

**2025**

# **Accommodations Tax Funds Request Application**

**Organization Name:** Lowcountry Gullah

**Project/Event Name:** Lowcountry Gullah

## **Executive Summary**

Lowcountry Gullah was developed to promote and more importantly document, the richly significant Gullah culture and its contributions to the US. As a historical resource, cultural tourism influencer and preservationist, Lowcountry Gullah provides a necessary and central link to the cultural elements that have been woven into the fabric of our society. With a primary focus on the traditional cultural assets on Hilton Head Island, Lowcountry Gullah is the bridge between all of the Gullah/Geechee communities throughout the designated Gullah/Geechee Corridor, which includes the Sea Islands that span along the eastern seaboard to 35 miles inland from Wilmington, NC to St. Augustine, FL.

With a targeted focus on delivering educational information while stimulating interest in cultural and heritage tourism, the site [www.lowcountrygullah.com](http://www.lowcountrygullah.com) is a web based platform, which affords us significant flexibility and creativity in the types of mediums, and or vehicles used to distribute our cultural and historic message.

Formed through the stories and history of the Gullah culture, the information comes from the community. Therefore, the sole purpose of Lowcountry Gullah, is giving back to the community. Lowcountry Gullah and the Lowcountry Gullah Foundation utilize a non-profit approach, so that any financial resources earned go directly back to the community in the form of historic land preservation, heirs property protection, cultural promotion, information and education.

The Gullah community and culture has been, in a lot of cases, dismissed and ignored, even though it's a significant part of America's historical story. As a result, our mission(s) are to preserve and document the culture, protect the culture's greatest asset, historic Gullah land for future generations, and provide a consistent voice for the community in conjunction with other Gullah cultural partners.

The promotion and preservation of the culture is the primary focus of Lowcountry Gullah. In order to promote the culture, providing information, as well as educating people through creating genealogical connections to the Gullah is an important component to our success. Lowcountry Gullah provides genealogy resources, research assistance and guidance for individuals who are searching their ancestral roots, as well as looking for a cultural connection and foundation.

Lowcountry Gullah fills a necessary and significant void as a central source and online location for Gullah information. People are starving for historic and cultural information, as well as a genealogic connection to their heritage on a local and global level. For the Black community, especially, having a tangible connection to the Gullah culture provides a priceless sense of identity. In a time where ancestry research and identifying one's "self" is a significant part of our society, it's the perfect time to promote the Gullah culture and its relevance to our society to a broader audience.

In addition to being a source of information and promotion for all things Gullah, Lowcountry Gullah provides a direct connection to the culture by offering individuals and groups planning assistance for day and overnight

tours throughout the community's cultural assets in Savannah, Hilton Head, St. Helena and Charleston.

Lowcountry Gullah continues to increase its local, national and international audience and has grown substantially in every state; including being accessed by 97% of the world. Interest from a worldwide audience clearly demonstrates a significant interest in and curiosity for Hilton Head, its history and the island's Gullah culture.

The audience is active and engaged in the content, spending an average of 5 minutes on 5 pages online per visit. The data and the site's growth clearly demonstrates that the audience has a significant interest in Hilton Head and the island's Gullah culture and history.

Content creation is offered and delivered in several different ways (feature documentaries, blog articles and a newsletter) as well as online (Facebook, Instagram, LinkedIn and Threads); audio podcasts - available through top platforms (eg. Apple, Spotify, Amazon, Google, iHeart, Audible, TuneIn); video shorts and documentaries (TV, national and international film festivals), so that it can reach a large and varied audience in whatever way they prefer to receive content. The podcast receives 4,000+ downloads a month, ranking it in the top 5% of all podcasts. The newsletter reaches 4,800+ subscribers with a monthly open rate of 36%, which is higher than the national average.

Our expansion into telling Hilton Head's historic story through powerful documentaries have been well received. The documentaries weave the island and its history into broader more relatable stories. Utilizing internationally based film festivals as a promotional marketing tool has garnered multiple awards (Best Film and Grand Jury Awards) and nominations, in addition to access to audiences and theatrical screenings around the world. The documentaries are accessible on PBS SCETV and it's expected that the Harriet Tubman documentary will go national in 2025. The Troops documentary is expected to be distributed through major streaming services, like Amazon, Hulu, Tubi, or Netflix.

The website enhances and specifically drives tourism by highlighting and promoting the significant contributions that the culture and its people have made to our community and American society. By providing a window, as well as an informational resource into the culture, Lowcountry Gullah enables Hilton Head to be seen as a cultural, heritage and genealogical tourism destination with the backdrop of a great location to vacation that has incredible historic and cultural assets. By offering stories and information that describe various cultural locations, such as the Mitchelville and Ft. Howell, is intriguing and in turn, sparks a desire for travel. On a regular basis, viewers and followers ask for recommendations of specific places to see and stay, or they are excited about sharing their personal experiences from their own visit(s).

The specific type of tourism that Lowcountry Gullah focuses on can be described in several different terms or subcategories: Cultural Tourism, Heritage Tourism, Genealogical Tourism and DNA Tourism. Regardless of the category, they're described as people who are traveling to discover exactly who they are; they're searching for self-identification, authenticity, and (sometimes deeply personal) experiences that uncover a specific place that educates and connects them directly to their lineage.

Heritage or cultural tourism is a \$171 Billion dollar industry and 81% of US tourists consider themselves as such. When cultural tourists travel, 56% of them include a cultural, historic, or heritage activity or event in their vacation. Millennials drive this type of tourism, with 76% desiring vacations that offer more engagement to authentic travel destinations. A cultural tourist is well educated and affluent 41%, travels and spends more 60%, stays longer overnight 77%, is curious and is interested in growing in their knowledge of diverse histories and cultures.

As interest and curiosity about genealogy and "where I come from" expands, more and more, people are realizing how entrenched the Gullah culture is into the fabric of our society. The attention and awareness that

the culture has garnered has made heritage and cultural tourism become a popular influencer for vacation selection for affluent, active, informed and frequent travelers who are looking for authentic educational experiences. By tapping into an audience that's craving broader travel experiences and richer cultural adventures, Lowcountry Gullah reaches a different type of tourist who has cultural needs and curiosity.

As a cultural influencer and through the promotion of the culture, Lowcountry Gullah connects all of the island's historical preservation and cultural assets. Site visitors receive a virtual tour of the area, including pictures that encourage further investigation and a sample of what one could expect upon visiting. Through articles, images and stories, Lowcountry Gullah highlights, cross-promotes and collaborates with the Historic Mitchelville Freedom Park, the Gullah Museum, the Heritage Library, the Coastal Discovery Museum, Ft. Howell, Lean Ensemble and the Gullah Heritage Tours. For example, the Harriet Tubman and Troops documentaries include footage, images and references to Mitchelville and Ft. Howell. Our success is directly tied to the success and sustainability of the island's Gullah culture.

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# 2025 Accommodations Tax Funds Request Application

Date Received: 09/04/2024

Time Received: 03:35 PM

By: Online Submittal

*Applications will not be accepted if submitted after 4 pm on September 6, 2024*

## A. SUMMARY OF GRANT REQUEST:

**ORGANIZATION NAME:** Lowcountry Gullah

**Project/Event Name:** Lowcountry Gullah

Contact Name: Luana Graves Sellars

Title: Founder

Address: 213 William Hilton Parkway, Box 21382, Hilton Head Island, SC 29925

Email Address: lowcountrygullah@gmail.com

Contact Phone: 843-715-3506

Event Date:

Event Location: www.lowcountrygullah.com

**Total Budget:** \$ 0.00

**Grant Requested:** \$100,000.00

Provide a brief summary on the intended use of the grant and how the money would be used. (100 words or less)

Lowcountry Gullah promotes Hilton Head and the Gullah culture using an online platform. With funding, Lowcountry Gullah can significantly increase its marketing and advertising exposure telling our story through films, a podcast, social media, and onsite events. Our unique & expanded promotion of the island's rich history and valuable cultural assets is through a variety of creative advertorial models that reach a wide ranging audience in several different ways. Lowcountry Gullah produces culturally focused articles, podcasts, short videos and feature documentaries that reach people through their preferred method(s) of obtaining information. Sharing our story generats island interest, which directly increases tourism numbers.

How does the organization/event either drive tourism to Hilton Head Island or enhance the visitor experience on Hilton Head Island? How is this impact being measured? (100 words or less)

Lowcountry Gullah highlights and promotes the contributions that the Gullah culture and its people have made to our community and society. The website serves as an educational driver for all of the island's Gullah cultural assets, and an informational enhancer that informs tourists, including while on the island, about Hilton Head and its location in the heart of the Gullah/Geechee Corridor. As a resource, Lowcountry Gullah markets Hilton Head as a

cultural tourism destination while prompting visitors to include the Gullah culture as part of their vacation agenda.

Lowcountry Gullah's website reaches over 20,000+ visitors monthly and 40,000+ on social media.

