

Miami City Ballet, Inc.

Project Title: Miami City Ballet's 2018-2019 Season

Grant Number: 19.c.ps.101.300

A. Cover Page Page 1 of 10

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 3

Discipline: Dance

Proposal title

Miami City Ballet's 2018-2019 Season

1. Proposal synopsis - (Maximum characters 435.)

Miami City Ballet (MCB) requests \$150,000 in support of artistic personnel – namely, the Company's acclaimed dancers. In 2018/19, MCB will add three works to its repertory: *Brahms/Handel* by Jerome Robbins and Twyla Tharp; *Stravinsky Violin Concerto*, created by George Balanchine for the 1972 Stravinsky Festival; and *Rodeo: Four Dance Episodes*, Justin Peck's interpretation of Aaron Copland's seminal work of Americana.

B. Contacts (Applicant Information) Page 2 of 10

Applicant Information

- a. **Organization Name:** Miami City Ballet, Inc.
- b. **FEID:** 59-2578534
- c. **Phone number:** 305.929.7000
- d. **Principal Address:** 2200 Liberty Avenue Miami Beach, 33139-1641
- e. **Mailing Address:** 2200 Liberty Avenue Miami Beach, 33139-1641
- f. **Website:** www.miamicityballet.org
- g. **Organization Type:** Nonprofit
- h. **Organization Category:** other
- i. **County:** Miami-Dade

- a. **Applicant Name:** Scanlan, Michele
- b. **Phone number:** 305.929.7000
- c. **Website:** www.miamicityballet.org
- d. **County:** Miami-Dade

1. Grant Contact *

First Name

Michele

Last Name

Scanlan

Phone

305.929.7000

Email

michele@miamicityballet.org (mailto:michele@miamicityballet.org)

2. Additional Contact *

First Name

Irene

Last Name

Tai

Phone

305.929.7000

Email

irene@miamicityballet.org (mailto:irene@miamicityballet.org)

3. Authorized Official *

First Name

Lourdes

Last Name

Lopez

Phone

305.929.7000

Email

lourdes@miamicityballet.org (mailto:lourdes@miamicityballet.org)

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

File

Organization - Nonprofit

4.2. Institution Type

File

Performing Group

4.3. Applicant Race

File

No Single Group Listed Above

4.4. Applicant Discipline

File

Dance

5. Department Name (optional)

C. Eligibility Page 3 of 10

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

- Public Entity
- Nonprofit, Tax-Exempt
- Solo artist 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 ##fiscalyearbegindate## - ##fiscalyearenddate##? *

- 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)

5. How long has the applicant been incorporated in Florida?

- Less than 3 years
- 3-4 years (required minimum for LAA, Level 2 eligibility)
- 5 or more years (required minimum for LAA, level 3 eligibility)

6. Is the applicant designated as the Local Arts Agency by the local county commission per s. 265.32, F.S.?

- Yes (required for eligibility)
- No

7. How is the applicant underserved? (select all that apply)

Select the statements that are true for the applicant. At least one must be true for eligibility. See the guidelines for more information about underserved designations.

- Applicant is rural
- Applicant is minority
- Applicant is lacking in resources

Total Cash Income

9. Consultant

Select the statements that are true for the applicant. Both statements must be true for eligibility.

- Consultant is **NOT** a member of the applicant's staff or board.
- Consultant is **NOT** in the immediate family (/resources/termlookup.cfm?term=immediate-family) of any staff or board members.

10. How many contact hours does this residency include?

0

11. Applicant is Florida-based?

- Yes
- No

12. Applicant provides an active touring program with education activities?

- Yes
- No

13. Applicant provides study guides, learning materials, or sample lesson plans

- Yes
- No

14. Professional Theatre *

- Applicant compensates artistic staff and actors.

15. Museum

The following statements must be true for you to be eligible to apply in the Museum discipline. Check all that apply.

- Applicant is open to the public for at least 180 days each year.
- Applicant owns or utilizes collections, including works of art, historical artifacts, or other tangible objects (live or inanimate).
- Applicant exhibits these collections, including works of art, historical artifacts, or other tangible objects to the public on a regular schedule.

16. Multi Disciplinary

- Yes (If yes, you should apply to the Presenting discipline)
- No (required for eligibility)

17. State Service Organization Designation *

- Applicant's services and activities reach at least 40 Florida counties.

D. Excellence Page 4 of 10

1. Applicant Mission Statement - (Maximum characters 350.) *

Solo artists: Provide a brief artist statement in lieu of a mission statement.

The mission of Miami City Ballet is to play a leadership role in the arts ecology of Florida by bringing the best of dance and dance education to its regions.

2. Proposal Description - (Maximum characters 5250.)

Describe the proposal 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.

