

Spanish Lyric Theatre, Inc.

Project Title: General Program Support 2020

Grant Number: 20.c.ps.141.666

Date Submitted: Friday, June 1, 2018

A. Cover Page Page 1 of 10

Guidelines

Please read the current Guidelines prior to starting the application: 2019-2020 General Program Support Grant Guidelines

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 1

Discipline: Community Theatre

Proposal Title: General Program Support 2020

B. Contacts (Applicant Information) Page 2 of 10

Applicant Information

- a. **Organization Name:** Spanish Lyric Theatre, Inc. 
- b. **FEID:** 23-7009336
- c. **Phone number:** 813.690.4983
- d. **Principal Address:** 7005 N. 15th Street Tampa, 33610
- e. **Mailing Address:** 7005 N. 15th Street Tampa, 33610
- f. **Website:** www.spanishlyrictheatre.com
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Hillsborough
- j. **DUNS number:** 027052914

1. Grant Contact *

First Name

Cyndee

Last Name

Dornblaser

Phone

813.690.4983

Email

cyncyn35@gmail.com

2. Additional Contact *

First Name

Rene

Last Name

Gonzalez

Phone

813.690.4983

Email

spanishlyrictheatre@gmail.com

3. Authorized Official ***First Name**

Cyndee

Last Name

Dornblaser

Phone

813.690.4983

Email

cyncyn35@gmail.com

4. National Endowment for the Arts Descriptors**Applicant Status**

Organization - Nonprofit

Institution Type

Performing Group - Community

Applicant Discipline

Theatre

5. Department Name

C. Eligibility Page 3 of 10

1. What is the legal status of the applicant? *

- Public Entity
- Nonprofit, Tax-Exempt
- Solo or Individual artists or unincorporated performing company
- Other (not an eligible response)

2. Are proposed activities accessible to all members of the public? *

- Yes (required for eligibility)
- No

3. Do proposed activities occur between 7/1/2019 - 6/30/2020? *

- Yes (required for eligibility)
- No

4. How many years of completed programming does the applicant have? *

- Less than 1 year
- 1-2 years
- 3 or more years (required minimum to request more than \$50,000 in GPS)

D. Excellence Page 4 of 10

1. Applicant Mission Statement - (Maximum characters 500.) *

Spanish Lyric Theatre is the premiere presenter of bilingual (Spanish and English) theatre throughout the Tampa Bay area. As the oldest performing arts company and the only bilingual theatre in Tampa, Spanish Lyric Theatre is committed to promoting the cultural history and diversity of our city and to creating opportunities for local talent of all ages, nationalities, and denominations.

2. Proposal Description

Describe the project or program for which you are requesting funding. Include goals, fully measurable objectives, activities, partnerships/collaborations, and a timeline. If you are an LAA or SSO, please include a statement that describes the services provided to your audience (including membership) and how those services are provided.

Goals, Objectives, and Activities - (Maximum characters 5000.)

Goals: Broad statements that are usually general, abstract, issue oriented with realistic priorities. Goals are a long-term end to which programs and activities are developed and should reflect the organization's mission statement. Goals can be listed in priority order and ranked.

Objectives: Specific, measurable ends that are achievable within a time frame and mark progress towards achieving goals.

Activities: These are the specific activities that achieve the objectives.

Spanish Lyric Theatre, Inc is seeking General Program Support for our 2019/2020 season of shows.

1. ZARZUELA

Spanish Lyric Theatre is the only group in Tampa to continue the tradition of performing Spanish Zarzuelas. Since our founding, we have performed 69 Zarzuela productions & for the past 5-years we have made a commitment to performing one zarzuela a year. Each Zarzuela is performed in Spanish with English "Supertitles" projected over the stage so that non-Spanish speaking audience members understand the performance.

Our 2019/2020 zarzuela is "**La Revoltosa**", which follows on the coat tails of our 2018/2019 zarzuela "**La Verbena de la Paloma**". "**La Revoltosa**" has not been performed on a Tampa stage since 1988 & we are excited to bring this zarzuela to Tampa audiences.

