

The Florida International University Board of Trustees

Project Title: 2023 Miami International GuitART Festival

Grant Number: 23.c.pr.102.246

Date Submitted: Friday, May 28, 2021

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: 2023-2024 Specific Cultural Project Grant Guidelines

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 3

Discipline: Music

Proposal Title: 2023 Miami International GuitART Festival

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** The Florida International University Board of Trustees 
- b. **DBA:**
- c. **FEID:** 65-0177616
- d. **Phone number:** 305.348.2494
- e. **Principal Address:** 11200 SW 8th St, MARC 430 Miami, 33199-2516
- f. **Mailing Address:** 11200 SW 8th St, MARC 430 Miami, 33199-2516
- g. **Website:** <http://research.fiu.edu/>
- h. **Organization Type:** State University
- i. **Organization Category:** Other
- j. **County:**
- k. **DUNS number:** 071298814
- l. **Fiscal Year End Date:** 06/

1. Grant Contact *

First Name

Mesut

Last Name

Ozgen

Phone 305.348.7646

Email mozgen@fiu.edu

2. Additional Contact *

First Name

Ludmilla

Last Name

Champagne

Phone 305.348.1612

Email lchampa@fiu.edu

3. Authorized Official *

First Name

Robert

Last Name

Gutierrez

Phone 305.348.8312

Email gutierr@fiu.edu

4. National Endowment for the Arts Descriptors

4.1 Applicant Status

Government - State

4.2 Institution Type

College/University

4.3 Applicant Discipline

Music

C. Eligibility Page 3 of 12

5. Are all grant activities accessible to all members of the public regardless of sex, race, color, national origin, religion, disability, age or marital status?

Yes (required for eligibility)

No

6. Project start date: 7/1/2022 - Project End Date: 6/30/2023 *

Yes (required for eligibility)

No

7. What is the legal status of your organization?

Florida Public Entity

Florida Nonprofit, Tax-Exempt

8. How many years of completed programming does your organization have?

Less than 1 year (not eligible)

1-2 years (required for eligibility for GPS and SCP)

3 or more years (required minimum to request more than \$50,000 in GPS)

D. Quality of Offerings Page 4 of 12

9. Applicant Mission Statement - (500 characters) *

The Mission of the FIU School of Music is to contribute to the cultural lives of South Florida residents through music while helping our students to pursue excellence in performance, teaching, and research. This is achieved through our concert series, festivals, educational workshop series, commissioning and performing new music, and involving young musicians in the rehearsals and performances with professionals.

10. Project Description - (2000 characters)

Briefly describe the project or program for which you are requesting funding. 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.

The FIU School of Music seeks funds to support its 8th annual Miami International GuitART Festival (MIGF) at the Wertheim Performing Arts Center. MIGF has presented successful programs by focusing on specific themes annually, receiving an enthusiastic response from the South Floridians, and won the Knight Foundation's Knight Arts Challenge award twice in four years.

Building upon the success of an established festival, the 2023 festival will be held from February 18-26 and present world-renowned artists in public concerts, educational lectures, panels, and masterclasses with a specific focus on chamber music and collaborations with non-guitarist musicians as well as other artists.

10.1 Project Goals (2000 characters)

Please list at least three goals associated with the project or program you are for which you are requesting funding.

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.

Sample goal: To provide residents and visitors with increased opportunities to view local art and meet local artists.

-
- 1) Increase the cultural impact of FIU School of Music in South Florida through the exposure and attractiveness of an international festival, featuring some of the most respected and renowned artists of our time to perform and interact with students and audiences in a variety of events.
 - 2) Provide educational and performance opportunities to students.
 - 3) Engage local community members in cultural events through educational and entertaining concerts, lectures, panels, and workshops that will benefit youth, families, and a large population in a broad age span.
 - 4) Provide emerging composers an opportunity to present their artwork in an international platform.
 - 5) Expand cultural enrichment opportunities and accessibility for residents in South Florida beyond

ADA regulations.

10.2 Project Objectives (2000 characters)

Please list the three corresponding objectives for the goals listed above.

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

Sample Objective: At least 300 residents and visitors will view local art and be invited to a "meet the artist reception"

1) Present 18 world-renowned artists, from Florida and beyond, in 10 concerts featuring a wide variety of musical styles with a specific focus on chamber music and collaborations with non-guitarist musicians as well as other artists during the 9-day festival.

2A) Present 4 masterclasses conducted by festival artists to provide a hands-on education for guitar students to learn technical and interpretive aspects of guitar repertoire from renowned master musicians in person.

2B) Objective: Present 4 lectures and workshops in a variety of musical subjects, as well as panels with renowned composers to discuss their work and interact with students in Q&A sessions.

2C) Objective: Present a student showcase concert, which will feature a guitar orchestra comprised of talented young guitarists from colleges and high schools in South Florida, giving them an opportunity to work and perform with professional musicians.

3A) Objective: Present family-oriented concerts with all-inclusive programs targeted at children and seniors.

3B) Objective: Present lectures and workshops to students and community members in a variety of musical subjects, that strengthen their understanding of musical styles, composers, and performance techniques.