2.1. Goals, Objectives, and Activities

At the heart of everything Miami City Ballet does is the deeply held belief that dance can transcend boundaries, change lives, and transform entire communities. To that end, the Florida Department of State Division of Cultural Affairs' philanthropic investment in MCB's diverse roster of dancers will help make four main areas of transformation possible during the 2018/19 season: national leadership and genre-defining artistry; premier dance training and a generous scholarship program; expanded reach through community engagement and outreach activities; and a comprehensive plan for financial sustainability and organizational strength.

NATIONAL LEADERSHIP

Goal: Continue to use MCB's newfound position as a national leader to produce dance works of the highest quality.

Objectives:

- Preserve and expose audiences to ballet masterworks, with a special focus on the Balanchine canon.
- Commission new, distinctive works by important choreographers.
- Establish a consistent national touring presence.

Activities:

- Highlights of the 2018/19 Season include the company premieres of *Brahms/Handel*, with choreography by Jerome Robbins and Twyla Tharp; *Stravinsky Violin Concerto*, created by George Balanchine for the 1972 Stravinsky Festival; and Justin Peck's *Rodeo: Four Dance Episodes*, a plotless interpretation of Aaron Copland's exuberant work of Americana. The acquisition of these new works enhances the community's cultural landscape by bringing the best of dance's past, present, and future to South Florida and far beyond. As a cultural anchor with a national reputation, MCB is uniquely poised to bring dance works and artists of the highest caliber to its home audiences in Miami-Dade, Palm Beach, Broward, and Collier Counties. During the 2018/19 Season, MCB expects to reach nearly 100,000 patrons through the presentation of four diverse repertory programs and an exciting new production of the treasured Christmas fairytale, *George Balanchine's The Nutcracker*®.
- Planned tours include engagements in Minneapolis, Chicago, New York, and Los Angeles in the fall of 2018.
- Indicators of MCB's success in achieving national leadership include placement and coverage in national publications such as *The New York Times*, *Dance Magazine*, and *Pointe Magazine*. Press coverage and reviews provide insight into critical reception of MCB's repertory programs, including the strength of dancers' performances and the quality and structure of each program. Other major indicators of success will be the number of works added to the repertory and the number of touring engagements in 2018/19.

PREMIER TRAINING

Goal: Develop the Miami City Ballet School into a premier training academy.

Objectives:

- Expand and strengthen faculty and curriculum.
- Explore viability of expanding to satellite locations in Miami-Dade and Palm Beach Counties.
- Raise standards and selectivity of student body and expand reach in student recruitment.
- Grow scholarship program to provide opportunity to talented students of diverse backgrounds, particularly through multi-year commitments and scholarship programs such as Ballet Bus.

Activities:

- In 2018/19, MCB School will continue to strengthen its faculty and curriculum through comprehensive teacher training and syllabus review. Director of Faculty and Curriculum Arantxa Ochoa will lead efforts to continue bringing skilled and distinguished faculty on board to raise the overall level of training offered at MCB School. Focuses include building a more robust men's program and developing versatile dancers under the Balanchine style for which MCB is known.
- In July 2017, MCB School will launch its Palm Beach Summer Dance Camp to provide 50 young children, ages 9-12, from traditionally underserved Palm Beach County schools with an introduction to dance and creative movement. In 2018/19, MCB will use the Palm Beach Summer Camp as a model to explore the viability of establishing satellite locations in South Florida, bringing the transformative power of dance education to previously underserved communities.
- MCB School plans to raise selectivity in terms of program acceptances and scholarship awards to increase the overall quality of students at MCB School and ensure that MCB School, and by extension, the Company, reflects the diversity of South Florida. Using tools such as the Audition Tour (which visits 19 U.S. cities and South American cities each year), MCB School will work to build this diverse and representative student body. Recruitment efforts will continue to address issues of economic inequality through tuition and housing scholarship awards (at an expected value of \$500,000 in 2018/19) that make the pursuit of top-level training available to students of all ethnic backgrounds and financial means.
- Indicators of success include an increased faculty-to-student ratio, allowing students to receive more personalized and focused training; the Palm Beach Summer Camp's capacity to provide arts access to underserved children in Palm Beach County; and the improvement of MCB School students' dance technique and skills, which will help students in pursuit of higher education at university dance programs and employment at MCB and other professional companies.

EXPANDED REACH

Goal: Expand audiences and community engagement to serve a large, diverse, and inclusive population.

Objectives:

- Expand outreach and education programs with a focus on inclusivity, accessibility, and diversity.
- Expand audiences through enhanced marketing efforts, data insights, and development of digital platforms.
- Expand partnerships and collaborations with public schools, arts organizations, and neighborhood initiatives.