This show will be directed by guest director, Diego Iglesias with our **partner, the BADO orchestra** consisting of approximately 20+ members.

2. BROADWAY PRODUCTIONS

In 1982/1983 SLT achieve another "first" in the theatrical world by producing Broadway musicals in both English & Spanish with the same cast on alternate nights. For the 2019/2020 season, we will produce a Broadway musical one night in English & one night in Spanish with the same cast. We are currently evaluating shows & have narrowed it down to "**El Rey y Yo**" ("The King & I") or "**El Milagro de la Musica**" ("Sound of Music") depending on rights availability.

3. NEW PROGRAMMING

At our 60th Anniversary Gala we will be announcing a new “Young Latino Playwriter’s Competition”. The competition is designed to award a cash prize to the winning playwrite between the ages of 15-25 with SLT producing the show in 2019/2020.

The goal of the competition is to encourage the next generation of theater practitioners by honoring their work & bringing it to life. Scripts will be in the form of “straight plays” & not musicals as we look to diversify our programming with the addition of non-musical performances.

GOALS

- 1) Provide both Spanish & English audiences throughout Hillsborough County, with local affordable & quality productions of Spanish Zarzuela's & American Broadway musical theatre;
- 2) Provide local artists, musicians, technicians, directors & choreographers with opportunities in Spanish & English productions and compensate them fairly;
- 3) Continue to educate, preserve, celebrate & contribute to the rich cultural, musical & theatrical arts heritage of the local community;
- 4) Increase marketing & advertising by using every means necessary to promote shows;
- 5) Attract new & especially younger audiences to these art forms as a means of preserving & continuing the significant contributions of musical theatre to all cultures;
- 6) Increase Fiscal stability of the company.

OBJECTIVES/ACTIVITIES

Objective 1: Increase attendance by 10% by producing a minimum of three productions for our 2019-2020 season. To aid in this process we will:

- Keep ticket prices affordable.
- Diversify our cast with new faces to bring in new audiences.
- Continue partnerships & look for new partners to diversify. and reach new audience members.
- Continue aggressive social media marketing plan.

Objective 2: Select local multi-ethnic casts, musicians, technicians, directors & choreographers & compensate them as needed.

- All our productions promote these talented individuals with participation in both Spanish & English productions.
- Our Spanish Zarzuela productions have garnered the attention of local opera singers & even though we are a community theatre, we recognize the talent of these individuals & their contribution to keeping the Zarzuela alive. Therefore, for Zarzuela's we strive to pay performers a small wage dependent on their role in each production (\$75-\$250 per show).
- All Musicians & Technicians are paid standard union rate.

Objective 3: Broaden Audience and Membership Base

- Promote productions to various civic clubs, cultural organizations, local chambers, Hispanic restaurants, travel clubs & elder care facilities throughout Hillsborough County.
- Continue our partnership with New Tampa Players, Stageworks, Theatre Tampa Bay & the Tampa Bay Alliance for Community Theatre to reach new audience members.

Objective 4: Expand Outreach & Educational Programming

- Through our **new “Young Latino’s Playwriter’s Competition” we will produce the winning play in 2019/2020.**
- Our original "Re-Viva Ybor" Educational program will be performed to Hillsborough County Schools students.

Objective 5: Increase Fiscal Stability with the addition of a new board members; increased fundraisers, new partnerships; & expanded social media/website presence

- Our Advisory Board is made up of local business owners whose purpose is to help with fundraising and fiscal support. We will continue to add new members to SLT's Board of Directors and the Advisory Board in 2019/2020.
- We will continue to collaborate with NTP, Stageworks and the newly formed Tampa Bay Alliance for Community Theatre on joint marketing initiatives and look for ways to share resources such as costumes, sets, rehearsal space, directors, technicians, etc.
- Our Finance/Fundraising Committee works to broaden our membership and audience base by developing events, and promotions that raise awareness of Spanish Lyric Theatre.
 - We host several yearly Hamburger Mary Bingo events that raise over \$3,000 and are currently partnering with Florida Lyric Opera & New Tampa Players on these events.
 - We participate in “Give Day Tampa Bay” & “Giving Tuesday” raising between \$1000 and \$3000.
 - Each year we team up with the Wellswood Civic Center (who provides us free rehearsal space) to host an annual fundraiser for the theatre. SLT provides performers for this event who donate their time.
 - We have started monthly fundraisers to increase awareness, promote upcoming performances and increase donor participation.
- Our Marketing/PR committee continues to expand our online presence through an aggressive email campaign, Facebook, Instagram and Twitter posts.