A. Total Number of Physical Tourists Served: 53,628

*A Tourist is considered a non-resident, traveling more than 50 miles to the Town of Hilton Head Island.*

B. Total Number of Physical Visitors Served: 6,936

*A Visitor is considered a non-resident, who travels 50 miles or less to visit the Town of Hilton Head Island.*

C. Total Number of Physical Residents Served: 4,397

*A Resident is considered any person who claims their property address within the limits of the Town of Hilton Head Island as their primary residence.*

D. Total Number of Physical Patrons Served (A+B+C=D): 64,961

How was the Number of Visitors/Tourists Documented? (250 words or less)

This year, Lowcountry Gullah expanded its reach with direct contact to current and potential tourists through online, TV and documentary screenings, speaking engagements, and participating in island partnered events and festivals (Sankofa Nights, Gullah Celebration, Taste of Gullah, Fish & Grits Festival, Crescendo, Historic Holidays and Gullah Market) and Juneteenth Atlanta, Gullah Festivals (Wilmington, Riceboro, Beaufort), and the Jubilee Festival of Black History & Culture (Columbia). Our annual event participation of 25,876 (calculated by clicker) includes 2,725 zipcodes captured, is in addition to minimally, national and international documentary film festival screening attendance of 4,000+.

By accessing physical tourists on and off island, several varieties of data, including demographic information, site visitors and users based on location, pageviews, interests, trends, searchable keywords and length of time spent on content, and email addresses are obtained.

MailChimp, Google Analytics, Jetpack, Facebook, Instagram, YouTube, LinkedIn and Threads data statistics on content interest and viewership are monitored. Numbers demonstrate a highly interested and actively engaged audience, who comments & shares informational finds, while they explore new learning opportunities and an exciting cultural vacation destination.

In addition to numerical and demographic data, as an interactive platform, a significant amount of visitor comments are received. Comments regarding tourism interests and requests for suggestions on areas or attractions to visit are also compiled. Based on the interest expressed by the audience, information shared is utilized to create new content that is directly targeted towards popular interests.

Through participation in culturally focused events, we are afforded personal one on one interaction in a targeted environment with people who have an expressed interest. Website growth continues with 65,784 users, 128,726 pageviews with 15,000+ being specific HHI focused articles and information.

Lowcountry Gullah documentary productions include two award winning HH focused documentaries: Harriet Tubman|From the Railroad to a Spy, and Colored Troops of the Civil | Courage, Determination. Survival. Both are currently on the film festival circuit with screenings in 15+ US cities, plus Cannes, France. To date, they recieved a combined 9 wins (including Best Film/Grand Jury Award) and 22+ nominations. Harriet Tubman continues its broadcast run on 37,000 PBS/SC-ETV households per viewing (3x a year- 84k) and streaming in 27 PBS markets nationwide. The film is up for a broadcast station vote in November to go national.

The Lowcountry Gullah Podcast has had over 20,000+ downloads to date. Our YouTube houses productions of cultural video shorts, trailers and documentaries to compliment the social media pages: YouTube 336,927+ video views/1,300+ subscribers, Facebook 35,000+, Instagram 5,500+, Threads 1,000+ and LinkedIn 350+. Social media exposure and increased cross promotional vehicles, greatly expand the site's audience and reach, and establishes a diversified, savvy and engaged audience from its growing media footprint.

The monthly newsletter has over 4,500+ actively engaged subscribers with 95% organic captures and only 2% unsubscribing. The average open rate is 36% and a click rate of 30% compared to national averages of 21%/10%.

Our visitor/tourist numbers are very conservative, as the streaming numbers are not calculated into the totals.

## B. DESCRIPTION OF OPERATIONS:

1. For state reporting purposes, give a brief description of the organization. (250 words or less)

Lowcountry Gullah was developed to promote and more importantly document the richly significant Gullah culture and its contributions to the US. As a historical resource and cultural tourism influencer, Lowcountry Gullah provides a necessary and central link to the cultural elements that have been woven into the fabric of our society. With a primary focus on the traditional cultural strengths on Hilton Head, Lowcountry Gullah is the bridge between all Gullah communities throughout the designated Gullah / Geechee Corridor, which includes all of the Sea Islands along the eastern seaboard.

With a focus on providing information and stimulating cultural tourism, the site [www.lowcountrygullah.com](http://www.lowcountrygullah.com) serves as an interconnected resource between all Gullah cultural assets by highlighting the Gullah culture and its people through articles, podcasts, and documentaries that focus on the history and culture. As a result, the incredible amount of interest generated, has translated into a large national and international following, which has an ongoing demand for information, including requests for speaking

engagements. Lowcountry Gullah fills the void as a vital online source for Gullah information, which significantly fueled the expansion of its audience, in addition to creating a space for an online community and cultural dialogue.

At Lowcountry Gullah's core and through support and education of community-based issues, such as the preservation of culture and historic Gullah land, which is the culture's greatest asset. Through raising funds to protect, preserve and prevent the growing critical state that the land faces from being lost through delinquent taxes and heirs property issues.

2. Describe in detail how the requested grant funding would be used? *(250 words or less)*

Lowcountry Gullah is more than just a website. It's become a strong cultural influencer whose sole purpose is to bring the Gullah culture into a greater awareness worldwide. The site receives significant national and international exposure, which, with the addition of ATAX dollars, has been able to demonstrably improve its reach, international audience and ability to be a cultural influencer and promoter for HHI's culture.

Lowcountry Gullah plans to use ATAX dollars to strengthen and maintain its overall presence; including maintaining the site and design adding fresh imagery; the ability to develop new and relevant content; increase its Search Engine Optimization through GOOGLE, advertising (podcast, traditional forms and social media) as well as the promotion of the site and content.

Offering descriptive printed information at events on the culture, website, podcast and visual mediums through documentaries and videos have proven to be a strong drivers for the site and social media.

ATAX dollars enable the site to not only stay updated and relevant, but improve its overall SEO placement. Adding dollars towards GOOGLE enables Lowcountry Gullah to achieve higher advertising frequency and broader social media advertising on Facebook and Instagram, which in turn would continue to extend its worldwide audience and reach. In turn, specific HH focused information receives targeted attention.

The dollars would allow for the design and printing of collateral materials, which would be used to promote the site and culture at a variety of events and travel conferences, such as the African American Tourism Conference and other relevant organizations.

3. What impact would partial funding have on the activities, if full funding were not received? What would the organization change to account for partial funding? *(100 words or less)*

Partial ATAX funding would lessen the amount of national and international exposure and

promotional advertising that Lowcountry Gullah could place, as well as its ability to maintain itself as a Gullah resource that educates and empowers people across the country and around the world. Full ATAX funding would enable the site to expand its SEO by providing priority placement, as well as to broaden its overall social media marketing/advertising presence. The greater placement priority that the site is afforded, translates directly into a higher amount of searchable access that the site achieves, thus delivering greater exposure to Hilton Head.

4. What is expected economic impact and benefit to the Island's tourism? (100 words or less)

Lowcountry Gullah's strong presence and following is recognized and shared internationally. As interest and curiosity about genealogy and "where I come from" expands, learning how entrenched the Gullah culture is into the fabric of our society, sometimes affects people personally. The attention and awareness that the culture has garnered makes heritage and cultural tourism a popular influencer for vacation selection by affluent, active, informed and frequent travelers who are looking for deeper and authentic educational and historical knowledge. Tapping into an audience that's craving broader travel experiences and richer cultural adventures, Lowcountry Gullah reaches that different and sought after tourist.

5. In order to comply with the State's Tourism Expenditure Review Committee annual reporting requirements, **please classify your current grant request into the following authorized categories:**

1 - Destination Advertising/Promotion <i>Advertising and promotion of tourism so as to develop and increase tourist attendance through the generation of publicity.</i>	100 %
2 - Tourism-Related Events <i>Promotion of the arts and cultural events.</i>	0 %
3 - Tourism-Related Facilities <i>Construction, maintenance and operation of facilities for civic and cultural activities including construction and maintenance of access and other nearby roads and utilities for the facilities.</i>	0 %
4 - Tourism-Related Public Services <i>The criminal justice system, law enforcement, fire protection, solid waste collection and health facilities when required to serve tourists and tourist facilities. This is based on the estimated percentage of costs directly attributed to tourist. Also includes public facilities such as restrooms, dressing rooms, parks and parking lots.</i>	0 %
5 - Tourist Public Transportation <i>Tourist shuttle transportation.</i>	0 %



6 - Waterfront Erosion/Control/Repair <i>Control and repair of waterfront erosion.</i>	0 %
7 - Operation of Visitor Information Centers <i>Operating visitor information centers.</i>	0 %
<b>Total:</b>	<b>100 %</b>

6. If not covered elsewhere in the application, please describe (a) how the organization will collaborate with other organizations to enhance tourism efforts, and (b) provide a venue or service not otherwise available to visitors to the Town of Hilton Head Island. (250 words or less)

We can uniquely present targeted information in ways that share our story specifically how people want to receive information. Through an online, audio and visual platforms, site visitors and social media followers receive a varied virtual tour of the island, including images that inspire and encourage further investigation and a sample of what one could expect/do upon visiting. The curiosity that the information develops, frequently prompts tourists to seek recommendations for lodging and/or places to go and experience. Utilizing the instantaneous dialogue that Social Media provides plays a significant part in enabling tourists to quickly see and experience cultural assets that interest them.