Activities:

- The 2018/19 school year marks Year 4 of MCB's landmark long-term scholarship program, Ballet Bus. Through Ballet Bus, MCB has made ten-year commitments to underserved students and their families in Miami-Dade County, providing them with everything needed to succeed at MCB School: bus transportation, full tuition scholarships, dance attire, healthy snacks, mentoring, and more. In 2018/19, Ballet Bus is expected to serve 50 young students from Miami's Title I schools (with nearly 40 students returning from Years 1-3). The demographic make-up of the existing Ballet Bus cohort is 86% young women and 14% young men, 52% of whom identify as Hispanic/Latino, 41% as Black/African American, and 7% as Other. MCB expects incoming students (all ages 7-10) to exhibit a similar ethnic make-up. MCB was proud to have nine students in Year 2 audition for and be selected to perform in 17 performances of *The Nutcracker* alongside the professional Company in December 2016. In recognition of MCB's commitment to not only the Ballet Bus students, but also their families, MCB invites all parents and families to attend a *Nutcracker* performance, which serves as a first-time theater experience for many.
- Ballet for Young People is MCB's free performance series that provides 6,400 youth from South Florida's underserved communities with a free opportunity to experience the thrill of live ballet performance, coupled with a participatory learning component. In 2018/19, MCB's new interactive Ballet for Young People webpage will help increase and create new methods of tracking student and teacher engagement. Attending teachers and students will be able to download a pre-performance guide with classroom activities, watch pre-performance videos that will help prepare audiences for the theater, and leave comments and questions for the MCB dancers after watching the performance.
- Explore Dance brings ballet directly into the classroom for first and second grade students, providing them with a comprehensive, year-long dance program that facilitates artistic exploration and overall wellness. Students receive ballet slippers and uniforms, complimentary tickets to *The Nutcracker*, and the opportunity to showcase their skills in a final performance for peers and family members. In 2018/19, Explore Dance is expected to serve four schools in Miami and Miami Beach (following the 2017/18 expansion from one school to four schools).
- A major indicator of MCB's success in achieving expanded reach will be the number of underserved young people who gain access to experiences in classical ballet. MCB's hope is that through these programs, they will be inspired by the power of the arts, discover new passions, and develop an appreciation for classical ballet. Some of these individuals may grow into patrons of the arts, maturing, over time, into the next generation of dance audiences, while others may just benefit from introduction to new experiences. Additionally, MCB will measure success by its ability to serve ethnically diverse and inclusive populations, such as South Florida's large Hispanic/Latino and Black/African American populations.

ORGANIZATIONAL STRENGTH

Goal: Secure Miami City Ballet's organizational capacity and sustainability.

Objectives:

- Increase board engagement, diversity, and fundraising performance.
- Initiate transformational and sustainable funding strategies.
- Strengthen administrative capacity through improved organizational culture and efficiency.
- Plans to strengthen MCB's administrative staff include the addition of positions such as a full-time data specialist, a full-time videographer, in-house public relations staff, and a dedicated staff member based in Palm Beach who will focus on MCB's Palm Beach audiences and programming. These new positions will fill distinct organizational needs while helping MCB strengthen its current administrative capacity and organizational efficiency.
- Indicators of success in securing Miami City Ballet's organizational capacity and sustainability include the Company's ability to executive the goals outlined in MCB's new strategic plan (the four goals indicated above) to a high degree of satisfaction for both staff and board, increased board engagement, and the ability to attract and retain top talent.

Activities:

- New leadership at MCB, including Board Chairman Kristi Jernigan, Interim Executive Director Michael Tiknis, and Director of Marketing, Sales & Communications Laura Babcock, will help carry out MCB's new strategic plan, created in collaboration with The Alford Group, and implement new data-driven patron loyalty strategies developed in consultation with TRG Arts. Board Chairman Kristi Jernigan is spearheading efforts to improve board engagement, increase the diversity of MCB's board to reflect South Florida's mosaic of varied cultures, and grow fundraising performance in 2018/19 and beyond. MCB's Board of Trustees has expanded to 48 members, and recently elected two new Trustees of ethnic diversity to the Board of Directors to ensure MCB's focus on diversity is integrated and represented at the organization's highest level of leadership.
- Plans to strengthen MCB's administrative staff include the addition of positions such as a full-time data specialist, a full-time videographer, in-house public relations staff, and a dedicated staff member based in Palm Beach who will focus on MCB's Palm Beach audiences and programming. These new positions will fill distinct organizational needs while helping MCB strengthen its current administrative capacity and organizational efficiency.
- Indicators of success in securing Miami City Ballet's organizational capacity and sustainability include the Company's ability to executive the goals outlined in MCB's new strategic plan (the four goals indicated above) to a high degree of satisfaction for both staff and board, increased board engagement, and the ability to attract and retain top talent.

