and come in.

STRATEGIC AREAS OF FOCUS & PROGRAMS

DELAWARE LIBRARIES



WILMINGTON



PROGRAMS & ACTIVITIES

Outdoor Wifi
Computers
Tech Classes for All
Job Finding
Audio Resources
Book Giveaway
Video Resources
Farmer's Market
Job Fair
Local Art Showcase
Community Dance Party
Community Potluck
Movie Night
Cultural Movie Night
Community Talent Showcase
Live Performances
Life Coaching for Black Women
Black Maternal Series
Adult Maker Session
Arts & Crafts
Food Distribution
PPE Distribution
Live Performances
Social Services
Job Fair
Business Services
Resume Building
Interview Practice

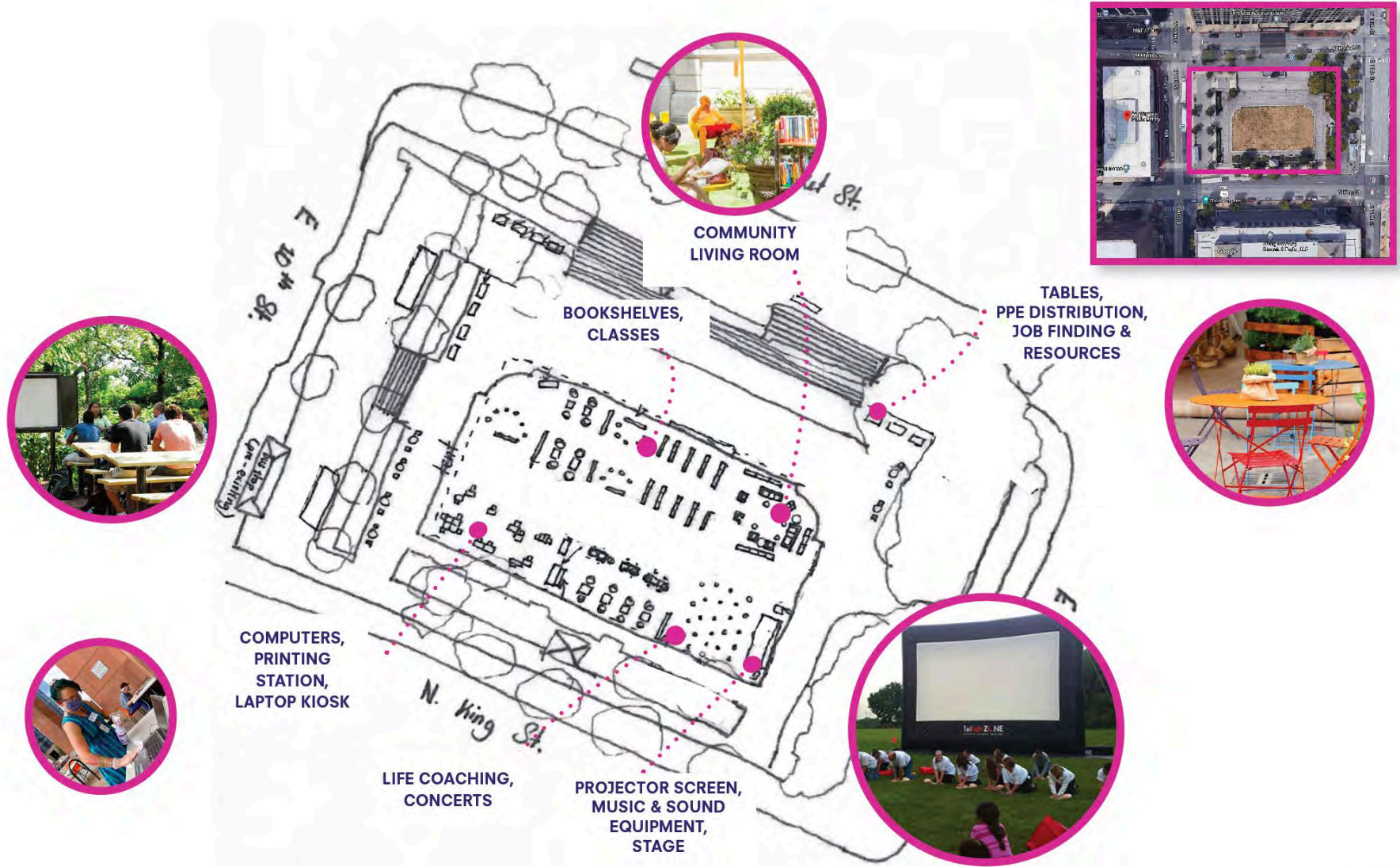
STRATEGIC AREAS & ZONING



INSPIRATION: LOOK & FEEL



AREA A: PRIMARY SCOPE



COST

Primary Scope

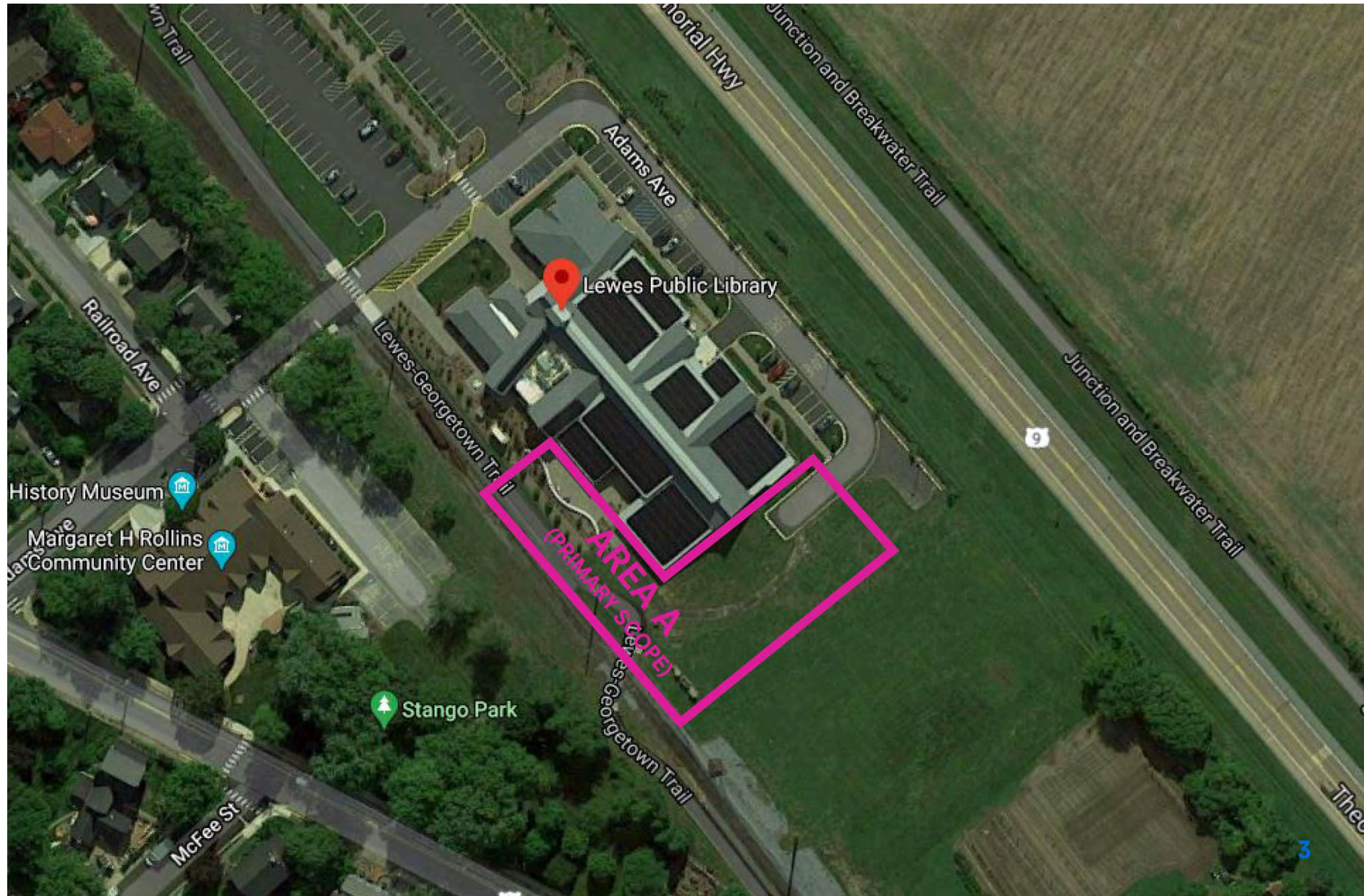
Estimated Cost: **\$197,322.33**