By continuously sharing information through the podcast, articles, imagery, informational videos, documentaries, and events, Lowcountry Gullah highlights, cross-promotes and collaborates with the: Lean Ensemble, Land Trust, Mitchelville Freedom Park, the Gullah Museum, NIBCAA, the Gullah Heritage Tours, Coastal Discovery, and the Heritage Library by providing visitors a unique and trendy view into the culture that had not existed previously. Collaborating on cultural projects, videos and documentaries, providing speaking engagements and classes (OLLI), as well as promotion and participation in local cultural events, are just a few of the ways that we have been able to further our common goals.

As a cultural influencer and through the promotion of Hilton Head's Gullah culture, Lowcountry Gullah is the bridge that connects all of the island's cultural and historic preservation assets. The documentary, Colored Troops is a perfect example of the type of collaborations that we engage in. The Heritage Library provided images and research. The Land Trust provided video footage of Ft. Howell and Mitchelville was included as a location.

Our growth and ultimately our success, is directly tied to the sustainability of the island's Gullah culture and cross promoting with other organizations.

7. Additional comments. (250 words or less)

Lowcountry Gullah's primary mission is preserving and protecting Gullah culture. In order

to be a catalyst of a sustained Gullah culture, educating and informing is at our core. Through documentation, education and information, the richness of the culture is being preserved and promoted, however, in addition to preservation, there needs to be protection. A significant element in ensuring the survival of the culture includes protecting its greatest asset, historic generational land might have been originally purchased by the formally enslaved or the first generation after the civil war.

At one point, 3,500 acres on Hilton Head was Gullah owned. Today, that number is around 900 acres. The status of Gullah land is at a critical state, because it has been quietly eroding as a result of increasing development and annual tax sales. By providing informational and educational exposure to heirs' property issues and its legal and financial complications, through fundraising, Lowcountry Gullah's goal is to be beneficial to the community as a whole.

Structurally, Lowcountry Gullah's sister Foundation provides a funding source for the community to draw upon to support its critical issues such as: unravelling heirs' property issues, maintaining Gullah land ownership by preventing loss through property taxes, as well as being a relevant source of cultural communication and connection throughout the community. There are a significant number of needs and we address them as they develop and evolve. Through this work, Lowcountry Gullah and the Foundation, not only highlight and promote the culture, but protect, strengthen and preserve it.

### C. FUNDING:

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1. Please describe how the organization is currently funded. *(100 words or less)*

Lowcountry Gullah's popularity has led to interests/requests for Gullah art and cultural products, which provides a revenue stream, through our online store, the Lowcountry Gullah Market. In addition to online, we offer cultural products at our event and festival booths. With the addition of ATAX dollars, Lowcountry Gullah has significantly increased its marketing and advertising reach and exposure online and on social media.

Continuous efforts seeking local, state, and national grants, and other sponsorship opportunities are an ongoing priority. The financial support that they afford assists in keeping Lowcountry Gullah viable operationally and able to expand its reach and exposure.

2. Please also estimate, as a percentage, the source of the organization's total annual funding.

Government Sources	50	Private Contributions, Donations and Grants
Corporate Support, Sponsors	15	Membership, Dues, Subscriptions
35		Other
Ticket Sales, or Sales and Services		

3. Has the organization requested other ATAX or any other funding from other public sources or organizations?

Yes  No

If so, please list top 3 sources and amounts.

**D. FINANCIAL INFORMATION:**

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Fiscal Year Disclosure: Start Month: **January** End Month: **December**

**Financial Statement Requirements:**

1. The upcoming fiscal year's **operating budget** for the organization.

Budget Provided: **Yes**

2. The previous two fiscal years and current year-to-date **profit and loss reports** for the organization.

Current fiscal year Profit Loss Report Provided: **Yes**

Previous fiscal year Profit Loss Reports Provided:

2022- Previous FY 1

2023- Previous FY 1

3. The previous two fiscal years and current year-to-date **balance sheets**.

Current fiscal year Balance Sheet Provided: **Yes**

Previous fiscal year Balance Sheets Provided:

2023 - Previous FY 1

4. The previous two years and current year **IRS Form 990 or 990T**.

Current year IRS Form 990 or 990T Provided: **Yes**

Previous IRS Form 990 or 990T Years Provided:

2022 - Previous FY 2

**E. FINANCIAL GUARANTEES AND PROCEDURES:**

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1. Provide a copy of the **official minutes** wherein the organization approves the submission of this application.

An official set of minutes have been attached to this application.

2. Indicate whether your organization follows Town procurement guidelines or has its own procurement guidelines which are utilized and followed in the expenditure of ATAX grant funds.
  - Follow Town procurement guidelines
  - Utilize and follow organization's own procurement guidelines
  - Our organization does not have or follow procurement guidelines

**F. MEASURING EFFECTIVENESS:**

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If you received 2023 or 2024 HHI ATAX funds

1. List any ATAX award amounts received in 2023 and/or 2024.

2021	\$75,000.00	
2022	\$75,000.00	
2023	\$97,000.00	LowcountryGullah.com
2024	\$100,000.00	LowcountryGullah.com

2. How were the ATAX funds used? To what extent were the objectives achieved? The ATAX Effectiveness Measurement spreadsheet available in the application portal will show the numerics. Use the space below for verbal comments. (200 words or less)

2024 ATAX funds were used to advertise and promote HH and the Gullah culture through a variety of very successful online options and in person opportunities that not only grew the audience, but established a clear focus on island culture and specific and targeted information, like stories about our history and culture. Consistent fresh content creation includes written articles, a podcast, stories, snippets of information (short informative pieces that inform and tease the reader to discover more, leading them to the site), and the production of video shorts and documentaries (i.e. writing, research, voiceovers, editing and storyline development).

With the website as it's foundation, each element contains HH cultural information and images that are produced and shared with followers. Contents are shared during face to face interactions, posted online, the newsletter, and advertised to an audience larger than

our core and shared through their contacts.

To date, in addition to high monthly website traffic, broadcasting to 27,636 SC TV households, 4,700 YouTube watch hours & 336,927 video plays, social media received 2,631,786 impressions, 993,952+ people reached, 300,000+ post engagements, 8,333 video plays and 51,168+ link click throughs, 36,922 post reactions, 17,345 facebook direct to website landing pageviews, 1,008 comments and 5,094 post shares.

3. What impact did this have on the success of the organization/event and how did it benefit the community? (200 words or less)

ATAX dollars has a tremendous impact on the accelerated and continuous growth of Lowcountry Gullah. The funding enables us to maintain a consistent online presence and produce and deliver fresh content for a very active and engaged audience who responds, shares and discusses the content. The funding is clearly attributed to an overall increase in new users and in online sessions.

The site continues to maintain national coverage plus 165 countries. Local and national visitors have increased annually and the average viewer reads 5 pages/session.

Social Media also experienced tremendous success. Facebook followers increased to 33,000+ to date; Instagram 5,500+. Additional social media platforms (LinkedIn, Threads and YouTube) grew, broadening and diversifying our audience's reach with additional subscribers, viewers and followers.

Currently, the award winning documentary, Civil War Colored Troops produced in collaboration with the Heritage Library and Ft. Howell, has garnered significant exposure through film festival premiers. Offering content like this tells Hilton Head's untold Civil War history and the Colored Troops story, delivering it in a uniquely different way that significantly enhances the historic value of the island for residents and current or potential tourists.

The written, oral and visual content that Lowcountry Gullah provides is a trendy alternative to traditional methods of receiving travel and island cultural information.

4. How does the organization measure the effectiveness of both the overall activity and of individual programs? (200 words or less)

Lowcountry Gullah measures its effectiveness through the awareness, levels of interest and incredible growth that it generates. Utilizing the data services: Google Analytics, Jetpack, Instagram and Facebook Audience Data, we track content interest, growth and audience usage weekly. As a result, we're able to understand which post or video receives greater attention, feedback and focus; and based on that, we can tailor and target the specific audience segments and topics that have the highest interest or amount of engagement.

Based on the data, the site delivers an audience of Adults 18-65+ with a gender split of 25% Men/75% Women broken down as - .7%-18-24; 7%-25-34, 17%-35-44; 23%-45-54; 24%-54-64, 22%-65+.

87% of the viewers/followers are in the US with the top 10 states being: NC, SC, FL, GA, TX, CA, NY, VA, WA, and PA. The top US cities: New York, Charlotte, Washington DC, Atlanta, Chicago, Los Angeles, Raleigh, Dallas and Houston plus Toronto and Montreal, Canada.

13% of users are from 149 countries, counting the top 10 as: Canada, United Kingdom, France, Ireland, Mexico, Sweden, Germany, Australia, China and Argentina.