2.2. Partnerships

Partnerships with community organizations and national peer organizations are critical to the successful implementation of Miami City Ballet's artistic and education and outreach programs. Each year, MCB works with several national peer organizations to produce and present its artistic programming. Examples of recent collaborators include the Harris Theater for Music and Dance in Chicago (a 2018 world premiere work by Brian Brooks) and The Music Center in Los Angeles (the 2017 premiere of MCB's new production of *George Balanchine's The Nutcracker*®). Each year, MCB also works with the Opus One Orchestra in Miami to provide live orchestral accompaniment for all repertory performances. Artistic collaborations and touring engagements for the 2018/19 Season are to be confirmed, but are expected to include performances in Minneapolis, Chicago, New York, and Los Angeles.

Collaborations with local nonprofit and community organizations are at the heart of MCB's outreach and educational programs, and are key to MCB's ability to reach diverse and traditionally underserved audiences across South Florida. The Miami-Dade, Broward, and Palm Beach public school systems are key partners on projects such as Ballet Bus, Ballet for Young People, and Explore Dance. The school systems help fill the theaters for free performance programs, and promote audition opportunities for MCB's dance training programs such as Explore Dance and Ballet Bus. Each season, MCB works with dozens of community health and family non-profits to distribute more than 3,700 complimentary performance tickets. Examples of past partners include the Children's Cancer Caring Center, Greater Hollywood YMCA, Miami Beach Senior Center, and Jewish Community Services.

2.3. Timeline

Programming and performance dates are tentative and may shift, vary per county, or be replaced by similar productions.

PROGRAM ONE

The Four Temperaments (Balanchine/Hindemith)

Afternoon of a Faun (Robbins/Debussy)

Glinka Pas de Trois (Balanchine/Glinka)

Brahms/Handel (Robbins and Tharp/Brahms)*

Adrienne Arsht Center for the Performing Arts (ACPA, Miami): Oct. 19-21, 2018

Artis—Naples (AN, Naples): Oct. 23, 2018

Broward Center for the Performing Arts (BCPA, Ft. Lauderdale): Oct. 27-28, 2018

Raymond F. Kravis Center for the Performing Arts (KCPA, W. Palm Beach): Nov. 16-18, 2018

GEORGE BALANCHINE'S THE NUTCRACKER®

BCPA: Dec. 7-9, 2018

ACPA: Dec. 13-24, 2018

KCPA: Dec. 27-30, 2018

PROGRAM TWO

Dances at a Gathering (Robbins/Chopin)

Symphony in C (Robbins/Bizet)

ACPA: Jan. 11-13, 2019

AN: Jan. 15, 2019

KCPA: Jan. 18-20, 2019

BCPA: Jan. 26-27, 2019

PROGRAM THREE

Stravinsky Violin Concerto (Balanchine/Stravinsky)*

Rodeo: Four Dance Episodes (Peck/Copland)*

Slaughter on Tenth Avenue (Balanchine/Rogers)

ACPA: Feb. 22-24, 2019

KCPA: Mar. 9-10, 2019

BCPA: Mar. 15-17, 2019

PROGRAM FOUR

Programming to be confirmed – *Swan Lake* (Ratmansky/Tchaikovsky)* OR *Don Quixote* (Balanchine/Tchaikovsky) OR *A Midsummer Night's Dream* (Balanchine/Mendelssohn)

AN: Mar. 5, 2019

ACPA: Mar. 29-31, 2019

KCPA: Apr. 5-7, 2019

BCPA: Apr. 27-28, 2019

-

OPEN BARRE

Discussion-based performance program held twice a year at MCB's in-house, 200-seat studio theater.

BALLET FOR YOUNG PEOPLE

Six free performances in Miami-Dade, Broward, and Palm Beach Counties. Educational performance programming is designed for children and families.

MCB SCHOOL

Full-Year Session

Sept. 2018-May 2019

Five-week Summer Intensive Program

June-July 2018

Three-week Summer Intensive Program

July 2018

Two-week Summer Intensive Program

July-Aug. 2018

*Company Premiere

3. Collection Summary - (Maximum characters 5250.)

Provide a summary of the collection (live or inanimate) and the collection policy including: 1) Size and scope of collection(s) the museum owns or uses; 2) Conservation and care; and 3) Inventory/registration methods. If you are not a collecting institution answer Not Applicable

4. Individual Artist Project

What makes your project artistically strong? What is your motivation for this project, how will it advance your career and creative practice? What is the artistic context of this project to your creative practice?