 MARGARET SULLIVAN STUDIO 397 7th Avenue, Suite 504 New York, NY 10001 T 846 887 7923 W margaretsullivanllc.com 2/26/2021					
WILMINGTON: TALLY SHEET - KEY					
Code	Item	List	Extended	Qty.	Extended Cost
CHAIRS					
CH-01	Chair		\$300.00	15	\$4,500.00
CH-02	Chair		\$85.00	12	\$1,020.00
STOOLS					
ST-01	Stool		\$250.00	12	\$3,000.00
LOUNGE					
LC-02	Lounge		\$6,500.00	2	\$13,000.00
LC-03	Lounge		\$1,100.00	16	\$17,600.00
TABLE					
TA-01	Table		\$405.00	3	\$1,215.00
TA-03	Table		\$500.00	6	\$3,000.00
TA-04	Table		\$360.00	15	\$5,400.00
TA-05	Table		\$500.00	10	\$5,000.00
TA-06	Table		\$600.00	11	\$6,600.00
POUFS					
LC-01	Lounge		\$1,100.00	44	\$48,400.00
MISC.					
DO-01	Dolly		\$1,200.00	1	\$1,200.00
DO-02	Dolly		\$1,000.00	1	\$1,000.00
ST-01	Storage		\$5,152.00	1	\$5,152.00
SA-01	Sanitation		\$640.00	2	\$1,280.00
TE-01	Technology		\$485.00	1	\$485.00