3C) Objective: Present panels with renowned composers to discuss their work and interact with audiences in Q&A sessions.

4A) Objective: Organize a composition competition for young and emerging composers with cash prizes and honorary awards.

4B) Objective: Commission new music from accomplished composers, promoting development of new repertoire for guitar.

5A) Objective: Provide complimentary tickets to underserved residents and high school students.

5B) Objective: Participate in the Culture Shock Miami Program of the Miami-Dade County Department of Cultural Affairs and donate complimentary tickets for the youth.

5C) Objective: Participate in the Golden Tickets Program of the Miami-Dade County Department of Cultural Affairs and provide discount tickets to senior residents.

10.3 Project Activities (2000 characters)

Please list the project or program activities.

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

Sample Activities: Work with local arts and tourism organizations to promote art shows. Communicate with local art teachers to encourage students to attend shows. Schedule artist commentaries and news articles to promote the shows.

The festival will be held from February 18-26, 2023 at the Herbert and Nicole Wertheim Performing Arts Center in the Modesto A. Maidique Campus of Florida International University. The program will present 20 events in 9 days, including 10 concerts, 4 lectures, 4 master classes, and a composers panel, as well as a luthiers expo. Additionally, a composition competition will be held prior to the festival and the winners will be announced at the opening concert.

The festival will feature some of the most accomplished guitarists and renowned artists of our time, such as the acclaimed American guitarist Benjamin Verdery (USA), Aniello Desiderio (Italy), and Gaëlle Solal (France).

Another concert will be dedicated to the premiere of a new guitar concerto to be commissioned from the award-winning composer Orlando Jacinto Garcia. Commissioning a concerto and organizing a composition competition will both promote development of new repertoire for guitar. Not only the commissioned work, but also the winning compositions of the competition will be performed in the festival concerts.

The festival events are designed to provide many educational opportunities for students and the general audience to learn about a wide variety of musical styles, composers, and performance techniques. Free educational components of the festival include 4 lectures on a variety of musical styles, 4 master classes providing a hands-on education for guitar students to learn technical and interpretive aspects of guitar repertoire, and a student showcase concert, which will feature a guitar orchestra comprised of talented young guitarists from colleges and high schools in South Florida, giving them an opportunity to work and perform with professional musicians.

Timeline of activities:

Jan 1 June 30, 2022 Booking artists and commissioning a new guitar concerto

July 1 August 15, 2022 Designing and building the festival website

August 16, 2022 Feb 18, 2023 Announcing the festival and competition

June 1, 2022 - Feb 26, 2023 Marketing the festival

Jan 15 Feb 15, 2023 Judging the composition competition submissions

Jan 4 Feb 8, 2023 Preparing the festival book

Feb 8 17, 2023 Printing the festival book

Feb 18 26, 2023 Implementing festival events:

Feb 18 Opening concert with the premiere of commissioned concerto

Feb 19-26 Daily evening concerts and daytime lectures/masterclasses

Feb 25-26 Luthiers Expo

Feb 26 Composers panel and the closing concert

Feb 27 April 30, 2023 Artist payments

10.4 Partnerships & Collaborations

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

We have established partnerships with the following organizations:

Miami Beach Urban Studios, built upon the mission of the FIU College of Architecture and the Arts, provide a collaborative platform for arts, design, and performance, enriched by the extensive network of noted professionals, artists, and performers who serve as visiting critics and mentors. They will provide active student participation and promotional resources to the project.

Adrienne Arsht Center for the Performing Arts of Miami-Dade County, one of the major performance venues in Miami, is a cultural magnet offering great performances to entertainment-hungry audiences of all ages and backgrounds. They will provide promotional resources to the project.

Miami Dade College Music Department has one of the most active guitar programs in Miami, offering guitar lessons and ensemble classes consistently with 3-4 teachers and organizing regularly guitar ensemble festivals and conferences. They will provide active student participation and promotional resources to the project.

The Stocker AstroScience Center has been a campus resource for the entire FIU community and a supporter of our guitar festival since 2015. They will provide venue and promotional support for the project's fundraising events.

The Florida Turkish American Association in Fort Lauderdale has been a supporter of our guitar festival since 2015. They will provide venue and promotional resources for family-oriented events of the project and help to reach broader audiences beyond Miami.

Cuban Research Institute, and Jaffer Center for Muslim World Studies will also provide promotional resources to the project and help to reach a wider range of Latin American and Muslim communities.

11. Project/Program Evaluation

How will you determine if your Goals and Measurable Objectives are achieved? Who will conduct the evaluation, and who will the evaluation target? What methods will be used to collect participant feedback? (Surveys, evaluation forms, interviews, etc.) When will you collect the information, and how will it be used to inform future programming?

The FIU School of Music evaluates the success of all its programs through documented feedback and tracking of information. The music staff evaluates responses to print surveys distributed and collected from attendees at its events, as well as the comments collected from the festival website and social media. The staff also gets feedback from the participating artists and students in person. This methodology allows the staff to evaluate how each person has been engaged and affected during her/his attendance and participation. In addition to the surveys and comments made by attendees both in print and online, the hotel reservation info will be tracked to evaluate the success and tourism impact

of the festival. Based on all these information and data, the festival staff members will make suggestions for improvements on program types, contents, artists, repertoire, lengths and scheduling times of events, as well as ticket prices. These ideas will be used to improve future festival events. [Please see the attached sample of evaluation survey]

11.1 Artist Projects only

Describe the expected outcomes of the project. How will you determine the success of the project?