E. Impact Page 5 of 10

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

27

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

136

3. How many total individuals will benefit? *

109,647

3.1. How many individuals will benefit through media? *

0

4. How many Adults will be engaged? *

45,057

5. How many school based youth will benefit? *

7,515

6. How many non-school based youth will benefit? *

22,993

7. How many older adults will benefit? *

28,170

8. How many artists will be directly involved? *

132

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

- American Indian/Alaskan Native
- Asian
- Black/African American
- Hispanic/Latino
- Native Hawaiian/Other Pacific Islander
- White
- No group made up 25% or more of population benefitting

10. Additional impact/participation numbers information (optional) - (Maximum characters 1166.)

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

Impact and participation numbers are based upon actuals from MCB's most recently completed fiscal year (FY17) and projections for the 2018/19 Season in situations where FY19 projections will be more accurate due to known program changes (e.g., MCB knows it will present more events than in the previous year). Data is collected using drop counts for all ticketed programs, enrollment numbers for education and outreach programs, workforce demographics, and other sources.

11. What counties will be served by your programming?

Select all that apply.

- | | | | |
|---|--|--|---|
| <input type="checkbox"/> Alachua | <input type="checkbox"/> Franklin | <input type="checkbox"/> Lee | <input type="checkbox"/> Pinellas |
| <input type="checkbox"/> Baker | <input type="checkbox"/> Gadsden | <input type="checkbox"/> Leon | <input type="checkbox"/> Polk |
| <input type="checkbox"/> Bay | <input type="checkbox"/> Gilchrist | <input type="checkbox"/> Levy | <input type="checkbox"/> Putnam |
| <input type="checkbox"/> Bradford | <input type="checkbox"/> Glades | <input type="checkbox"/> Liberty | <input type="checkbox"/> Santa Rosa |
| <input type="checkbox"/> Brevard | <input type="checkbox"/> Gulf | <input type="checkbox"/> Madison | <input type="checkbox"/> Sarasota |
| <input checked="" type="checkbox"/> Broward | <input type="checkbox"/> Hamilton | <input type="checkbox"/> Manatee | <input type="checkbox"/> Seminole |
| <input type="checkbox"/> Calhoun | <input type="checkbox"/> Hardee | <input type="checkbox"/> Marion | <input type="checkbox"/> St. Johns |
| <input checked="" type="checkbox"/> Charlotte | <input type="checkbox"/> Hendry | <input checked="" type="checkbox"/> Martin | <input checked="" type="checkbox"/> St. Lucie |
| <input type="checkbox"/> Citrus | <input type="checkbox"/> Hernando | <input checked="" type="checkbox"/> Miami-Dade | <input type="checkbox"/> Sumter |
| <input type="checkbox"/> Clay | <input type="checkbox"/> Highlands | <input checked="" type="checkbox"/> Monroe | <input type="checkbox"/> Suwannee |
| <input checked="" type="checkbox"/> Collier | <input checked="" type="checkbox"/> Hillsborough | <input type="checkbox"/> Nassau | <input type="checkbox"/> Taylor |
| <input type="checkbox"/> Columbia | <input type="checkbox"/> Holmes | <input type="checkbox"/> Okaloosa | <input type="checkbox"/> Union |
| <input type="checkbox"/> DeSoto | <input type="checkbox"/> Indian River | <input type="checkbox"/> Okeechobee | <input type="checkbox"/> Volusia |
| <input type="checkbox"/> Dixie | <input type="checkbox"/> Jackson | <input type="checkbox"/> Orange | <input type="checkbox"/> Wakulla |
| <input type="checkbox"/> Duval | <input type="checkbox"/> Jefferson | <input type="checkbox"/> Osceola | <input type="checkbox"/> Walton |
| <input type="checkbox"/> Escambia | <input type="checkbox"/> Lafayette | <input checked="" type="checkbox"/> Palm Beach | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Flagler | <input type="checkbox"/> Lake | <input type="checkbox"/> Pasco | |

12. 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.

- | | | | |
|---|---|---------------------------------------|------------------------------------|
| <input type="checkbox"/> Alachua | <input checked="" type="checkbox"/> Collier | <input type="checkbox"/> Glades | <input type="checkbox"/> Jackson |
| <input type="checkbox"/> Baker | <input type="checkbox"/> Columbia | <input type="checkbox"/> Gulf | <input type="checkbox"/> Jefferson |
| <input type="checkbox"/> Bay | <input type="checkbox"/> DeSoto | <input type="checkbox"/> Hamilton | <input type="checkbox"/> Lafayette |
| <input type="checkbox"/> Bradford | <input type="checkbox"/> Dixie | <input type="checkbox"/> Hardee | <input type="checkbox"/> Lake |
| <input type="checkbox"/> Brevard | <input type="checkbox"/> Duval | <input type="checkbox"/> Hendry | <input type="checkbox"/> Lee |
| <input checked="" type="checkbox"/> Broward | <input type="checkbox"/> Escambia | <input type="checkbox"/> Hernando | <input type="checkbox"/> Leon |
| <input type="checkbox"/> Calhoun | <input type="checkbox"/> Flagler | <input type="checkbox"/> Highlands | <input type="checkbox"/> Levy |
| <input type="checkbox"/> Charlotte | <input type="checkbox"/> Franklin | <input type="checkbox"/> Hillsborough | <input type="checkbox"/> Liberty |
| <input type="checkbox"/> Citrus | <input type="checkbox"/> Gadsden | <input type="checkbox"/> Holmes | <input type="checkbox"/> Madison |
| <input type="checkbox"/> Clay | <input type="checkbox"/> Gilchrist | <input type="checkbox"/> Indian River | <input type="checkbox"/> Manatee |