AC-11	Accessory		\$165.00	1	\$165.00
AC-07	Accessory		\$130.00	4	\$520.00
AC-10	Accessory		\$3,100.00	1	\$3,100.00
AC-01	Accessory		\$450.00	6	\$2,700.00
AC-03	Accessory		\$2,203.74	3	\$6,611.22
ST-02	Storage		\$600.00	1	\$600.00
SUBTOTAL					\$131,548.22
Install & Delivery			10%		\$13,154.82
Contingency			10%		\$13,154.82
Construction & Labor			30%		\$39,464.47
TOTAL					\$197,322.33

LEWES PUBLIC LIBRARY



AREA A: PRIMARY SCOPE



LEWES: FOSTERING PHILANTHROPY!

DEMOGRAPHIC SYNTHESIS

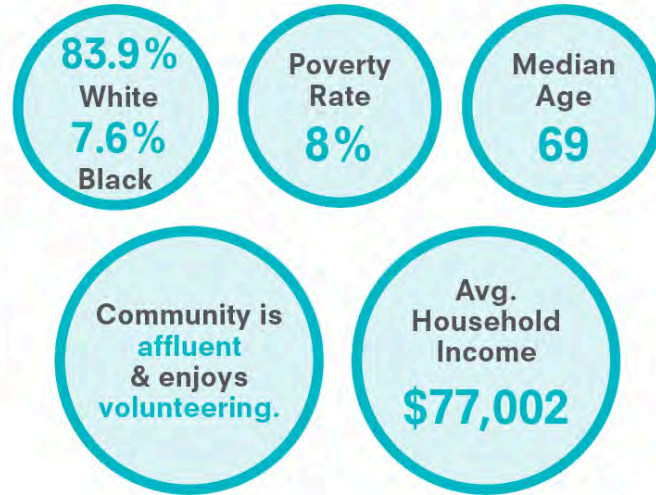


The Lewes Public Library service area currently has a population of 3,083 with a median age of 69. The town is primarily affluent retirees and some active young families. The Library is the go to place for most community members who enjoy volunteering. There is also a small African-American population .