E. Impact - Reach Page 5 of 12

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.

12. What is the estimated number of events related to this proposal?

20

13. What is the estimated number of opportunities for public participation for the events?

20

14. How many Adults will participate in the proposed events?

3,000

15. How many K-12 students will participate in the proposed events through their school?

1,440

16. How many individuals under the age of 18 will participate in the proposed events outside of their school?

560

17. How many artists will be directly involved?

Enter the estimated number of professional artists that will be directly involved in providing artistic services specifically identified with the proposal. Include living artists whose work is represented in an exhibition regardless of whether the work was provided by the artist or by an institution. This figure should reflect a portion of the total individuals benefiting. If no artists were directly involved in providing artistic services enter 0.

17.1 Number of artists directly involved?

18

17.2 Number of Florida artists directly involved?

9

Total number of individuals who will be engaged?

5018

18. How many individuals will benefit through media?

10,000

19. Proposed Beneficiaries of Project

Select all groups of people that your project intends to serve directly. For each group, you can select more than one answer if applicable. If your project/program served the general public without a specific focus on reaching distinct populations, then select the “No Specific Group” options.

19.1 Race Ethnicity: (Choose all that apply) * No specific racial/ethnic group

19.2 Age Ranges (Choose all that apply): * No specific age group.

19.3 Underserved/Distinct Groups: * No specific underserved/distinct group

20. Describe the demographics of your service area.

According to the U.S. Census Bureau 2010 demographics, 65% of Miami-Dade County population is Hispanic or Latino, 15.4% non-Hispanic White, 17.1% non-Hispanic Black, and 1.5% Asian.

Cubans make up the largest population of immigrants (with more than half of the population) with Colombians coming in second, Haitians in third, followed by Nicaraguans in fourth place, then Dominicans, Venezuelans, Peruvians, Jamaicans, Mexicans, and Argentinians among the highest group of immigrants.

The age distribution is 21.9% under the age of 18, 9.9% from 18 to 24, 28.6% from 25 to 44, 25.6% from 45 to 64, and 14.1% who were 65 years of age or older.

21. Additional impact/participation numbers information (optional)

Use this space to provide the panel with additional detail or information about the impact/participation numbers. Describe what makes your organization/programming unique.

In addition to the professional concerts, festival will also provide educational opportunities for audiences to learn about a wide variety of musical styles, composers, and performance techniques. Free educational events include 4 lectures on diverse musical styles and 4 masterclasses providing hands-on education for students in technical and interpretive aspects of guitar repertoire. We will expand our outreach through free performances in local high schools and community centers in underserved areas.

22. 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.

Miami-Dade

23. What counties does your organization serve?

Select the counties in which your organization provides services. For example, if your organization is located in Alachua County and you provide resources and services in Alachua as well as the surrounding counties of Clay and St. Johns, you will list all three counties. This might include groups that visit your facility from other counties.

Miami-Dade

24. Describe your virtual programming - (Maximum characters 3500.)

Briefly describe any virtual programming that you provide to the public. This information should include who is able to access the programming and any payment structure.

All in-person festival concerts are broadcast simultaneously on the FIU School of Music Livestream website. Additionally, selected festival events are presented only virtually by live-streaming on the festival YouTube channel and Facebook page as well as via Zoom. Viewing virtual events is free of charge through registration.

25. Proposal Impact - (Maximum characters 3500.)

How is your organization benefitting your community .What is the economic impact of your organization?

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

Organization’s Economic Impact:

The FIU School of Music plays a significant role in building and strengthening Florida’s economy through high quality education and artistic production. We produce annually over 150 performances, masterclasses, and other educational events offered to public. Our productions provide employment opportunities for Florida-based artists and benefit all residents of South Florida, particularly those in Miami-Dade and surrounding counties. 250 music students (25 of them in the guitar area) and 60 music

faculty pursue excellence in performance, teaching, and research, and regularly produce creative and innovative artistic works. Our graduates have been employed in key teaching positions in public school system throughout Florida.

The school resides in the Wertheim Performing Arts Center, which is one of Miami's premier collegiate concert and theatrical venues, housing a 585-seat concert hall, 108-seat recital hall, 130-seat instrumental hall, 200-seat mainstage theatre, and 146-seat black box theatre. In addition to the Miami International GuitART Festival, other regular concert series presented by the FIU School of Music include Jazz at the Wertheim, FIU Music Festival, Liszt Festival, FEAST Festival, Wind and Percussion Festival, New Music Miami Festival, Distinguished Conductor Series, Choral Arts Festival, and Wertheim Organ Showcase.

Among our organizational partners are Miami Beach Urban Studios, Frost Art Museum, Jewish Museum of Florida, Friends of Chamber Music of Miami, Cuban Research Institute, Stocker AstroScience Center, Florida Turkish American Association, Miami Classical Guitar Society, and Adrienne Arsht Center.