## G. EXECUTIVE SUMMARY

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Provide an executive summary using the "ATAX Effectiveness Measurement" form provided via the link on the left, or by utilizing the text area provided below to report uses of the organization's prior ATAX grant, if applicable. If creating your own format, please refer to the "ATAX Effectiveness Measurement" form and use the criteria as a guideline in developing your executive summary below. *(1300 words or less)*

Lowcountry Gullah was developed to promote and more importantly document, the richly significant Gullah culture and its contributions to the US. As a historical resource, cultural tourism influencer and preservationist, Lowcountry Gullah provides a necessary and central link to the cultural elements that have been woven into the fabric of our society. With a primary focus on the traditional cultural assets on Hilton Head Island, Lowcountry Gullah is the bridge between all of the Gullah/Geechee communities throughout the designated Gullah/Geechee Corridor, which includes the Sea Islands that span along the eastern seaboard to 35 miles inland from Wilmington, NC to St. Augustine, FL.

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The Gullah community and culture has been, in a lot of cases, dismissed and ignored, even though it's a significant part of America's historical story. As a result, our mission(s) are to preserve and document the culture, protect the culture's greatest asset, historic Gullah land for future generations, and provide a consistent voice for the community in conjunction with other Gullah cultural partners.

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Our expansion into telling Hilton Head's historic story through powerful documentaries have

been well received. The documentaries weave the island and its history into broader more relatable stories. Utilizing internationally based film festivals as a promotional marketing tool has garnered multiple awards (Best Film and Grand Jury Awards) and nominations, in addition to access to audiences and theatrical screenings around the world. The documentaries are accessible on PBS SCETV and it's expected that the Harriet Tubman documentary will go national in 2025. The Troops documentary is expected to be distributed through major streaming services, like Amazon, Hulu, Tubi, or Netflix.

The website enhances and specifically drives tourism by highlighting and promoting the significant contributions that the culture and its people have made to our community and American society. By providing a window, as well as an informational resource into the culture, Lowcountry Gullah enables Hilton Head to be seen as a cultural, heritage and genealogical tourism destination with the backdrop of a great location to vacation that has incredible historic and cultural assets. By offering stories and information that describe various cultural locations, such as the Mitchelville and Ft. Howell, is intriguing and in turn, sparks a desire for travel. On a regular basis, viewers and followers ask for recommendations of specific places to see and stay, or they are excited about sharing their personal experiences from their own visit(s).

The specific type of tourism that Lowcountry Gullah focuses on can be described in several different terms or subcategories: Cultural Tourism, Heritage Tourism, Genealogical Tourism and DNA Tourism. Regardless of the category, they're described as people who are traveling to discover exactly who they are; they're searching for self-identification, authenticity, and (sometimes deeply personal) experiences that uncover a specific place that educates and connects them directly to their lineage.

Heritage or cultural tourism is a \$171 Billion dollar industry and 81% of US tourists consider themselves as such. When cultural tourists travel, 56% of them include a cultural, historic, or heritage activity or event in their vacation. Millennials drive this type of tourism, with 76% desiring vacations that offer more engagement to authentic travel destinations. A cultural tourist is well educated and affluent 41%, travels and spends more 60%, stays longer overnight 77%, is curious and is interested in growing in their knowledge of diverse histories and cultures.

As interest and curiosity about genealogy and "where I come from" expands, more and more, people are realizing how entrenched the Gullah culture is into the fabric of our society. The attention and awareness that the culture has garnered has made heritage and cultural tourism become a popular influencer for vacation selection for affluent, active, informed and frequent travelers who are looking for authentic educational experiences. By tapping into an audience that's craving broader travel experiences and richer cultural adventures, Lowcountry Gullah reaches a different type of tourist who has cultural needs and curiosity.

As a cultural influencer and through the promotion of the culture, Lowcountry Gullah connects all of the island's historical preservation and cultural assets. Site visitors receive a virtual tour of the area, including pictures that encourage further investigation and a sample of what one could expect upon visiting. Through articles, images and stories, Lowcountry Gullah highlights, cross-promotes and collaborates with the Historic Mitchelville Freedom Park, the Gullah Museum, the Heritage Library, the Coastal Discovery Museum, Ft. Howell, Lean Ensemble and the Gullah Heritage Tours. For example, the Harriet Tubman and Troops documentaries include footage, images and references to Mitchelville and Ft. Howell. Our success is directly tied to the success and sustainability of the island's Gullah culture.



<

Signature: Luana Graves Sellars

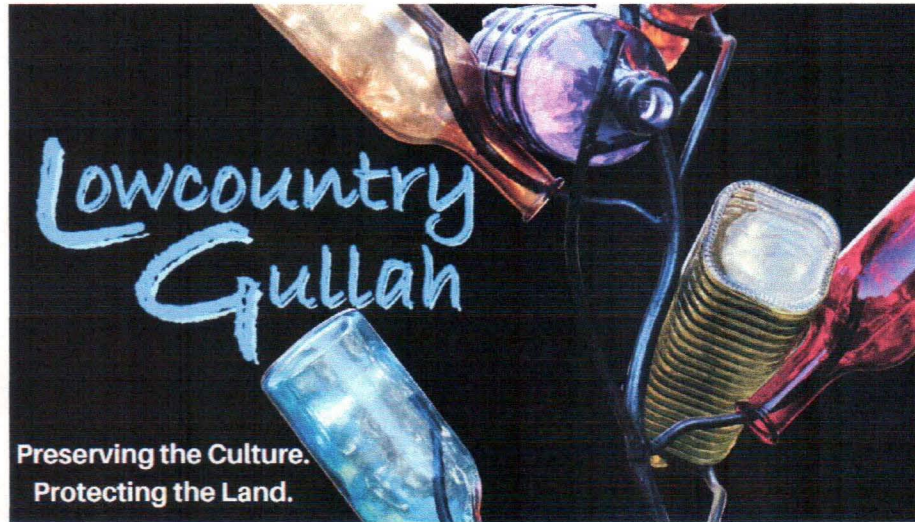
Title/Position: Founder

Mailing Address: 21382 William Hilton Parkway, Box 21382, Hilton Head, SC 29925

Email Address: [lowcountrygullah@gmail.com](mailto:lowcountrygullah@gmail.com)

Office Phone Number: 843-715-3506

Home Phone Number: 954-770-5826



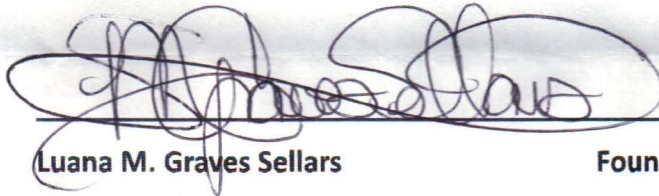
**Board of Directors Meeting**

**July 29, 2024**

**In Attendance:** Fred Hamilton, Herbert Ford, Melvin Campbell, Luana Graves Sellars

**Resolved:** The application request of \$100,000 for the promotion and marketing of Lowcountry Gullah through the website and social media presence. Lowcountry Gullah's proposed ATAX application is approved as submitted.

**Voting In Favor:** Unanimous

  
Luana M. Graves Sellars                      Founding Member                      July 29, 2024

  
Herbert Ford                      Member                      July 29, 2024

**Lowcountry Gullah Operational Budget - 2025**

	<u>Annual Itemized Cost</u>	<u>Annual Expense</u>
<b>Operational Costs</b>		<b>\$8,100.00</b>
Office Supplies	\$200.00	
South State Banking Fees - Merchant	\$500.00	
Merchant Account Fees - Square	\$500.00	
<b>Utilities</b>		
Electric	\$2,000.00	
Water	\$1,200.00	
Landline / Internet	\$2,500.00	
Cellphone	\$1,200.00	
<b>Advertising</b>		<b>\$65,000.00</b>
Google	\$10,000.00	
Overcast	\$5,000.00	
Facebook/Instagram/YouTube	\$50,000.00	
<b>Content Design</b>		<b>\$80,000.00</b>
Snippets/Social Media/Newsletter	\$25,000.00	
Long/Short - Video Production	\$25,000.00	
Artwork	\$5,000.00	
Site Content / Writing / Images	\$25,000.00	
<b>Marketing</b>		<b>\$25,000.00</b>
Social Media	\$15,000.00	
Pull Up Posters	\$500.00	
Collateral Material Design/Printing	\$5,000.00	
<b>Website</b>		<b>\$7,000.00</b>
Domain Hosting - Go Daddy	\$1,000.00	
Monthly Upload / Site Maintenance	\$6,000.00	
<b>Newsletter</b>		<b>\$1,900.00</b>
MailChimp	\$1,900.00	
<b>Events</b>		<b>\$12,000.00</b>
Event Booths	\$5,000.00	
Travel & Expenses	\$7,000.00	
<b>Outreach</b>		<b>\$1,000.00</b>
Miscellaneous	\$1,000.00	
<b>Total 2025 Budget</b>		<b>\$200,000.00</b>