- | | | | |
|--|--|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> Marion | <input type="checkbox"/> Orange | <input type="checkbox"/> Santa Rosa | <input type="checkbox"/> Taylor |
| <input type="checkbox"/> Martin | <input type="checkbox"/> Osceola | <input type="checkbox"/> Sarasota | <input type="checkbox"/> Union |
| <input checked="" type="checkbox"/> Miami-Dade | <input checked="" type="checkbox"/> Palm Beach | <input type="checkbox"/> Seminole | <input type="checkbox"/> Volusia |
| <input type="checkbox"/> Monroe | <input type="checkbox"/> Pasco | <input type="checkbox"/> St. Johns | <input type="checkbox"/> Wakulla |
| <input type="checkbox"/> Nassau | <input type="checkbox"/> Pinellas | <input type="checkbox"/> St. Lucie | <input type="checkbox"/> Walton |
| <input type="checkbox"/> Okaloosa | <input type="checkbox"/> Polk | <input type="checkbox"/> Sumter | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Okeechobee | <input type="checkbox"/> Putnam | <input type="checkbox"/> Suwannee | |

13. 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.

ECONOMIC IMPACT

The 2018/19 season marks MCB's 33rd year as a cultural ambassador for the State of Florida. With MCB's performance season taking place concurrently with Florida's peak tourism months, MCB is uniquely positioned to generate substantial economic activity – MCB's most recently completed 2016/17 Season is estimated to have generated a total industry impact of \$19.1 million in expenditures and event-related spending and more than \$960,000 in state government revenue (Arts & Economic Prosperity IV). The Cultural Quarterly wrote, "As one of a few South Florida arts and cultural arts organizations that expand their talent and artistry beyond not only county borders, but also statewide, and national borders, MCB continues to export and import creativity, encouraging fluency and diversity through the medium of classical dance and an expanding regional portfolio."

MCB employs more than 130 artistic and administrative staff and contracts with local musicians, stagehands, restaurants, hotels, and other local businesses. Of MCB's 2016/17 season audiences, approximately 9% came from out of state and 1% visited from other countries. MCB School students and their parents come from around the world to attend the Summer Intensive and Year-Round training programs, staying at local hotels and rental properties for upward of five weeks and contributing to the local economy through dining, entertainment, and other expenses.

EDUCATION AND OUTREACH IMPACT

In 2018/19, MCB's Share the Dance: Community Outreach and Educational Initiatives will serve a large, diverse, and inclusive population through programs such as:

- **Ballet Bus** – Launched in 2015 in collaboration with Miami-Dade County Public Schools and Superintendent Alberto Carvalho, Ballet Bus strives to level the playing field for young students from disadvantaged socio-economic backgrounds. The program commits to providing young students from Title I Schools with up to ten years of bus transportation, full tuition scholarships, dance attire, healthy snacks, and mentoring. In 2018/19, an estimated 50 students will participate in Ballet Bus.
- **MCB School Scholarships** – MCB provides more than 150 students with tuition and housing scholarship support. Many scholarship recipients, including those who would have otherwise struggled to afford training, have gone on to dance with the world's most prestigious companies.
- **Ballet for Young People** – BFYP is a free performance series created for children from underserved communities to experience the thrill of classical ballet through an interactive lecture demonstration followed by a repertory performance. Students engage in pre-performance classroom activities guided by MCB's teacher's guide and take home an educational program guide with fun activities.
- **Explore Dance** – MCB brings ballet into the classroom with Explore Dance. 1st and 2nd grade students from four local Title I schools - where more than 80% of the students receive free and reduced lunch - participate in weekly dance classes free of charge.
- Other programs include the **Community Complimentary Ticket Program**, which provides more than 3,100 free tickets for community organizations to attend MCB performances; the **Open Barre** performance and behind-the-scenes discussion series; the **Lecture and Master Class Series** that provides a premier dance training experience to local magnet school students; **Behind the Ballet** pre-performance talks; and **Touch Tours** for patrons with visual impairments.

14. 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.