Through the design team's conversations with the Library Director, the library discussed that Lewes is the busiest branch is Sussex. There is a Biking community who host annual fundraisers. The community is very philanthropic and many of the older members come from positions of power and are already tech savvy.

The MSS design team proposes activating outdoor experiences through, Recreation, Personal Enrichment and Cultural Engagement for all its residents at the Lewes Public Library.

DEMOGRAPHIC HIGHLIGHTS



PARTNERSHIP OPPORTUNITIES



OUTCOME GOALS



We want the seniors in our community to...

Be able to give back.



We want the families in our community to...

Enjoy recreational activities.



We want the students in our community to...

Have place for personal enrichment.

STRATEGIC AREAS OF FOCUS & PROGRAMS

DELAWARE LIBRARIES



FIND



CONNECT



LEARN



INSPIRE



TRANSFORM

LEWES

CULTURAL
ENGAGEMENT

RECREATION

PERSONAL
ENRICHMENT

PROGRAMS & ACTIVITIES

Adult Maker Session
Volunteer Opportunities
Book Browsing
Reading
Movies
Concerts
Yoga
Storytime
Community Potluck

Painting
Building
Games
Cooking
Stargazing
Poetry

Intergenerational Maker Session
Arts & Crafts
One-on-One Conversation
Laptop Usage
Bike Rental
Games
Reading
Storytime
Poetry
VR stations