# Lowcountry Gullah

## Balance Sheet Summary

As of September 3, 2024

	TOTAL
ASSETS	<b>\$196,294.66</b>
LIABILITIES AND EQUITY	<b>\$196,294.66</b>

12:57 PM  
08/29/23  
Accrual Basis

**Lowcountry Gullah**  
**Balance Sheet**  
As of August 29, 2023

	<u>Aug 29, 23</u>
<b>ASSETS</b>	
Current Assets	285,427.50
<b>TOTAL ASSETS</b>	<u><u>285,427.50</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	29,707.48
Equity	255,720.02
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>285,427.50</u></u>

# Lowcountry Gullah

## Profit and Loss

January 1 - September 4, 2024

	TOTAL
Income	
Direct Public Grants	78,938.90
Direct Public Support	<b>50,000.00</b>
Investments	<b>7.06</b>
Newsletter Subscriptions	267.95
Program Income	325.00
Services	55,986.81
<b>Total Income</b>	<b>\$185,525.72</b>
GROSS PROFIT	<b>\$185,525.72</b>
Expenses	
Advertising & Promotion	105,444.66
Advertising/Promotional	980.00
Business Expenses	581.56
Contract Services	<b>12,985.00</b>
Event Booths	8,653.21
Facilities and Equipment	<b>194.35</b>
Film Festivals	2,239.55
LCG Market Inventory	1,089.64
Lowcountry Gullah Market Oper	26.75
Marketing	4,522.98
Newsletter	155.15
Operations	<b>169.14</b>
Other Types of Expenses	<b>1,249.95</b>
Production Expense	9,317.63
Research	1,086.55
Social Media Advertising	-6.98
Travel and Meetings	<b>1,130.95</b>
Website Maintenece	168.17
<b>Total Expenses</b>	<b>\$149,988.26</b>
NET OPERATING INCOME	<b>\$35,537.46</b>
NET INCOME	<b>\$35,537.46</b>

12:25 PM  
12/13/23  
Accrual Basis

Lowcountry Gullah Foundation  
**Profit & Loss**  
January through December 2023

	<u>Jan - Dec 23</u>
Ordinary Income/Expense	
Income	
Fiscal Sponsorship	5,000.00
Sankofa Nights Fundraisers	20,822.44
43400 · Direct Public Support	
43410 · Corporate Contributions	59,000.00
43450 · Individ, Business Contributions	27,290.00
Total 43400 · Direct Public Support	86,290.00
46400 · Other Types of Income	10,262.79
Total Income	122,375.23
Expense	
Fundraiser Venue	1,250.00
Fundraisers	7,934.70
HP Client Meetings	16.53
Preservation Tax Payments	42,217.22
Production Costs	5,000.00
TOHHI Hours	4,000.00
Workshops	668.39
60900 · Business Expenses	4,152.58
65000 · Operations	21,723.31
65100 · Other Types of Expenses	20,523.00
68300 · Travel and Meetings	2,271.78
Total Expense	109,757.51
Net Ordinary Income	12,617.72
Net Income	<u><u>12,617.72</u></u>

**Lowcountry Gullah**  
**Profit & Loss**  
January 1 through August 29, 2022

	<u>Jan 1 - Aug 29, 22</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Direct Public Grants	76,310.56
Direct Public Support	1,000.00
Donations	200.00
Lowcountry Gullah Market	13,090.45
Other Types of Income	1,837.58
Program Income	75.17
	<hr/>
<b>Total Income</b>	92,513.76
<b>Expense</b>	
Advertising & Promotion	12,176.92
Business Expenses	6,896.14
Contract Services	7,442.40
Event Booths	3,042.97
LCG Market Inventory	8,065.02
Lowcountry Gullah Market Oper	3,711.47
Marketing	4,715.00
Newsletter	108.12
Operations	2,852.74
Production Expense	7,083.58
Research	230.30
Social Media Advertising	6,724.77
Travel and Meetings	4,506.07
Uncategorized Expenses	3,044.24
Venue Rental	1,250.00
Website Maintenece	665.64
	<hr/>
<b>Total Expense</b>	72,515.38
	<hr/>
<b>Net Ordinary Income</b>	19,998.38
	<hr/>
<b>Net Income</b>	<b>19,998.38</b>





Department of the Treasury  
Internal Revenue Service  
Ogden, UT 84201-0074

Notice	CP211A
Tax period	December 31, 2023
Notice date	July 1, 2024
Employer ID number	84-2343316
To contact us	Phone 877-829-5500
Page 1 of 1	

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LOWCOUNTRY GULLAH  
LUANA M GRAVES SELLARS SOLE MBR  
21832 WILLIAM HILTON PARKWAY  
HILTON HEAD SC 29925



146889

Important information about your December 31, 2023, Form 990

## We approved your Form 8868, Application for Automatic Extension of Time To File an Exempt Organization Return

We approved the Form 8868 for your December 31, 2023, Form 990, Return of Organization Exempt From Income Tax. Your new due date is November 15, 2024.

### What you need to do

File your December 31, 2023, Form 990 by November 15, 2024, electronically. The IRS will not accept Form 990 filed on paper for tax years ending on or after July 31, 2020. You may use software offered by visiting [IRS.gov/eomefproviders](https://www.irs.gov/eomefproviders).

### Additional information

- Visit [IRS.gov/cp211a](https://www.irs.gov/cp211a).
- Go to [IRS.gov/charities](https://www.irs.gov/charities) or call 877-829-5500 to learn more about electronic filing requirements.
- Keep this notice for your records.

**Return of Organization Exempt From Income Tax**

**2022**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form, as it may be made public.

Go to [www.irs.gov/Form990EZ](http://www.irs.gov/Form990EZ) for instructions and the latest information.

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**A For the 2022 calendar year, or tax year beginning** January 01, 2022, and ending December 31, 2022

**B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Final return/terminated  
 Amended return  
 Application pending

**C** Name of organization: Lowcountry Gullah a.k.a. Lowcountry Gullah

Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
 21382 William Hilton Parkway

City or town, state or province, country, and ZIP or foreign postal code  
 HILTON HEAD, SC 29925-4601

**D** Employer identification number: 87-1689337

**E** Telephone number: 843-715-3506

**F** Group Exemption Number:

**G** Accounting Method:  Cash  Accrual Other (specify):

**H** Check  if the organization is not required to attach Schedule B (Form 990).

**I** Website: [www.historicgullahlandpreservation.org](http://www.historicgullahlandpreservation.org)

**J** Tax-exempt status (check only one) -  501(c)(3)  501(c) ( ) (insert no.)  4947(a)(1) or  527

**K** Form of organization:  Corporation  Trust  Association  Other: Foundation

**L** Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B)) are \$500,000 or more, file Form 990 instead of Form 990-EZ \$ 19,120

**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances** (see the instructions for Part I)  
 Check if the organization used Schedule O to respond to any question in this Part I

		1	2	3	4	5a	5b	5c	6a	6b	6c	6d	7a	7b	7c	8	9	10	11	12	13	14	15	16	17	18	19	20	21					
Revenue	1	Contributions, gifts, grants, and similar amounts received															19,120																	
	2	Program service revenue including government fees and contracts																																
	3	Membership dues and assessments																																
	4	Investment income																																
	5a	Gross amount from sale of assets other than inventory																																
	b	Less: cost or other basis and sales expenses																																
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)																																
	6	Gaming and fundraising events:																																
	a	Gross income from gaming (attach Schedule G if greater than \$15,000)																																
	b	Gross income from fundraising events (not including \$ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000)																																
c	Less: direct expenses from gaming and fundraising events																																	
d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)																																	
7a	Gross sales of inventory, less returns and allowances																																	
b	Less: cost of goods sold																																	
c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)																																	
8	Other revenue (describe in Schedule O)																																	
9	<b>Total revenue.</b> Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8																																	
Expenses	10	Grants and similar amounts paid (list in Schedule O)																																
	11	Benefits paid to or for members																																
	12	Salaries, other compensation, and employee benefits																																
	13	Professional fees and other payments to independent contractors																																
	14	Occupancy, rent, utilities, and maintenance																																
	15	Printing, publications, postage, and shipping																																
	16	Other expenses (describe in Schedule O)																																
17	<b>Total expenses.</b> Add lines 10 through 16																																	
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)																																
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)																																
	20	Other changes in net assets or fund balances (explain in Schedule O)																																
	21	Net assets or fund balances at end of year. Combine lines 18 through 20																																