Proposal's Economic Impact:

The project is designed as an international festival, bringing world-renowned artists to Miami and providing opportunities to Florida-based artists. Primary target audience is South Florida residents of all ages, however the festival also aims to attract statewide, nationwide and international audiences. Except the 2021 edition of festival which was held virtually online, previous in-person festivals have always attracted audiences from around the world. In order to accommodate attendees from outside Miami-Dade County, a total of 525 room nights were blocked in three participating area hotels during in 2020. Based on the projected audience attending, anticipated number of room nights to be blocked will increase to 700 in 2023. Festival will present 20 event opportunities for public participation, including free admission events and ticketed events with prices ranging from \$5-\$30. We expand our accessibility beyond ADA regulations through free performances in local high schools and community centers in underserved areas and provide them complimentary festival tickets. We also participate in the Culture Shock Miami and Golden Ticket programs of Miami-Dade County to bring our festival events to youth and seniors. We donated 425 tickets to these programs in 2020.

Estimated number of individuals directly benefiting from the festival is 5,018. Attendance is tracked through ticket sales both online and at door as well as complimentary ticket stubs collected from attendees. The number of people we hope to reach through electronic media is 10,000. This will be accomplished by broadcasting the festival events on radio and online via FIU School of Music page on the Livestream website as well as the festival YouTube channel and Facebook page. Proposal's economic impact on local tourism is also tracked by room nights reserved in the partner hotels and through print surveys distributed and collected from festival attendees and comments collected from the festival website and social media.

26. Marketing and Promotion

26.1 How are you marketing and promoting your organizations offerings? *

- Billboards
- Brochures
- Collaborations
- Direct Mail
- Email Marketing

- Magazine
- Newsletter
- Newspaper
- Radio
- Organic Social Media
- Paid Social Media
- Other

26.2 What steps are you taking in order to build your audience and expand your reach? - (Maximum characters 3500.)

How are you marketing and promoting your organizations offerings?

The festival is promoted through a newly designed website (migf.fiu.edu), social media, and paid advertisement in various media outlets. Media partnerships are established with two radio stations WLRN and WDNA, as well as CultureOwl, Miami's Community Newspapers, Miami New Times, The Miami Herald, El Nuevo Herald, and String Letter Publishing. We started a special partnership with WDNA by hosting a weekly "FIU Music Hour" to broadcast our live and pre-recorded events at WDNA on Tuesdays at 11 am, as well as rebroadcast of recorded festival concerts. Marketing partnerships are established with the Brazilian Nites and Adrienne Arsht Center for the Performing Arts to mutually promote our festivals.

The festival publicity information is disseminated through the national and international press print and electronic media outlets. Additionally, the following targeted marketing tools are used to promote the festival:

- * Sending monthly e-blasts to the festival and FIU School of Music mailing lists beginning six months before the festival.
- * Sending paid e-blasts via Florida Concert Flyers, including monthly beginning five months before the festival, weekly during the month before the festival and daily e-blasts during the week of festival.
- * Sending electronic media packages to the Miami Herald, El Nuevo Herald, Diario Las Américas, Miami New Times, Artburst, CultureOwl, Associated Press, Biscayne Times, City & Shore Magazine, Huffington Post Miami, etc.
- * Placing radio spots on WLRN and WDNA.
- * Arranging radio interviews on WLRN, WRGP and WDNA.
- * Publicizing festival on social media organically as well as through paid advertisements.
- * Posting festival and competition announcements at the guitar/composition specific Internet portals, such as the Guitar Foundation of America, American Composers Forum, American Society of Composers, Authors & Publishers (ASCAP), Miami Classical Guitar Society, Latin American Music Center, Society of Electroacoustic Music, etc.
- * Advertising the festival in the international guitar magazines, such as Classical Guitar Magazine and Soundboard magazine of the Guitar Foundation of America in the fall and winter issues.
- * Advertising the festival via two Miami-Dade County Initiatives: Golden Tickets for Seniors and Culture Shock Miami.

* Advertising the festival in Welcome Magazine, which is distributed to every hotel room in Miami-Dade County.

* Emailing press releases (a month prior to the festival) to more than 2,000 journalists, bloggers and publications.

* Placing the festival events in the calendar listings of the Miami Herald, Social Miami, Miami Today, WTVJ Channel 6, WFOR Channel 4, WPLG Channel 10, WSVN Channel 7, WPBT Channel 2, Island Television Comcast 578, and other online and print calendars.

* Mailing brochures and postcards to the existing subscribers on the FIU School of Music mailing list, as well as to the targeted high schools, community colleges, and universities in South Florida and nationwide.

* Placing posters and brochures at the music stores in Miami, including Allegro Music Center, Guitar Center, Sam Ash Music Store, and Savino Music.

* Placing large banners and tri-fold brochures on FIU campus locations, including the School of Music, Frost Art Museum, and Graham Center.

* Sending internal invites to FIU colleges, schools and units, as well as distribution to regional hotels, and the offices of Consul Generals in South Florida.