Partnerships & Collaborations - (Maximum characters 2000.)

Describe any partnerships and/or collaborations with organizations directly related to the Specific Cultural Project (SCP) or General Programming (GPS). Discuss the responsibilities and benefits of the relationship and whether any formal agreements are in place.

1. BADO (Ballet and Dance Orchestra) - BADO has been working with us since 2017 & will continue to work with us on large scale productions. SLT pays only for the music director/conductor (typically \$1500) & BADO raises their own funds to pay their orchestra members.
2. SLT & New Tampa Players partnered to produce “Chess in Concert” in 2018. For 2019/2020, we are currently looking at continuing that partnership, potentially with “Carousel in Concert”. The partnership is a 50/50 split; we share the costs of venue rental, costuming, music director, tech staff, etc & then profits are split 50/50. This partnership has afforded both of our groups added performers, & audience members increasing our awareness.
 - Additionally, we are co-hosting fundraisers together where we split the proceeds.

3. The SLT & NTP partnership has opened dialogue between 12 local community theatre's forming the new Tampa Bay Alliance for Community Theatre. We are currently working on our non-profit status. TBACT's mission is to unite, promote & strengthen local theatre; to provide a forum for improved communication between theatre companies; & to create & share resources for its members. We are excited to be a part of this new alliance.

4. In 2018, SLT reached out to professional theatre, Stageworks, who was performing their first ever Spanish language production "*In the Time of Butterflies*". With a large Spanish following, SLT hoped to increase awareness of this production & in return gain additional audience members for SLT's upcoming Zarzuela. Together we:

- Promoted both shows to our followers
- Provided a discount code for tickets;
- Provided a free ad in each other's program

Additionally, Stageworks provided SLT an opportunity to place opera singers in their lobby prior to each show & also hand out flyers to attendees.

Because of this collaboration, Stageworks conferred with SLT on their next season's Spanish production "4 Guys Named Jose", which SLT staged in 2015. We are currently in talks about how to split the cost & time of a director. Jorge Acosta, a former SLT alum, now a director based in New York City, will be directing 4 Guys in May 2019. SLT is also using him to direct Man of La Mancha in both English & Spanish during the same time. Our two theatres are working on shared costs as well as scheduling of rehearsals.

4. We are working with the University of South Florida & the Tampa Hispanic Heritage Inc Association to market the Young Latinos Playwriters competition.

Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

2019

- August: Season Preview Event for past season subscribers, sponsors, and media; Secure sponsors and media; promote season tickets and membership; Marketing & social media campaign push begins; Auditions for leads in upcoming season productions
- September: Promote upcoming Broadway production to be held in October; continue season ticket and membership drive; Marketing & social media campaign continues
- October: Perform Broadway production; Measure results with audience surveys; Marketing & social media campaign continues
- November: Giving Tuesday Fundraising event; Marketing/social media continues; Promote Auditions for Spanish Zarzuela
- December: Hold Auditions for chorus members for Spanish Zarzuela production to be held in March 2020; Marketing & social media campaign continues; Artistic committee meets to determine potential shows, budgets & directors for 2020/2021 season

2020

- January: Budgets are developed for the "shortlist" of shows & directors for 2020/2021 season; Director interviews are held for 2020/2021 season; Rehearsals begin for Zarzuela production; Marketing & social media campaign continues
- February: Final list of shows and budgets for 2020/2021 season are presented to the board; Rehearsals continue for Zarzuela production; Marketing & social media campaign continues