MARKETING

2018/19 marketing efforts will focus on strengthening MCB's position as an internationally acclaimed dance company and leader in the arts community. Following a comprehensive consultancy with TRG Arts in 2016, MCB will continue to pursue new, data-driven plans for increasing patron and subscription loyalty, which will complement MCB's progress toward implementing marketing strategies outlined in a new strategic plan developed with Chicago-based firm The Alford Group in 2016. Priorities include developing new digital platforms that broaden MCB's reach and visibility and enhance MCB's ability to develop new audiences.

PUBLICITY

MCB submits its performance calendar for placement in national and international publications each year. In order to extend MCB's impact beyond the local community, MCB provides marketing materials to regional airports and cultural councils in the counties where MCB performs. MCB's three-tiered publicity strategy includes:

- **Previews and Reviews:** Historically, *The New York Times* commits to at least one review per season. *The Miami Herald*, *Broward/Palm Beach New Times*, *Palm Beach Post*, *Palm Beach Daily News*, *Artburst*, and the *Sun-Sentinel* print previews, critic picks, and reviews. Glossy magazine previews in *Palm Beach Illustrated*, *City & Shore*, *Ocean Drive*, *Miami Modern Luxury*, and *Fort Lauderdale* magazines highlight MCB's repertory season. Local television outlets such as WPLG preview performances at least once annually.

- **Community Development Outreach:** Community-based stories on Ballet Bus, Explore Dance, Ballet for Young People, and MCB School scholarship students position MCB and Ms. Lopez as community leaders committed to changing the arts landscape in South Florida, beginning with the region's most at-risk populations. Past stories include features in *The New York Times*, *Miami Herald*, and NBC6 on Ballet Bus, and placement in the *Palm Beach Daily News* for Ballet for Young People.
- **Social Media:** MCB has built a substantial following on social media across all major platforms including Twitter (25.2K followers), Facebook (202K likes), Instagram (52.5K followers – 56% year-over-year growth), and YouTube (5K subscribers). In the most recently completed 2016/17 Season, MCB garnered 39.2 million impressions (a 15% increase year-over-year). In 2018/19, MCB will continue to follow social media strategies that increase awareness of MCB's programs, connect with audiences, and drive website traffic. Strategies include: dancer takeovers that provide exclusive, backstage footage; collaborations with groups outside of the art form (e.g., the 2016 video of Principal Soloist Nathalia Arja teaching ballet to NFL superstar Rob Gronkowski, which reached 13.8 million views on Facebook); and paid social media strategy that ensures MCB reaches its intended audiences.

AUDIENCE DEVELOPMENT

MCB's audience development initiatives in 2018/19 will be supported by data-driven strategies provided by consultants such as The Alford Group and TRG Arts. As outlined in MCB's new five-year strategic plan, these initiatives have already begun to help MCB better understand its current subscription base and have guided new approaches to improving the audience experience. Strategies include implementing targeted, customer experience marketing initiatives; new collaborations with peer cultural institutions; and strengthened relationships with the state's travel and tourism industries through partnerships with local visitors bureaus.

F. Management and Operating Budget Page 6 of 10

Solo artists and unincorporated performing companies should move on to Page G of the application.

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.

In 2018/19, MCB will continue to work toward securing organizational capacity and long-term sustainability through increased board engagement, diversity, and fundraising performance; initiation of transformational and sustainable funding strategies; and strengthened administrative capacity. As Florida's largest performing arts organization, Miami City Ballet is symbolic of the transformative impact that arts organizations have on their local communities. A healthy and vibrant Miami City Ballet is essential to the continued development of each of the cultural ecologies that the Company touches, from MCB's home base in South Florida to the broader dance landscape in the United States and beyond.

In May 2017, MCB welcomed Board Chairman Kristi Jernigan, Interim Executive Director Michael Tiknis, and Director of Marketing, Sales & Communications Laura Babcock to the MCB team. These key players will help carry out MCB's new strategic plan, created in collaboration with The Alford Group, and implement new data-driven patron loyalty strategies developed in consultation with TRG Arts. Mrs. Jernigan is spearheading efforts to improve board engagement and grow fundraising performance in 2018/19 and beyond. MCB will use this increased board engagement and fundraising performance to leverage new, major gifts during the 2018/19 Season. Major fundraising opportunities include the season's company premieres and the continuation of a capacity building campaign that will strengthen each department of the Company over a 3-5 year period. Fundraising benchmarks are planned to include increased giving across all campaigns, including major gifts, Board support, corporate partnerships, foundation and government grants, and memberships.

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.