* Featuring pre-festival free concerts at the local high schools, colleges, and community centers in Miami and Fort Lauderdale, as well as on the FIU campus, Frost Art Museum, Perez Art Museum, Stocker AstroScience Center, and Florida Turkish Center.

F. Impact - Diversity, Equity and Inclusion Page 6 of 12

27. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility.* In addition to your facility, what step are you taking to make your programming accessible to persons of all abilities and welcoming to all members of your community?)

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.

The FIU School of Music, as part of the College of Communication, Architecture, and The Arts within the Florida International University, resides in the Herbert and Nicole Wertheim Performing Arts Center, which is fully accessible and ADA compliant as one of Miami's premier collegiate concert and theatrical venues. Accessibility symbols are in full use throughout the facility, which is barrier-free, where a person with physical mobility limitations easily can enter and participate in our events with or without a companion. The procedure for addressing accessibility inquiries, accommodation requests, and/or complaints by members of the public, as well as an internal grievance procedure for the university's employees and volunteers, is as follows:

The FIU Division of Diversity, Equity & Inclusion (DEI) handles student, employee and visitor complaints based on disability discrimination. After a complaint is submitted to DEI, a DEI representative meets with the complainant and attempts to resolve any issues. Similarly, after an accessibility inquiry or accommodation request is submitted to DEI, the Director or another representative of DEI will meet individually with the requester who is seeking accommodations to discuss his/her needs and options. The DEI office will coordinate efforts with the appropriate parties to ensure the approved accommodation(s) is provided.

Program Accessibility:

The FIU School of Music communicates its policies and procedures of inclusivity through FIU's Division of Diversity, Equity & Inclusion (DEI). Our goal is not only to make it possible for people with disabilities to attend our festival events, but also to make them feel comfortable and have a pleasant experience. The school's programs incorporate artists with disabilities in productions and facilitate the participation of individuals with disabilities. Auxiliary aids (sign language interpreters, readers, etc.) are provided, upon request, to individuals with disabilities. Written materials in alternate formats (large print, Braille, audio, electronic, etc.) are made available, upon request, for people who have disabilities. The proposed festival will be fully accessible to all, inclusive of physical and programmatic access for those with disabilities [Please see the attached marketing material examples that demonstrate the use of accessibility symbols].

Individual or Solo Artists: Skip questions 2-5 and move on to section H.

28. Policies and Procedures

Yes

No

29. Staff Person for Accessibility Compliance

Yes

No

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

Emmanuele Archange Bowles

30. 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.

30.1 If yes, when was the evaluation completed? 6/1/2018

31. Does your organization have a diversity/equity/inclusion statement?

Yes

No

31.1 If yes include here:

Florida International University values diversity, equity, and inclusion as integral to our mission as a student-centered public research university strongly focused on learning, research, entrepreneurship, innovation, and creativity so that its graduates are prepared to succeed in a global market. FIU embraces and strives to ensure that a diversity of cultures, races and ethnicities, genders, political and religious beliefs, physical and learning differences, sexual orientations and identities is thriving on our campus and within our community.

We recognize our responsibility to foster an open, welcoming, and inclusion environment of belonging. Students, faculty, staff, alumni, and our community of all backgrounds should be able to collaboratively learn and work. Diversity enriches our university community and is a driving force instrumental to our institutional success.

FIU has a deep commitment to diversity, equity, and inclusion. We are committed to ensuring our faculty and staff reflect the diversity of our local community and our student body. We commit to engaging in an ongoing and thoughtful dialogue about the changing realities of our increasingly interconnected world. We will continually strive to work together to address the challenges of the future in a way that removes barriers to success and promotes a culture of inclusivity, compassion, and mutual respect within the classroom, workplace, and in all aspect of life.

The Division of Diversity, Equity, and Inclusion (DE&I) serves as a strategic campus partner to support the increasing needs of a diverse community. We lead strategic and campus-wide efforts to advance diversity, equity, and inclusion. By emphasizing access, diversity education, and outreach to promote personal and professional growth to foster a climate of inclusion within a diverse community, and establishing partnerships to support coordination with existing campus diversity efforts.

32. Accessibility includes other factors besides physical. What efforts has your organization made to provide programming for all?

The FIU School of Music strives to be more accessible beyond ADA regulations by expanding our outreach through free performances in local high schools and community centers in underserved areas and providing them complimentary festival tickets as well as participating in the Culture Shock Miami and Golden Tickets Programs of the Miami-Dade County for the youth and senior residents.

33. Describe the Diversity of your staff, volunteers, and board members.

The staff, volunteers, and board members at FIU is comprised of a diverse group of individuals from various gender and age groups, as well as race and ethnicity, including White/Caucasian, Hispanic/Latino, African American, Asian, and Middle Eastern.

G. Track Record Page 7 of 12

34. Fiscal Condition and Sustainability

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.