- March: Board votes on 2020/2021 season; Perform Zarzuela; Measure results with audience surveys; Auditions for new play developed by Young Latino competition and start of rehearsals; Marketing & social media campaign continues
- April: Finalize contracts with Directors for 2020/2021 season; Rehearse Young Latino production; Marketing & social media campaign continues
- May: Give Day Tampa Bay Fundraising event; Rehearse & Perform Young Latino production; Measure results with audience surveys
- June: Board of Directors Meeting and Planning session; Elect board officers; Develop marketing plan for 2020/2021 season; Host season Gala and Announce 2020/2021 season; Marketing & social media campaign continues
- July/August: Membership drive; Marketing & social media campaign continues

E. Impact Page 5 of 10

Instructions

Do not count individuals reached through TV, radio, cable broadcast, the Internet, or other media. Include actual audience numbers based on paid/free admissions or seats filled. Avoid inflated numbers, and do not double-count repeat attendees.

Applicants to the UCCD Salary Assistance category should calculate the number of individuals benefitting based on the number of jobs the grant funds in the application is supporting. If it is only one (1) position, then the number of individuals benefitting should be one (1).

1. What is the estimated number of proposal events? *

5

2. What is the estimated number of opportunities for public participation? *

10

3. How many Adults will be engaged? *

1,000

4. How many school based youth will be engaged? *

800

5. How many non-school based youth will be engaged? *

150

6. How many artists will be directly involved? *

75

Total number of individuals who will be engaged?

7. Select all categories that make up 25% or more of population directly benefitting (excluding broadcasts and online programming): *

- Young Adults (19-24 years)
- Adults (25- 64 years)
- Older Adults (65+ years)

8. Select all categories that make up 25% or more of population directly benefitting (excluding broadcasts and online programming): *

- Hispanic/Latino
- White

9. Additional impact/participation numbers information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the impact/participation numbers.

10. In what counties will the project/program actually take place?

Select the counties in which the project/programming will actually occur. For example, if your organization is located in Alachua county and you are planning programming that will take place in Alachua as well as the surrounding counties of Clay and St. Johns, you will list all three counties. Please do not include counties served unless the project or programming will be physically taking place in that county. *State Service Organization* applicants: Select all counties that will be served by your programming.

- Hillsborough

11. Proposal Impact - (Maximum characters 3500.) *

Describe the economic impact of your organization as a whole and of the proposal in particular on your local community. Include a description of your proposal's education and outreach activities.

Organizations: Include the economic impact of your organization as a whole.

Solo Artists: Include any positive social elements and community engagement anticipated from the project.

Much of our economic impact over the past 50+years has been centered around the Ybor City Historic District. We have performed in all the Historic social/mutual aid clubs, which has helped grow their memberships and renew interest in their clubs with younger generations as well as older generations.

- Our most recent performance at Centro Austuriano provided us with exposure to a membership list that we wouldn't normally have, & through a 50/50 split helped increase funding for their capital improvement program to restore their historic theatre.

- We will return to the Italian Club to perform an “Afternoon of Italian love songs”. By performing at the Italian Club, we bring new audience members into their historic building.
- We market Ybor businesses & restaurants for advertising in our programs & encourage audience members to support these local businesses as well.
- For the past 19 years we have provided ticket subsidies for the elderly. Currently this program targets low income residents within the City of Tampa
- We also produce many of our shows at the HCC’s Ybor Campus Mainstage Theatre.
 - We work with their campus president on ticket prices for the students, & utilize their performing arts students in many of our productions.
 - We hire HCC’s theatre technicians for lighting and set design.
 - Our Sunday matinees are geared towards travel groups and seniors. We work with local restaurants to provide an affordable lunch to these groups prior to the show.

Education/Outreach

Our student program “Re-Viva Ybor” is rotated yearly between the Cuban Club, Italian Club and Hillsborough Community College’s Ybor Mainstage Theatre (HCC). Although the students are bused into and out of Ybor City, the teachers have the option of taking walking tours of the area including the Ybor State Museum, 7th Avenue and other areas within the historic district. The education and knowledge they receive about the area assists in bringing family & friends back into the district for a day of touring museums, restaurants and shops.