Part V Other Information (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V

33 Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O
34 Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions
35a Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?
35b If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O
35c Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III
36 Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N
37a Enter amount of political expenditures, direct or indirect, as described in the instructions
37b Did the organization file Form 1120-POL for this year?
38a Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?
38b If "Yes," complete Schedule L, Part II, and enter the total amount involved
39 Section 501(c)(7) organizations. Enter:
39a Initiation fees and capital contributions included on line 9
39b Gross receipts, included on line 9, for public use of club facilities
40a Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911; section 4912; section 4955:
40b Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I
40c Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958
40d Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization
40e All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T
41 List the states with which a copy of this return is filed: SC
42a The organization's books are in care of: Luana Graves Sellars Telephone no. 843-715-3506
Located at: 21382 WILLIAM HILTON PKWY, HILTON HEAD, SC ZIP + 4 29925-4601
42b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country: See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).
42c At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country:
43 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 - Check here and enter the amount of tax-exempt interest received or accrued during the tax year
44a Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ
44b Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ
44c Did the organization receive any payments for indoor tanning services during the year?
44d If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O
45a Did the organization have a controlled entity within the meaning of section 512(b)(13)?
45b Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions

	<b>Yes</b>	<b>No</b>
<b>46</b> Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I . . . . .	<input type="checkbox"/>	<input checked="" type="checkbox"/>

**Part VI Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI . . . . .

	<b>Yes</b>	<b>No</b>
<b>47</b> Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II . . . . .	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>48</b> Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E . . . . .	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>49a</b> Did the organization make any transfers to an exempt non-charitable related organization? . . . . .	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>b</b> If "Yes," was the related organization a section 527 organization? . . . . .	<input type="checkbox"/>	<input type="checkbox"/>

**50** Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
NONE				

**f** Total number of other employees paid over \$100,000 . . . . . \_\_\_\_\_

**51** Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
NONE		

**d** Total number of other independent contractors each receiving over \$100,000 . . . . . \_\_\_\_\_

**52** Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A . . . . .  **Yes**  **No**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer Luana Graves Sellars Founder		Date 10/26/2023		
	Type or print name and title				
<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	Firm's name		Firm's EIN		
	Firm's address		Phone no.		

May the IRS discuss this return with the preparer shown above? See instructions . . . . .  **Yes**  **No**

**SCHEDULE A  
(Form 990)**

**Public Charity Status and Public Support**

OMB No. 1545-0047

**2022**

**Open to Public  
Inspection**

Department of the Treasury  
Internal Revenue Service

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.  
Attach to Form 990 or Form 990-EZ.

Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

<b>Name of the organization</b> Lowcountry Gullah	<b>Employer identification number</b> 87-1689337
--	---

**Part I Reason for Public Charity Status.** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i)**.
- 2  A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E (Form 990).)
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state:
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 8  A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 9  An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:
- 10  An organization that normally receives (1) more than 33<sup>1</sup>/<sub>3</sub>% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33<sup>1</sup>/<sub>3</sub>% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3)**. Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
  - f Enter the number of supported organizations
  - g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)			<input type="checkbox"/>	<input type="checkbox"/>		
(B)			<input type="checkbox"/>	<input type="checkbox"/>		
(C)			<input type="checkbox"/>	<input type="checkbox"/>		
(D)			<input type="checkbox"/>	<input type="checkbox"/>		
(E)			<input type="checkbox"/>	<input type="checkbox"/>		
<b>Total</b>						

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") . . . . .						
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>4 Total.</b> Add lines 1 through 3 . . . . .						
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . . . .						
<b>6 Public support.</b> Subtract line 5 from line 4						

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>7</b> Amounts from line 4 . . . . .						
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .						
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on . . . . .						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>11 Total support.</b> Add lines 7 through 10						
<b>12</b> Gross receipts from related activities, etc. (see instructions) . . . . .					<b>12</b>	
<b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> . . . . . <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2022 (line 6, column (f), divided by line 11, column (f)) . . . . .	<b>14</b>	%
<b>15</b> Public support percentage from 2021 Schedule A, Part II, line 14 . . . . .	<b>15</b>	%
<b>16a 33 1/3% support test—2022.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>b 33 1/3% support test—2021.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>17a 10%-facts-and-circumstances test—2022.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>b 10%-facts-and-circumstances test—2021.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . <input type="checkbox"/>		

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")					9,000	9,000
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose . . . .						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>6 Total.</b> Add lines 1 through 5 . . . . .					9,000	9,000
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons . . . . .						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year . . . . .						
<b>c</b> Add lines 7a and 7b . . . . .						
<b>8 Public support.</b> (Subtract line 7c from line 6.) . . . . .						9,000

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>9</b> Amounts from line 6 . . . . .					9,000	9,000
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 . . . . .						
<b>c</b> Add lines 10a and 10b . . . . .						
<b>11</b> Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on . . . . .						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.) . . . . .					9,000	9,000

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f)) . . . . .	<b>15</b>	%
<b>16</b> Public support percentage from 2021 Schedule A, Part III, line 15 . . . . .	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for <b>2022</b> (line 10c, column (f), divided by line 13, column (f)) . . . . .	<b>17</b>	%
<b>18</b> Investment income percentage from <b>2021</b> Schedule A, Part III, line 17 . . . . .	<b>18</b>	%

**19a 33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**b 33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions



**Part IV Supporting Organizations**

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	<input type="checkbox"/>	<input type="checkbox"/>
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?	<input type="checkbox"/>	<input type="checkbox"/>
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b> Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>c</b> Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>	<input type="checkbox"/>	<input type="checkbox"/>

**Part IV Supporting Organizations** (continued)

		Yes	No
<b>11</b>	Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b>	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b>	A family member of a person described on line 11a above?	<input type="checkbox"/>	<input type="checkbox"/>
<b>c</b>	A 35% controlled entity of a person described on line 11a or 11b above? If "Yes" to line 11a, 11b, or 11c, provide detail in <b>Part VI</b> .	<input type="checkbox"/>	<input type="checkbox"/>

**Section B. Type I Supporting Organizations**

		Yes	No
<b>1</b>	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? If "No," describe in <b>Part VI</b> how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.	<input type="checkbox"/>	<input type="checkbox"/>
<b>2</b>	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in <b>Part VI</b> how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.	<input type="checkbox"/>	<input type="checkbox"/>

**Section C. Type II Supporting Organizations**

		Yes	No
<b>1</b>	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in <b>Part VI</b> how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).	<input type="checkbox"/>	<input type="checkbox"/>

**Section D. All Type III Supporting Organizations**

		Yes	No
<b>1</b>	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	<input type="checkbox"/>	<input type="checkbox"/>
<b>2</b>	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in <b>Part VI</b> how the organization maintained a close and continuous working relationship with the supported organization(s).	<input type="checkbox"/>	<input type="checkbox"/>
<b>3</b>	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in <b>Part VI</b> the role the organization's supported organizations played in this regard.	<input type="checkbox"/>	<input type="checkbox"/>

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b>	Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b>	<input type="checkbox"/> The organization satisfied the Activities Test. Complete <b>line 2</b> below.		
<b>b</b>	<input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete <b>line 3</b> below.		
<b>c</b>	<input type="checkbox"/> The organization supported a governmental entity. Describe in <b>Part VI</b> how you supported a governmental entity (see instructions).		
<b>2</b>	Activities Test. <b>Answer lines 2a and 2b below.</b>		
<b>a</b>	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in <b>Part VI identify those supported organizations and explain</b> how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b>	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in <b>Part VI</b> the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.	<input type="checkbox"/>	<input type="checkbox"/>
<b>3</b>	Parent of Supported Organizations. <b>Answer lines 3a and 3b below.</b>		
<b>a</b>	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If "Yes" or "No," provide details in <b>Part VI</b> .	<input type="checkbox"/>	<input type="checkbox"/>
<b>b</b>	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in <b>Part VI</b> the role played by the organization in this regard.	<input type="checkbox"/>	<input type="checkbox"/>

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1**  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A—Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
<b>1</b>	Net short-term capital gain	<b>1</b>	
<b>2</b>	Recoveries of prior-year distributions	<b>2</b>	
<b>3</b>	Other gross income (see instructions)	<b>3</b>	
<b>4</b>	Add lines 1 through 3.	<b>4</b>	
<b>5</b>	Depreciation and depletion	<b>5</b>	
<b>6</b>	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	<b>6</b>	
<b>7</b>	Other expenses (see instructions)	<b>7</b>	
<b>8</b>	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	<b>8</b>	
<b>Section B—Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
<b>1</b>	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
<b>a</b>	Average monthly value of securities	<b>1a</b>	
<b>b</b>	Average monthly cash balances	<b>1b</b>	
<b>c</b>	Fair market value of other non-exempt-use assets	<b>1c</b>	
<b>d</b>	<b>Total</b> (add lines 1a, 1b, and 1c)	<b>1d</b>	
<b>e</b>	<b>Discount</b> claimed for blockage or other factors ( <i>explain in detail in Part VI</i> ):		
<b>2</b>	Acquisition indebtedness applicable to non-exempt-use assets	<b>2</b>	
<b>3</b>	Subtract line 2 from line 1d.	<b>3</b>	
<b>4</b>	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	<b>4</b>	
<b>5</b>	Net value of non-exempt-use assets (subtract line 4 from line 3)	<b>5</b>	
<b>6</b>	Multiply line 5 by 0.035.	<b>6</b>	
<b>7</b>	Recoveries of prior-year distributions	<b>7</b>	
<b>8</b>	<b>Minimum Asset Amount</b> (add line 7 to line 6)	<b>8</b>	
<b>Section C—Distributable Amount</b>			Current Year
<b>1</b>	Adjusted net income for prior year (from Section A, line 8, column A)	<b>1</b>	
<b>2</b>	Enter 0.85 of line 1.	<b>2</b>	
<b>3</b>	Minimum asset amount for prior year (from Section B, line 8, column A)	<b>3</b>	
<b>4</b>	Enter greater of line 2 or line 3.	<b>4</b>	
<b>5</b>	Income tax imposed in prior year	<b>5</b>	
<b>6</b>	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	<b>6</b>	
<b>7</b>	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