The budget of the FIU School of Music has been balanced in a steady and healthy way over the years. Successful production and fundraising campaigns accompanied by controlled expenditure policy have been the key to our balanced budget. However, due to the pandemic, the School of Music has generated less money for the 2019-2020 fiscal year. Profits have been less because events, camps and live performances have been cancelled. As a result, there have been budget cuts in the departments' spending. Even through this difficult time, the previously implemented edition of the proposed festival, were successfully completed with a balanced budget in 2021. Our annual external grant awards have been increasing securely. In order to sustain the festival long term, the festival director works with the FIU Foundation to develop more efficient fundraising campaigns through an endowment, also raises funds by organizing benefit concerts regularly featuring volunteer artists and students, establishing new partnerships with local businesses and media, collaborating with other local nonprofit organizations to co-sponsor some of the activities, and securing support from foreign governments and consulates to bring international artists from their countries.

35. Completed Fiscal Year End Date (m/d/yyyy) * 6/30/2020

36. Operating Budget Summary

| Expenses | Previous Fiscal Year | Current Fiscal Year | Next Fiscal Year |
|--|-----------------------------|----------------------------|-------------------------|
| 1. Personnel: Administrative | \$3,413,918 | \$2,814,261 | \$2,813,676 |
| 2. Personnel: Programmatic | | | |
| 3. Personnel: Technical/Production | | | \$23,000 |
| 4. Outside Fees and Services: Programmatic | \$32,667 | \$37,000 | \$30,000 |
| 5. Outside Fees and Services: Other | | | |
| 6. Space Rental, Rent or Mortgage | | \$5,040 | \$5,040 |
| 7. Travel | \$43,309 | \$10,200 | |

| | | | | |
|-----------|------------------------------------|-----------------------------|----------------------------|-------------------------|
| 8. | Marketing | \$6,429 | \$21,763 | \$10,000 |
| 9. | Remaining Operating Expenses | \$205,169 | \$192,703 | \$81,696 |
| A. | Total Cash Expenses | \$3,701,492 | \$3,080,967 | \$2,963,412 |
| B. | In-kind Contributions | \$5,100 | | \$15,000 |
| C. | Total Operating Expenses | \$3,706,592 | \$3,080,967 | \$2,978,412 |
| | Income | Previous Fiscal Year | Current Fiscal Year | Next Fiscal Year |
| 10. | Revenue: Admissions | \$91,673 | \$108,609 | \$110,000 |
| 11. | Revenue: Contracted Services | | | |
| 12. | Revenue: Other | \$53,575 | \$10,084 | \$35,000 |
| 13. | Private Support: Corporate | | | |
| 14. | Private Support: Foundation | \$294,364 | \$109,460 | \$138,900 |
| 15. | Private Support: Other | | | |
| 16. | Government Support: Federal | | | |
| 17. | Government Support: State/Regional | \$2,912,250 | \$2,814,261 | \$2,497,806 |
| 18. | Government Support: Local/County | \$69,505 | \$87,000 | \$90,000 |
| 19. | Applicant Cash | \$100,000 | \$100,000 | \$100,000 |
| D. | Total Cash Income | \$3,521,367 | \$3,229,414 | \$2,971,706 |
| B. | In-kind Contributions | \$5,100 | | \$15,000 |
| E. | Total Operating Income | \$3,526,467 | \$3,229,414 | \$2,986,706 |

37. Additional Operating Budget Information - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the operating budget. Please explain any deficits, excess revenue, or major changes to any line items or budget totals. If not applicable, then write "not applicable."

Due to the pandemic, the School of Music has generated less money for the 2019-2020 fiscal year. Profits have been less because events, camps and live performances have been cancelled. As a result, there have been budget cuts in the departments' spending. However, the budget will be balanced for the current and next year with controlled expenses, more concerts and rentals income, and increased private foundation support from the Knight Foundation which pledged to provide the funds that were already committed for the next fiscal year.

38. Paid Staff

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

39. Hours *

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

40. Does your organization have a strategic or long range plan?

- Yes
- No

H. Track_Record Page 8 of 12

41. Rural Economic Development Initiative (REDI) Waiver

Yes

No

42. 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.myflorida.com/cultural/grants/grant-programs/>. Proposal Budget expenses must equal the Proposal Budget income.

The expense section contains three columns:

- a. Grant funds (these are the funds you are requesting from the state)
- b. Cash Match (theses are earned or contributed funds supplied by your organization))
- c. In-kind (the value of donated goods and services)

Do not include any non-allowable expenses in the proposal budget. (see non-allowable expenses).

For General Program Support the Proposal Budget should match the operating budget minus any non-allowable expenses (see non-allowable expenses).

42.1 Personnel: Administrative *

| # | Description | Grant Funds | Cash Match | In-Kind Match | Total |
|----------------|-----------------------|-------------|-----------------|---------------|-----------------|
| 1 | Festival Director | \$0 | \$25,000 | \$0 | \$25,000 |
| 2 | Finance Director | \$0 | \$2,500 | \$0 | \$2,500 |
| 3 | Marketing Coordinator | \$0 | \$2,500 | \$0 | \$2,500 |
| 4 | Events Manager | \$0 | \$2,500 | \$0 | \$2,500 |
| Totals: | | \$0 | \$32,500 | \$0 | \$32,500 |