Rich in history, with live music & authentic period costumes, students learn about the rich culture of Ybor City, its traditions and diversity. This original production utilizes original musical numbers as well as traditional songs and costumes to educate students. Re-Viva Ybor showcases a variety of characters that include a young Sicilian immigrant boy of the 1890’s; a young couple who fall in love on la Se’tima - he of Cuban descent and she Spanish; and the son of Jewish merchant who shows how different his life was growing up in the diverse culture of Ybor City.

There are many young Hispanics and non-Latino’s that have never learned to appreciate the excitement and magic of live theatre. Many have never learned about the riches of their cultural heritage, & many have never considered the arts as a profession. Concurrently, there are young generations of non-Latinos whose only knowledge of the Latino culture is diluted and one-dimensional.

Although our Re-Viva Ybor program is aimed at students, the information and entertainment value is such that it could be used for visitors to Ybor as a method to promote the history and culture of the Historic District. We have also produced this show to older audiences at HCC.

Workshops

- In 2018/2019 we are conducting a Spanish dance workshop and collaborating with a local dance studio to host these classes. Based on attendance we hope to continue these classes in the 2019/2020 season.
- We will also be conducting a youth workshop geared towards youth ranging from 15-25 interested in auditioning techniques. This workshop will be conducted by past performers of SLT and will benefit those younger artists interested in being cast in the Young Playwrights production as well as “Re-Viva Ybor.

Outreach

One night’s performance for each show will feature “bringing a canned good” and receiving \$5.00 off your ticket. Canned goods are donated to Metropolitan Ministries.

As part of our 60th Anniversary, we will also be announcing the “Rene Gonzalez Scholarship”, which will be awarded annually to a performing arts student at Hillsborough Community College’s Ybor Campus.

Currently, the amount is set at \$1,000 and was gifted to SLT by a board member. No grant monies will be used to fund this scholarship.

12. Marketing and Promotion - (Maximum characters 3500.) *

Describe the marketing/promotion/publicity plans and audience development/expansion efforts as related to the proposal. For example, include information on advertising, social media, collaboration with local organizations, brochures, etc.

Our standard marketing program includes traditional tactics such as press releases (in Spanish & English), bulk mailings, in-kind advertising, posters, flyers, solicitation letters and season ticket campaigns.

Additionally:

- A Press Kit is developed each season to aid in the marketing of media and corporate sponsors and includes a season brochure.
- SLT is regularly featured on local Hispanic radio programs and television as well as coverage and in-kind advertising in Hispanic newspapers.
- Promotional Photos are produced in house and are used in conjunction with flyers, postcards and social media sites.
- We have a email list of over 4,000 interested audience members, artists and media contacts who regularly receive performance information via Constant Contact. Additionally, Constant Contact emails are also linked to our Facebook page.
- Our Facebook, Instagram and Twitter pages are updated regularly and we have started a YouTube page. We anticipate that our social media presence will continue to grow and better connect with us with new and old followers, artists and musicians. Our most effective marketing vehicle is Facebook. For example, the announcement for "Beehive, the 60's Musical was viewed by 4154 people, with 679 shares and 268 comments. SLT takes advantage of boosting our events on Facebook which offers great flexibility and low cost.
- We have recently included the ability to purchase tickets through Tix.com on our website.
- We use Groupon for certain shows to generate new audiences.
- We target local senior center event coordinators and travel groups through email blasts, flyers, postcards and phone calls to gauge interest in upcoming productions.
- We are constantly updating our website and have included a new donor page
- We work with Hillsborough County’s Arts in Education field trip offices, which requires a lot of planning, and is an integral part of increasing our educational programming.
- We provide an audience survey in every program to gather demographic and audience interests.
- We host an annual “Preview” event; bingo events; Sunday socials and various fundraisers to create awareness of upcoming productions and raise additional funding.
- Through many of our in-kind sponsors, we are able to post flyers in local business about our upcoming productions.
- Cast members are also asked to use their social media accounts to share production information and are given postcards and flyers to distribute.