**Part V** Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

<b>Section D—Distributions</b>		<b>Current Year</b>
<b>1</b>	Amounts paid to supported organizations to accomplish exempt purposes	<b>1</b>
<b>2</b>	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	<b>2</b>
<b>3</b>	Administrative expenses paid to accomplish exempt purposes of supported organizations	<b>3</b>
<b>4</b>	Amounts paid to acquire exempt-use assets	<b>4</b>
<b>5</b>	Qualified set-aside amounts (prior IRS approval required—provide details in <b>Part VI</b> )	<b>5</b>
<b>6</b>	Other distributions (describe in <b>Part VI</b> ). See instructions.	<b>6</b>
<b>7</b>	<b>Total annual distributions.</b> Add lines 1 through 6.	<b>7</b>
<b>8</b>	Distributions to attentive supported organizations to which the organization is responsive (provide details in <b>Part VI</b> ). See instructions.	<b>8</b>
<b>9</b>	Distributable amount for 2022 from Section C, line 6	<b>9</b>
<b>10</b>	Line 8 amount divided by line 9 amount	<b>10</b>

<b>Section E—Distribution Allocations</b> (see instructions)	<b>(i) Excess Distributions</b>	<b>(ii) Underdistributions Pre-2022</b>	<b>(iii) Distributable Amount for 2022</b>
<b>1</b> Distributable amount for 2022 from Section C, line 6			
<b>2</b> Underdistributions, if any, for years prior to 2022 (reasonable cause required—explain in <b>Part VI</b> ). See instructions.			
<b>3</b> Excess distributions carryover, if any, to 2022			
<b>a</b> From 2017 . . . . .			
<b>b</b> From 2018 . . . . .			
<b>c</b> From 2019 . . . . .			
<b>d</b> From 2020 . . . . .			
<b>e</b> From 2021 . . . . .			
<b>f</b> <b>Total</b> of lines 3a through 3e			
<b>g</b> Applied to underdistributions of prior years			
<b>h</b> Applied to 2022 distributable amount			
<b>i</b> Carryover from 2017 not applied (see instructions)			
<b>j</b> Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
<b>4</b> Distributions for 2022 from Section D, line 7: \$			
<b>a</b> Applied to underdistributions of prior years			
<b>b</b> Applied to 2022 distributable amount			
<b>c</b> Remainder. Subtract lines 4a and 4b from line 4.			
<b>5</b> Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in <b>Part VI</b> . See instructions.			
<b>6</b> Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in <b>Part VI</b> . See instructions.			
<b>7</b> <b>Excess distributions carryover to 2023.</b> Add lines 3j and 4c.			
<b>8</b> Breakdown of line 7:			
<b>a</b> Excess from 2018 . . . . .			
<b>b</b> Excess from 2019 . . . . .			
<b>c</b> Excess from 2020 . . . . .			
<b>d</b> Excess from 2021 . . . . .			
<b>e</b> Excess from 2022 . . . . .			

Schedule B (Form 990)

Department of the Treasury Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF. Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Name of the organization Lowcountry Gullah

Employer identification number 87-1689337

Organization type (check one):

Filers of:

Section:

- Form 990 or 990-EZ [x] 501(c)( 3 ) (enter number) organization
[ ] 4947(a)(1) nonexempt charitable trust not treated as a private foundation
[ ] 527 political organization
Form 990-PF [ ] 501(c)(3) exempt private foundation
[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the General Rule or a Special Rule.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

- [x] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

- [ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test...
[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor...
[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor...

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it must answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization Lowcountry Gullah	Employer identification number 87-1689337
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**Part I** **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	The Reparations Project ----- 100 Bull Street , Suite 200 ----- Savannah, GA-31401 -----	\$ ----- 9,000	<b>Person</b> <input checked="" type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)
-----	----- ----- -----	\$ -----	<b>Person</b> <input type="checkbox"/> <b>Payroll</b> <input type="checkbox"/> <b>Noncash</b> <input type="checkbox"/> (Complete Part II for noncash contributions.)

**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

OMB No. 1545-0047

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

**2022**

▶ Attach to Form 990 or Form 990-EZ.

**Open to Public Inspection**

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

Department of the Treasury  
Internal Revenue Service

Name of the organization  
Lowcountry Gullah

Employer identification number  
87-1689337

#1: FormAndLineReferenceDesc: Part I, line 10

ExplanationTxt:

Activity :	Grantee Name :	Grantee Address / Descriptions	Amount :	Relationship :
Financial Assistance to Individuals	grantee	Financial Assistance Provided to Gullah Families in Jeopardy of Losing Their Land at the Beaufort County Tax Sale	\$12,917	No Relationship

**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

OMB No. 1545-0047

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

**2022**

Department of the Treasury  
Internal Revenue Service

▶ Attach to Form 990 or Form 990-EZ.

**Open to Public  
Inspection**

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Name of the organization

Employer identification number

Lowcountry Gullah

87-1689337

#2: FormAndLineReferenceDesc: Part I, line 16

Printing flyers for workshops or to be mailed.

\$604.00



**SCHEDULE O  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

Name of the organization  
Lowcountry Gullah

**Supplemental Information to Form 990 or 990-EZ**

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Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or Form 990-EZ.

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OMB No. 1545-0047

**2022**

**Open to Public  
Inspection**

Employer identification number  
87-1689337

#2: FormAndLineReferenceDesc: Part II, line 24

BOY Amount :

EOY Amount :

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Inventory \$47500.00 \$45283.00

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Organization's share of assets \$6602.00 \$1022.00

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**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

OMB No. 1545-0047

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

**2022**

Department of the Treasury  
Internal Revenue Service

▶ **Attach to Form 990 or Form 990-EZ.**

**Open to Public  
Inspection**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**

Name of the organization

Employer identification number

Lowcountry Gullah

87-1689337

#2: FormAndLineReferenceDesc: Part III

The Lowcountry Gullah Foundation raises funds to assist Gullah Geechee families who are trying to untangle issues with heirs' property and or struggling to pay their delinquent County property taxes. In addition to financial assistance, the Foundation provides necessary solutions to prevent yearly returns to the tax list and resolve heirs' property for good. Through offering information, resources and support, families establish a solid knowledge and financial base from a series of targeted programs. The programming includes workshops with general and individualized guidance on succession planning, economic land opportunities, as well as understanding and untangling title and heirs property issues.

**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

OMB No. 1545-0047

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

**2022**

Department of the Treasury  
Internal Revenue Service

▶ **Attach to Form 990 or Form 990-EZ.**

**Open to Public  
Inspection**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**

Name of the organization

Employer identification number

Lowcountry Gullah

87-1689337

#3: FormAndLineReferenceDesc: Part III, line 29

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Through hosting heirs' property focused workshops, hundreds of people who are struggling to hold on to their historic land have had the opportunity to hear directly from and field questions to the Beaufort County Treasurer, Beaufort County Assessor, Attorneys and representatives from the Center for Heirs' Property and the Heritage Library Foundation.

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# Short Form Return of Organization Exempt From Income Tax

## 2021

**Open to Public Inspection**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

- ▶ Do not enter social security numbers on this form, as it may be made public.
- ▶ Go to [www.irs.gov/Form990EZ](http://www.irs.gov/Form990EZ) for instructions and the latest information.