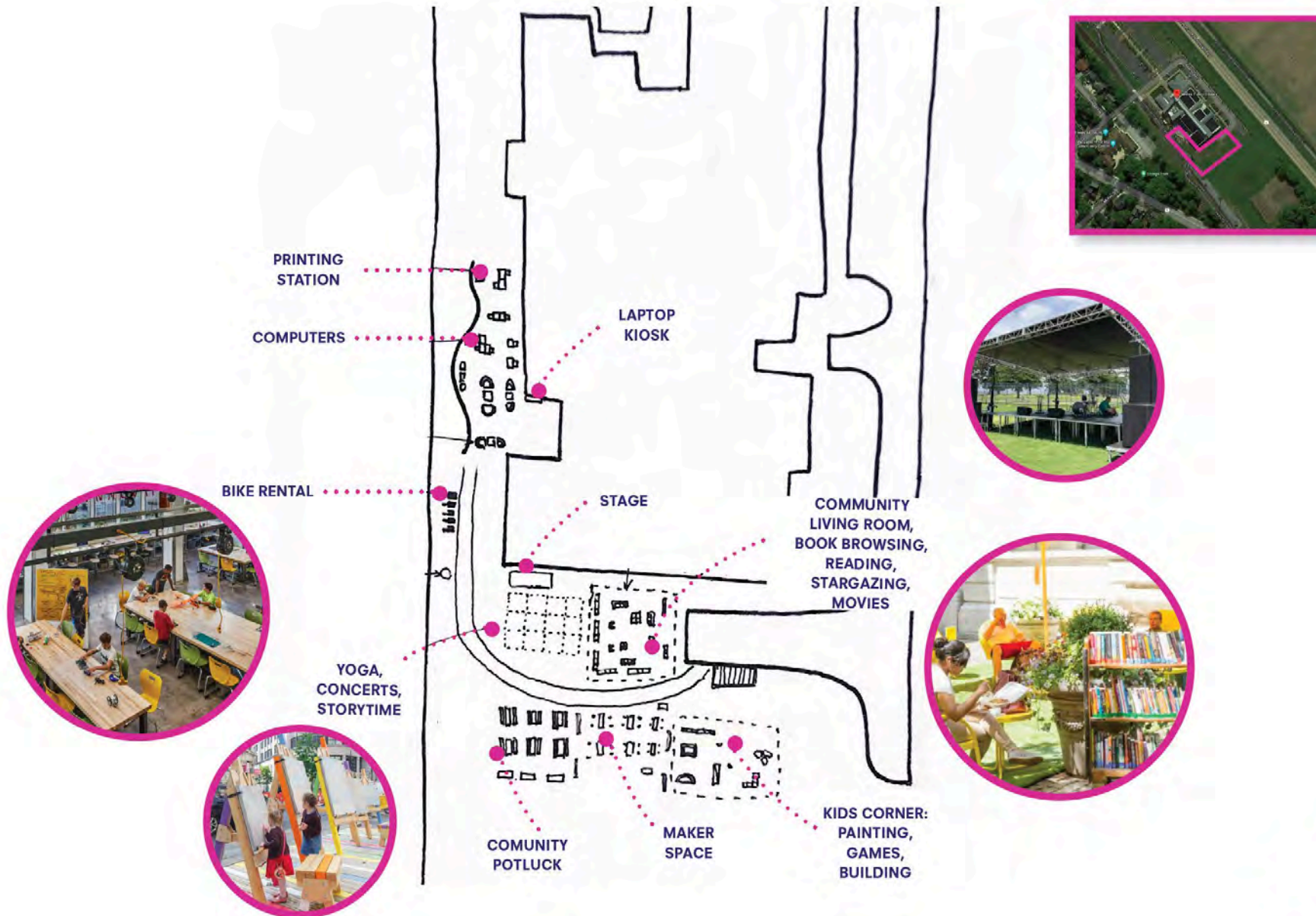
STRATEGIC AREAS & ZONING



INSPIRATION: LOOK & FEEL



AREA A: PRIMARY SCOPE



COST

Primary Scope

Estimated Cost: **\$143,314.56**

 MARGARET SULLIVAN STUDIO 307 7th Avenue, Suite 504 New York, NY 10001 T 848 887 7923 W margaretsullivanllc.com 2/26/2021					
LEWES: TALLY SHEET - KEY					
Code	Item	List	Extended	Qty.	Extended Cost
CHAIRS					
CH-01	Chair		\$300.00	9	\$2,700.00
LC-01	Lounge		\$1,100.00	11	\$12,100.00
CH-02	Chair		\$85.00	8	\$680.00
BE-03	Chair		\$750.00	12	\$9,000.00
TABLES					
TA-01	Table		\$405.00	6	\$2,430.00
TA-02	Table		\$500.00	3	\$1,500.00
TA-08	Table		\$1,000.00	3	\$3,000.00
TA-07	Table		\$1,000.00	6	\$6,000.00
TA-04	Table		\$360.00	10	\$3,600.00
POUFS					
PO-01	Pouf		\$500.00	12	\$6,000.00
MISC.					
DO-01	Dolly		\$1,200.00	1	\$1,200.00
DO-02	Dolly		\$1,000.00	1	\$1,000.00
ST-01	Storage		\$5,152.00	1	\$5,152.00
AC-03	Accessory		\$2,203.74	2	\$4,407.48
AC-19	Accessory		\$1,066.56	1	\$1,066.56
AC-18	Accessory		\$30.00	5	\$150.00
AC-06	Accessory		\$100.00	3	\$300.00
AC-26	Accessory		\$140.00	10	\$1,400.00
AC-07	Accessory		\$200.00	4	\$800.00
AC-11	Accessory		\$200.00	1	\$200.00
AC-22	Accessory		\$100.00	2	\$200.00
GA-09	Accessory		\$190.00	1	\$190.00
TE-07	Technology		\$30,000.00	1	\$30,000.00
AC-01	Accessory		\$229.00	1	\$229.00
AC-14	Accessory		\$130.00	3	\$390.00
AC-24	Accessory		\$700.00	1	\$700.00
ST-02	Rolling Storage		\$574.00	2	\$1,148.00
SUBTOTAL					\$95,543.04
Install & Delivery			10%		\$9,554.30
Contingency			10%		\$9,554.30
Construction & Labor			30%		\$28,662.91
TOTAL					\$143,314.56

THANK

YOU!