Board Members also assume the task of marketing our various initiatives to the public, including:

- Sponsor a Student” program
- Re-Viva Ybor Educational Program

- Seniors Transportation Program
- Corporate Sponsorships and Donations

F. Management and Operating Budget Page 6 of 10

1. Fiscal Condition and Sustainability - (Maximum characters 1750.) *

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposal activities after the grant period.

For 60 years, SLT has existed in Hillsborough County. With new Board members, increased fundraising, partnerships, new programming and collaboration with over a dozen local community theaters we have no doubt we can successfully complete the 2019/2020 season.

1. For more than 10 years we have received annual funding from the City of Tampa in the amount of \$5,000 (approx)
2. For the past 3-years we have received funding from the Division of Cultural Affairs
3. We are developing more original and creative programming where royalties do not have to be paid.
Examples of original programs include:
 - Young Latinos Playwriters Competition
 - Ybor City Cinderella
 - Asi Cantaba Cuba
4. For many of our performances, we use a static set and/or a backdrop to avoid costly set construction.
 - Our continued relationship with Theatre World Backdrops, located in Oldsmar, affords us the opportunity to personally pick up and return backdrops, thus mitigating the cost of shipping while saving money.
5. With an extensive warehouse full of costumes, we rarely find the need to spend money on new costumes. Additionally we rent costumes to many regional theatres.
6. The expansion of both our Board and Advisory Board has created and renewed interest in SLT affording us many more opportunities to connect with donors.

2. Evaluation Plan - (Maximum characters 1750.) *

Briefly describe your methods and processes for gathering, analyzing, and reporting data to evaluate your programming with the purpose of improving, deciding to continue, or stopping.

SLT employs a variety of tools in its efforts to reach new audiences as well as provide more diverse programming:

- Attendance figures, audience and artists responses, audience surveys, and Facebook comments are elements that are used in the evaluation of all performances.
- Students, teachers, parents and local community attendees provide feedback through evaluations given out at our Re-Viva Ybor (Education/Community outreach) program.
- SLT's artistic committee evaluates each program to ensure that it maintains our standards and meets the theatre's goals as outlined in our mission statement.

- SLT's Board of Directors meets monthly to review programming conducted, and budgets and approves all future programming, including educational and outreach programs, venue's, use of local directors and choreographers and any other organizational needs.

3. Completed Fiscal Year End Date (m/d/yyyy) *

6/30/2017

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$621	\$650	\$650
2. Personnel: Programmatic			
3. Personnel: Technical/Production	\$3,968	\$5,000	\$5,000
4. Outside Fees and Services: Programmatic	\$10,429	\$11,000	\$16,647
5. Outside Fees and Services: Other	\$5,524	\$5,600	\$5,700
6. Space Rental, Rent or Mortgage	\$15,953	\$16,000	\$16,500
7. Travel			
8. Marketing	\$1,500	\$1,800	\$2,000
9. Remaining Operating Expenses	\$3,399	\$4,500	\$5,000
A. Total Cash Expenses	\$41,394	\$44,550	\$51,497
B. In-kind Contributions	\$4,100	\$5,000	\$5,000
C. Total Operating Expenses	\$45,494	\$49,550	\$56,497
Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10. Revenue: Admissions	\$17,570	\$18,000	\$20,000

11.	Revenue: Contracted Services	\$1,322	\$2,000	\$2,500
12.	Revenue: Other			
13.	Private Support: Corporate	\$6,646	\$7,500	\$10,000
14.	Private Support: Foundation			
15.	Private Support: Other	\$6,349	\$7,500	\$5,000
16.	Government Support: Federal			
17.	Government Support: State/Regional	\$1,584	\$1,000	\$4,647
18.	Government Support: Local/County	\$5,120	\$5,120	\$4,703
19.	Applicant Cash	\$3,783	\$2,800	
D.	Total Cash Income	\$42,374	\$43,920	\$46,850
B.	In-kind Contributions	\$4,100	\$5,000	\$5,000
E.	Total Operating Income	\$46,474	\$48,920	\$51,850

5. Additional Operating Budget Information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the operating budget. For example, if you have a budget deficit or there has been a large change in your operating budget compared with last fiscal year.