Department of the Treasury  
Internal Revenue Service

<b>A</b> For the 2021 calendar year, or tax year beginning		<b>01/01/2021</b>	and ending	<b>12/31/2021</b>
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input checked="" type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>LOWCOUNTRY GULLAH</b>			<b>D</b> Employer identification number <b>84-2343316</b>
	Number and street (or P.O. box if mail is not delivered to street address)		Room/suite	<b>E</b> Telephone number <b>843-715-3506</b>
	City or town, state or province, country, and ZIP or foreign postal code <b>Hilton Head, SC 29928</b>			<b>F</b> Group Exemption Number ▶
	<b>G</b> Accounting Method: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual Other (specify) ▶			<b>H</b> Check <input type="checkbox"/> if the organization is not required to attach Schedule B (Form 990).
<b>I</b> Website: ▶ <a href="http://www.lowcountrygullah.com">www.lowcountrygullah.com</a>				
<b>J</b> Tax-exempt status (check only one) — <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c) ( <b>4</b> ) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527				
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other				
<b>L</b> Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B)) are \$500,000 or more, file Form 990 instead of Form 990-EZ . . . . . ▶ \$ <b>184,679</b>				

Part I		Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)	
		Check if the organization used Schedule O to respond to any question in this Part I <input checked="" type="checkbox"/>	
<b>Revenue</b>	<b>1</b> Contributions, gifts, grants, and similar amounts received . . . . .	<b>1</b>	<b>179,935</b>
	<b>2</b> Program service revenue including government fees and contracts . . . . .	<b>2</b>	<b>0</b>
	<b>3</b> Membership dues and assessments . . . . .	<b>3</b>	<b>0</b>
	<b>4</b> Investment income . . . . .	<b>4</b>	<b>0</b>
	<b>5a</b> Gross amount from sale of assets other than inventory . . . . .	<b>5a</b>	<b>0</b>
	<b>b</b> Less: cost or other basis and sales expenses . . . . .	<b>5b</b>	<b>0</b>
	<b>c</b> Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a) . . . . .	<b>5c</b>	<b>0</b>
	<b>6</b> Gaming and fundraising events:		
	<b>a</b> Gross income from gaming (attach Schedule G if greater than \$15,000) . . . . .	<b>6a</b>	<b>0</b>
<b>b</b> Gross income from fundraising events (not including \$ <b>0</b> of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000) . . . . .	<b>6b</b>	<b>4,744</b>	
<b>c</b> Less: direct expenses from gaming and fundraising events . . . . .	<b>6c</b>	<b>0</b>	
<b>d</b> Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c) . . . . .	<b>6d</b>	<b>4,744</b>	
<b>7a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>7a</b>	<b>0</b>	
<b>b</b> Less: cost of goods sold . . . . .	<b>7b</b>	<b>0</b>	
<b>c</b> Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a) . . . . .	<b>7c</b>	<b>0</b>	
<b>8</b> Other revenue (describe in Schedule O) . . . . .	<b>8</b>	<b>0</b>	
<b>9</b> <b>Total revenue.</b> Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 . . . . . ▶	<b>9</b>	<b>184,679</b>	
<b>Expenses</b>	<b>10</b> Grants and similar amounts paid (list in Schedule O) . . . . .	<b>10</b>	<b>3,979</b>
	<b>11</b> Benefits paid to or for members . . . . .	<b>11</b>	<b>0</b>
	<b>12</b> Salaries, other compensation, and employee benefits . . . . .	<b>12</b>	<b>0</b>
	<b>13</b> Professional fees and other payments to independent contractors . . . . .	<b>13</b>	<b>17,700</b>
	<b>14</b> Occupancy, rent, utilities, and maintenance . . . . .	<b>14</b>	<b>0</b>
	<b>15</b> Printing, publications, postage, and shipping . . . . .	<b>15</b>	<b>150</b>
	<b>16</b> Other expenses (describe in Schedule O) . . . . .	<b>16</b>	<b>62,070</b>
	<b>17</b> <b>Total expenses.</b> Add lines 10 through 16 . . . . . ▶	<b>17</b>	<b>83,899</b>
<b>Net Assets</b>	<b>18</b> Excess or (deficit) for the year (subtract line 17 from line 9) . . . . .	<b>18</b>	<b>100,780</b>
	<b>19</b> Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return) . . . . .	<b>19</b>	<b>3,437</b>
	<b>20</b> Other changes in net assets or fund balances (explain in Schedule O) . . . . .	<b>20</b>	<b>0</b>
	<b>21</b> Net assets or fund balances at end of year. Combine lines 18 through 20 . . . . . ▶	<b>21</b>	<b>104,217</b>



**Part V Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V

		Yes	No
<b>33</b>	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O		<input checked="" type="checkbox"/>
<b>34</b>	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions		<input checked="" type="checkbox"/>
<b>35a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?		<input checked="" type="checkbox"/>
<b>b</b>	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O		
<b>c</b>	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III		<input checked="" type="checkbox"/>
<b>36</b>	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N		<input checked="" type="checkbox"/>
<b>37a</b>	Enter amount of political expenditures, direct or indirect, as described in the instructions ▶ <b>37a</b> <u>0</u>		
<b>b</b>	Did the organization file <b>Form 1120-POL</b> for this year?		<input checked="" type="checkbox"/>
<b>38a</b>	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?		<input checked="" type="checkbox"/>
<b>b</b>	If "Yes," complete Schedule L, Part II, and enter the total amount involved <b>38b</b>		
<b>39</b>	Section 501(c)(7) organizations. Enter:		
<b>a</b>	Initiation fees and capital contributions included on line 9 <b>39a</b>		
<b>b</b>	Gross receipts, included on line 9, for public use of club facilities <b>39b</b>		
<b>40a</b>	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ▶ _____; section 4912 ▶ _____; section 4955 ▶ _____		
<b>b</b>	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		<input checked="" type="checkbox"/>
<b>c</b>	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶ _____ <b>0</b>		
<b>d</b>	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization ▶ _____ <b>0</b>		
<b>e</b>	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T		<input checked="" type="checkbox"/>
<b>41</b>	List the states with which a copy of this return is filed ▶ <u>SC</u>		
<b>42a</b>	The organization's books are in care of ▶ <u>Luana Graves Sellars</u> Telephone no. ▶ <u>843-715-3506</u> Located at ▶ <u>90 Gloucester Road 1204, Hilton Head, SC 29928</u> ZIP + 4 ▶ <u>29928</u>		
<b>b</b>	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country ▶ _____ See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		<input checked="" type="checkbox"/>
<b>c</b>	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country ▶ _____		<input checked="" type="checkbox"/>
<b>43</b>	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of <b>Form 1041</b> —Check here <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year ▶ <b>43</b> <u>0</u>		
<b>44a</b>	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ		<input checked="" type="checkbox"/>
<b>b</b>	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ		<input checked="" type="checkbox"/>
<b>c</b>	Did the organization receive any payments for indoor tanning services during the year?		<input checked="" type="checkbox"/>
<b>d</b>	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		
<b>45a</b>	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		<input checked="" type="checkbox"/>
<b>b</b>	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions		<input checked="" type="checkbox"/>

	<b>Yes</b>	<b>No</b>
<b>46</b> Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I . . . . .	46	<input checked="" type="checkbox"/>

**Part VI Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI

	<b>Yes</b>	<b>No</b>
<b>47</b> Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II . . . . .	47	
<b>48</b> Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E . . . . .	48	
<b>49a</b> Did the organization make any transfers to an exempt non-charitable related organization? . . . . .	49a	
<b>b</b> If "Yes," was the related organization a section 527 organization? . . . . .	49b	

**50** Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
<b>None</b>				

**f** Total number of other employees paid over \$100,000 . . . . . ▶ \_\_\_\_\_

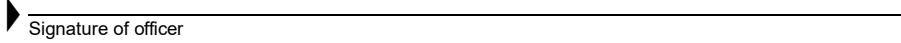

**51** Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
<b>None</b>		

**d** Total number of other independent contractors each receiving over \$100,000 . . . . . ▶ \_\_\_\_\_

**52** Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A . . . . . ▶  **Yes**  **No**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>		Date	
	 Type or print name and title		

<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	Firm's name ▶	Firm's EIN ▶			
	Firm's address ▶	Phone no.			

May the IRS discuss this return with the preparer shown above? See instructions . . . . . ▶  **Yes**  **No**

**SCHEDULE O  
(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

Name of the organization

**LOWCOUNTRY GULLAH**

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2021**

**Open to Public  
Inspection**

Employer identification number

**84-2343316**

**Form 990-EZ, Part I, Line 10 - Paid Beaufort County Property Taxes on the behalf of Gullah families in jeopardy of losing their historic land**

**Form 990-EZ, Part I, Line 16 - Advertising and Promotional support from the Town of Hilton Head Island ATAX dollars**

**Form 990-EZ, Part II, Line 24 - Online store inventory \$5,315 Intellectual Property Asset \$100,000**

**Form 990-EZ, Part II, Line 26 - Online merchandise \$8455**



**Primary Exempt Purpose**

**Primary Exempt Purpose**

Cultural resource and information to document the Gullah culture and save historic Gullah land.



Department of the Treasury  
Internal Revenue Service  
Tax Exempt and Government Entities  
P.O. Box 2508, Room 4024  
Cincinnati, OH 45021

**Date:** August 19, 2019  
**Person to Contact:** Customer Services  
**Contact telephone number:** 877-829-5500

Lowcountry Gullah  
90 Gloucester Road  
1204 Harbourmaster  
Hilton Head Island, South Carolina 29928

We received your Form 8976, *Notice of Intent to Operate Under 501(c)(4)*, you filed on August 13, 2019. This acknowledgement is not a determination by the IRS that you qualify as tax-exempt under Internal Revenue Code (Code) Section 501(a) as an organization described in Code Section 501(c)(4).

For important information about your responsibilities, including recordkeeping, reporting, and disclosure requirements, go to [www.irs.gov/charities](http://www.irs.gov/charities).

If you have questions, you can call Customer Services at 1-877-829-5500.