42.2 Personnel: Programmatic *

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

| # | Description | Grant Funds | Cash Match | In-Kind Match | Total |
|----------------|-----------------|-------------|----------------|---------------|----------------|
| 1 | Faculty artists | \$0 | \$5,000 | \$0 | \$5,000 |
| Totals: | | \$0 | \$5,000 | \$0 | \$5,000 |

42.3 Personnel: Technical/Production *

| # | Description | Grant Funds | Cash Match | In-Kind Match | Total |
|----------------|--------------------|-------------|----------------|---------------|----------------|
| 1 | Technical Director | \$0 | \$3,000 | \$0 | \$3,000 |
| Totals: | | \$0 | \$3,000 | \$0 | \$3,000 |

42.4 Outside Fees and Services: Programmatic *

| # | Description | Grant Funds | Cash Match | In-Kind Match | Total |
|----------------|--------------------------|-----------------|-----------------|----------------|-----------------|
| 1 | Professional Artist Fees | \$20,000 | \$32,000 | \$6,000 | \$58,000 |
| Totals: | | \$20,000 | \$32,000 | \$6,000 | \$58,000 |

42.5

42.6

42.7 Travel (match only) *

| # | Description | Cash Match | In-Kind Match | Total |
|----------------|----------------------------|------------|----------------|----------------|
| 1 | Flight Tickets for Artists | \$0 | \$2,500 | \$2,500 |
| 2 | Lodging for Artists | \$0 | \$6,500 | \$6,500 |
| Totals: | | \$0 | \$9,000 | \$9,000 |

42.8 Marketing *

| # | Description | Grant Funds | Cash Match | In-Kind Match | Total |
|----------------|-------------|----------------|-----------------|---------------|-----------------|
| 1 | Advertising | \$5,000 | \$15,000 | \$0 | \$20,000 |
| Totals: | | \$5,000 | \$15,000 | \$0 | \$20,000 |

42.9

Amount of Grant Funding Requested: \$25,000

Cash Match: \$87,500

In-Kind Match: \$15,000

Match Amount: \$102,500

Total Project Cost: \$127,500

43. Proposal Budget Income:

Detail the expected source of the cash match (middle column) your organization will be using in order to match the state funds (first column) outlined in the expense section. Use the budget categories listed below. Do not include your grant request (first column) or in-kind (third column). Include only income that specifically relates to the proposal. The Proposal Budget income must equal to the Proposal Budget cash match in the expenses.

43.1 Revenue: Admissions *

| # | Description | Cash Match | Total | |
|----------------|--------------|------------|-----------------|-----------------|
| 1 | Ticket sales | \$10,000 | \$10,000 | |
| Totals: | | \$0 | \$10,000 | \$10,000 |

43.2 Revenue: Contracted Services *

| # | Description | Cash Match | Total | |
|----------------|---------------------|------------|----------------|----------------|
| 1 | Advertisement | \$1,000 | \$1,000 | |
| 2 | Class Registrations | \$1,500 | \$1,500 | |
| Totals: | | \$0 | \$2,500 | \$2,500 |

43.3

43.4

43.5 Private Support: Foundation *

| # | Description | Cash Match | Total | |
|----------------|-------------------------------|------------|-----------------|-----------------|
| 1 | Cornelia T. Bailey Foundation | \$25,000 | \$25,000 | |
| Totals: | | \$0 | \$40,000 | \$40,000 |

| # | Description | Cash Match | Total |
|----------------|----------------|------------|-----------------|
| 2 | FIU Foundation | \$15,000 | \$15,000 |
| Totals: | | \$0 | \$40,000 |

43.6

43.7 Government Support: Federal *

| # | Description | Cash Match | Total |
|----------------|---------------------------------|------------|-----------------|
| 1 | National Endowment for the Arts | \$10,000 | \$10,000 |
| Totals: | | \$0 | \$10,000 |

43.8

43.9 Government Support: Local/County *

| # | Description | Cash Match | Total |
|----------------|--|------------|-----------------|
| 1 | Miami-Dade County Department of Cultural Affairs | \$15,000 | \$15,000 |
| Totals: | | \$0 | \$15,000 |

43.10 Applicant Cash *

| # | Description | Cash Match | Total |
|----------------|--------------|------------|-----------------|
| 1 | Cash on hand | \$10,000 | \$10,000 |
| Totals: | | \$0 | \$10,000 |

Total Project Income: \$127,500

43.11 Proposal Budget at a Glance

| Line | Item | Expenses | Income | % |
|------|-------------------|------------------|------------------|------------|
| A. | Request Amount | \$25,000 | \$25,000 | 20% |
| B. | Cash Match | \$87,500 | \$87,500 | 69% |
| | Total Cash | \$112,500 | \$112,500 | 89% |

| Line | Item | Expenses | Income | % |
|------|-----------------------|-----------|-----------|------|
| C. | In-Kind | \$15,000 | \$15,000 | 12% |
| | Total Proposal Budget | \$127,500 | \$127,500 | 101% |

44. Additional Proposal Budget Information (optional)

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.