6. Paid Staff

- Applicant has no paid management staff.
- Applicant has at least one part-time paid management staff member (but no full-time)
- Applicant has one full-time paid management staff member
- Applicant has more than one full-time paid management staff member

7. Hours *

- Organization is open full-time
- Organization is open part-time

G. Management and Proposal Budget Page 7 of 10

1. Rural Economic Development Initiative (REDI) Waiver *

Yes

No

2. Proposal Budget Expenses:

Detail estimated proposal expenses in the budget categories listed below. Include only expenses that specifically related to the proposal. You can find a list of non-allowable and match only expenses at <http://dos.florida-arts.org/grants/guidelines/2017-2018.gps.guidelines.cfm#budget>.

Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Admin	\$0	\$650	\$0	\$650
	Totals:	\$0	\$650	\$0	\$650

Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Stage Manager	\$0	\$750	\$0	\$750
2	Set Builders	\$0	\$2,500	\$0	\$2,500
3	Stage Hands	\$0	\$1,750	\$0	\$1,750
	Totals:	\$0	\$5,000	\$0	\$5,000

Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Director	\$1,500	\$3,000	\$0	\$4,500
2	Music Director/Conductor	\$1,500	\$1,500	\$0	\$3,000
3	Actors & Singers	\$1,647	\$3,000	\$0	\$4,647
	Totals:	\$4,647	\$12,000	\$0	\$16,647

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
4	Music Accompanist	\$0	\$1,500	\$0	\$1,500
5	Musicians	\$0	\$3,000	\$0	\$3,000
	Totals:	\$4,647	\$12,000	\$0	\$16,647

Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Royalties	\$0	\$5,700	\$0	\$5,700
	Totals:	\$0	\$5,700	\$0	\$5,700

Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Space Rental	\$16,500	\$0	\$16,500
	Totals:	\$16,500	\$0	\$16,500

Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing	\$0	\$2,000	\$0	\$2,000
	Totals:	\$0	\$2,000	\$0	\$2,000

Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Remaining Expenses	\$0	\$5,000	\$0	\$5,000
	Totals:	\$0	\$5,000	\$0	\$5,000

Amount of Grant Funding Requested:

\$4,647

Cash Match:

\$46,850

In-Kind Match:

Match Amount:

\$46,850

Total Project Cost:

\$51,497

3. Proposal Budget Income:

Detail the expected source of the cash match recorded in the expenses table in the budget categories listed below. Include only income that specifically relates to the proposal. The Proposal Budget income must equal the Proposal Budget expenses.

Revenue: Admissions *

#	Description	Cash Match	Total
1	Admissions/Ticket Sales	\$20,000	\$20,000
	Totals:	\$0	\$20,000

Revenue: Contracted Services *

#	Description	Cash Match	Total
1	Contracted Services	\$2,500	\$2,500
	Totals:	\$0	\$2,500

Private Support: Corporate *

#	Description	Cash Match	Total
1	Private Support	\$10,000	\$10,000
	Totals:	\$0	\$10,000

Private Support: Other *

#	Description	Cash Match	Total
	Totals:	\$0	\$5,000
			\$5,000

#	Description	Cash Match	Total
1	Private support/Other	\$5,000	\$5,000
	Totals:	\$0	\$5,000

Government Support: Regional *

#	Description	Cash Match	Total
1	Regional Support	\$4,647	\$4,647
	Totals:	\$0	\$4,647

Government Support: Local/County *

#	Description	Cash Match	Total
1	Local/County Support	\$4,703	\$4,703
	Totals:	\$0	\$4,703

Total Project Income:

\$51,497

Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$4,647	\$4,647	9%
B.	Cash Match	\$46,850	\$46,850	91%
	Total Cash	\$51,497	\$51,497	100%
C.	In-Kind	\$0	\$0	0%
	Total Proposal Budget	\$51,497	\$51,497	100%

4. Additional Proposal Budget Information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the proposal budget. For example, if you have more in-kind than you can include in the proposal budget you can list it here.