IN-KIND CONTRIBUTIONS

\$4,000 Miami Turkish Consulate for professional artist fees and expenses

\$2,000 Center for Muslim World Studies for professional artist fees and expenses

\$2,500 Turkish Airlines for flight expenses

\$6,500 Individual volunteers providing lodging for festival artists

TOTAL in-kind: \$15,000

I. Attachments and Support Materials Page 9 of 12

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 DAC 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, .gif, .png, or .tiff | 5 MB |
| documents | .pdf, .txt, .doc, or .docx | 10 MB |
| audio | .mp3 | 10 MB |
| video | .mp4, .mov, or .wmv | 200 MB |

MacOS productivity files such as Pages, Keynote, and Numbers are not acceptable formats. Please save files into .pdf format before submission.

45. Required Attachment List

Please upload your required attachments in the spaces provided.

45.1

Substitute W-9 Form

| File Name | File Size | Uploaded On | View (opens in new window) |
|---------------------------------|-----------|-----------------------|----------------------------|
| FIU Substitute W9 MyFlorida.pdf | 34 [KB] | 5/27/2021 10:00:00 PM | View file |

46. Support materials (required)

| File | Title | Description | Size | Type | View (opens in new window) |
|------|-------|-------------|------|------|----------------------------|
|------|-------|-------------|------|------|----------------------------|

| File | Title | Description | Size | Type | View (opens in new window) |
|--|---|---|----------------|------|-------------------------------------|
| MIGF_2020_Program_Book.pdf | Sample Festival Program Book | The complete program book of the 2020 Miami International GuitART Festival, which includes accessibility symbols. | 5384 [KB] | | View file |
| MIGF Sponsors480.mov | Festival Sponsors | Sponsors video (10 minutes), shown as an introduction to all online festival events of the 2021 virtual festival. | 186567 [KB] | | View file |
| MIGF_Marketing_Materials.pdf | Sample Marketing Materials | Publicity flyer, poster, brochure, and website pages, which include accessibility symbols. | 1562 [KB] | | View file |
| Yamandu Costa-Forca480.mov | Sample Festival Concert Video | Força by Yamandu Costa performed by Yamandu Costa, as part of the 2021 virtual festival, on February 27, 2021, video length 4:25 minutes. | 108623 [KB] | | View file |
| Letter of Commitment & Sample Work.pdf | Letter of Commitment and Sample Work | Letter of Commitment from composer Orlando Garcia for the new guitar concerto commission and a sample work video link (5:49 minutes). | 117 [KB] | | View file |

| File | Title | Description | Size | Type | View (opens in new window) |
|--|-------------------------------------|---|-----------|------|-------------------------------------|
| Benjamin Verdery Sample Work Video.pdf | Sample Festival Artist Video Link 1 | Featured festival artist Benjamin Verdery performs his own composition From Aristotle, video length 13:01 minutes. | 24 [KB] | | View file |
| Aniel Desiderio Sample Work Video.pdf | Sample Festival Artist Video Link 2 | Featured festival artist Aniello Desiderio performs Canarios by Gaspar Sanz, video length 3:25 minutes. | 23 [KB] | | View file |
| MIGF_Key_Project_Personnel.pdf | Key Project Personnel | Biographical information about key artistic and administrative personnel | 78 [KB] | | View file |
| MIGF_Testimonials-Review.pdf | Testimonials and Review | Various testimonials from audiences and artists about the festival as well as an article by Dr. Sam Desmet reviewing the festival, published on the Classical Guitar Magazine. | 2077 [KB] | | View file |
| FIU_MIGF-SurveyForm.pdf | Sample Evaluation Survey | Print surveys that are distributed and collected from attendees in the festival events for documenting the feedback, tracking attendance, and evaluating various aspects of the festival. | 82 [KB] | | View file |

J. Notification of International Travel Page 10 of 12

In accordance with Section 15.182, Florida Statutes, the grantee shall notify the Department of State of any international travel at least 30 days before the date the international travel is to commence or, when an intention to travel internationally is not formed at least 30 days in advance of the date the travel is to commence, as soon as feasible after forming such travel intention. Notification shall include date, time, and location of each appearance.

47. Notification of International Travel

I hereby certify that I have read and understand the above statement and will comply with Section 15.182, Florida Statutes, International travel by state-funded musical, cultural, or artistic organizations; notification to the Department of Economic Opportunity.

K. Florida Single Audit Act Page 11 of 12

Florida Single Audit Act

In accordance with Section 215.97(2)(a) and 215.97(8)(a), Florida Statutes, and the policies and procedures established by the Division of Arts and Culture, the grantee is required to certify annually if your organization with FEIN (insert FEIN here) expended \$750,000 or more from all combined state sources and all combined federal sources during your organization's fiscal year. If your organization has exceeded the threshold of \$750,000, your organization will be required to comply with the Florida Single Audit Act. You will be required to complete a separate certification form in dosgrants.com following the close of your fiscal year.

48. Florida Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with Section 215.197, Florida Statutes, Florida Single Audit Act and the policies and procedures established by the Division of Arts and Culture.

L. Review & Submit Page 12 of 12

49. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.701, Florida Statutes and incorporated by reference into Rule 1T-1.039, Florida Administrative Code.

50. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of The Florida International University Board of Trustees 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.

50.1 Signature (Enter first and last name)

Roberto Gutierrez