H. Accessibility Page 8 of 10

1. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. - (Maximum characters 2500.) *

For example, explain use of accessibility symbols in marketing materials, accessibility of facilities and programming and/or target population. You can find resources on accessibility at <http://dos.myflorida.com/cultural/info-and-opportunities/resources-by-topic/accessibility/>. We encourage all applicants to include images in the support materials showing the use of accessibility symbols in marketing materials.

SLT does not have its own performance venue. However, accessibility is a standard requirement for all the venues where we perform.

- Prior to selection, each venue is toured and selected based on ADA guidelines including appropriate lighting, wheelchair ramps, elevators and handicap accessibility.
- Since many of our audience members are 55+, it is important to us that these venues have designated accessible parking conveniently available nearby the theatre
- All our online seating charts show where handicap accessible seating is located and ushers are used to assist those in reaching their seating.
- For any of our productions in Spanish, we use English Supertitles for non-Spanish speaking audience members. For our production of Man of La Mancha, which will be in English and Spanish on different nights, we will utilize both English and Spanish Supertitles.

As a company that was established primarily as a Spanish speaking theatre company nearly 60 years, we know more about accessibility and diversity than most. Diversity continues to be one of our main goals in all our productions and performing shows in Spanish and English emphasizes the bi-cultural nature of our organization. Non-traditional casting in all our productions has been naturally occurring throughout our history. *It is the policy and commitment of Spanish Lyric Theatre, Inc. that it does not discriminate on the basis of race, age, color, sex, national origin, physical or mental disability, or religion.*

- Our most recent Zarzuela, Luisa Fernanda, utilized chorus members from a special needs performing arts school.
- Our Board of Directors is extremely diverse. We have 3 Hispanic Males, 1 Hispanic female, 1 African female, 2 white females over 65, two white females, and one white male.

2. Policies and Procedures

Yes

No

3. Staff Person for Accessibility Compliance

Yes

No

If yes, what is the name of the staff person responsible for accessibility compliance?

Marilyn Wadley

4. Section 504 Self Evaluation

Yes, the applicant has completed the Section 504 Self Evaluation Workbook from the National Endowment for the Arts.

Yes, the applicant completed the Abbreviated Accessibility Checklist.

No, the applicant has not conducted an accessibility self-evaluation of its facilities and programs.

If yes, when was the evaluation completed?

11/1/2017

I. Attachments and Support Materials Page 9 of 10

Complete the support materials list using the following definitions.

- **Title:** A few brief but descriptive words. Example: "Support Letter from John Doe".
- **Description:** (optional) Additional details about the support materials that may be helpful to staff or panelists. Identify any works or artists featured in the materials. For larger documents, please indicate page number for DCA credit statement and/or logo.
- **File:** The file selected from your computer. For uploaded materials only. The following sizes and formats are allowed.

Content Type Format/extension Maximum size

Images	.jpg or .gif	5 MB
documents	.pdf or .txt	10 MB
audio	.mp3	10 MB
video	.mp4, .mov, or .wmv	200 MB

1. Required Attachment List

Please upload your required attachments in the spaces provided. .

Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
SLT w9.pdf	33 [KB]	6/1/2018 9:44:31 AM	View file

2. Support materials (Optional)

File	Title	Description	Size	Type	View (opens in new window)
partnernships and collaborations.pdf	partnerships and collaborations		771 [KB]		View file
marketing promotional materials.pdf	Marketing & Promotional Materials		1192 [KB]		View file
Luisa Fernanda Program 2017.pdf	Luisa Fernanda Program with Ads		727 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
SLT Compilation final1.mp4	SLT Compilation		272914 [KB]		View file

J. Review & Submit Page 10 of 10

1. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Spanish Lyric Theatre, Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program as outlined under section , Florida Statutes 265.286 and 1T-1.036, Florida Administrative Code.

Signature (Enter first and last name)

Cyndee A. Dornblaser