Miami City Ballet employs a number of qualitative and quantitative evaluation methods to analyze donor engagement, audience participation, and attendance. Primary methods include:

- Tracking of fundraising progress – including number of donors, number of members, and increases in fundraising dollars – signals donor engagement and investment in MCB's artistry and programs.
- Patron surveys administered via SurveyMonkey and in person during all four repertory programs and performances of *The Nutcracker* measure audience demographics and attendance trends. Response rates have grown steadily as patrons and supporters have grown increasingly more comfortable with the online data sharing format.
- Social media platforms promote brand awareness and build audience engagement while allowing MCB to gauge interest and purchasing trends through post analytics. These platforms assist in evaluating public perception of MCB, with each platform representing a unique demographic population (e.g., 43% of MCB's Facebook followers come from Brazil and Mexico).
- Ticket sales and subscriptions demonstrate how scheduled programming is received; historical drop counts for all repertory performances and education and outreach initiatives are measured against the current season's to assess best practices for modifying and developing future programming.
- Volume of ticket purchases or inquiries following promotions and ads provides insight into the success of the corresponding advertising medium and its placement (e.g., printed advertisements versus television/radio ads).
- Press and reviews provide insight into critical reception of MCB's repertory programs, including the strength of dancers' performances and the quality and structure of each program.
- Survey/response letters from program participants and attendance numbers at outreach initiatives demonstrate the impact these programs have on traditionally underserved community members.

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

4/30/2017

4. Operating Budget Summary

	Expenses	Last Completed Fiscal Year	Current Fiscal Year	Next Fiscal Year
1.	Personnel: Administrative	\$3,307,071	\$3,667,080	\$3,740,421
2.	Personnel: Programmatic	\$4,172,572	\$4,368,344	\$4,455,711
3.	Personnel: Technical/Production	\$1,518,809	\$1,355,574	\$1,382,686
4.	Outside Fees and Services: Programmatic	\$742,516	\$1,059,887	\$1,081,085
5.	Outside Fees and Services: Other	\$558,464	\$479,500	\$489,090

6.	Space Rental, Rent or Mortgage	\$1,066,010	\$1,056,823	\$1,077,959
7.	Travel	\$367,209	\$503,010	\$513,070
8.	Marketing	\$1,447,525	\$1,319,500	\$1,345,890
9.	Remaining Operating Expenses	\$3,318,286	\$3,020,229	\$3,082,634
A.	Total Cash Expenses	\$16,498,462	\$16,829,947	\$17,168,546
B.	In-kind Contributions	\$172,473	\$100,000	\$100,000
C.	Total Operating Expenses	\$16,670,935	\$16,929,947	\$17,268,546
	Income	Last Completed Fiscal Year		
10.	Revenue: Admissions	\$5,092,880	\$5,743,000	\$5,857,860
11.	Revenue: Contracted Services	\$365,000	\$645,000	\$657,900
12.	Revenue: Other	\$2,501,705	\$2,546,858	\$2,597,795
13.	Private Support: Corporate	\$160,475	\$300,500	\$306,510
14.	Private Support: Foundation	\$1,804,500	\$1,600,000	\$1,632,000
15.	Private Support: Other	\$5,231,037	\$4,957,882	\$5,059,040
16.	Government Support: Federal	\$60,000	\$60,000	\$60,000
17.	Government Support: State/Regional	\$95,152	\$150,000	\$150,000
18.	Government Support: Local/County	\$690,650	\$826,707	\$847,441
19.	Applicant Cash			
D.	Total Cash Income	\$16,001,399	\$16,829,947	\$17,168,546
B.	In-kind Contributions	\$172,473	\$100,000	\$100,000
E.	Total Operating Income	\$16,173,872	\$16,929,947	\$17,268,546

5. Additional Operating Budget Information (optional) - (Maximum characters 1166.)

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.

The expected unrestricted net loss for fiscal year ending April 30, 2017 is (\$497,063), the expected temporarily restricted net gain for the year is \$1,894,889, resulting in an expected total positive change in net assets of \$1.3 Million. This is primarily due to the increase in temporarily restricted contributions for the fiscal year 2018, for the brand new production of *The Nutcracker*.

Expense:

Personnel Technical Expense showed a decrease from 2017 to 2018, due to more efficient use of stagehand personnel.

Outside Fees and Services Programmatic shows an increase from 2017 due to live orchestra for all performances of *The Nutcracker* during 2018 and 2019.

Travel Expense shows an increase from 2017 due to an increase of tours (Los Angeles and Jacobs Pillow).

Remaining Operating Expenses increased from 2017 due to new sets and costumes for *The Nutcracker* (2018) and a new work not yet determined (2019).

Revenue:

Admissions Revenue decreased in 2017 due to zika virus.

Contract Services increased in 2018 and 2019 due to an increase in touring revenue.

Corporate revenue increased in 2018 due to sponsorships of the new production of *The Nutcracker*.

G. Management and Proposal Budget Page 7 of 10

1. Rural Economic Development Initiative Waiver

Applicant is located in a qualified economically distressed county or community under REDI.

Proposal Budget Expenses:

2. Personnel: Administrative

2.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing	\$0	\$462,340	\$0	\$462,340
2	Box Office	\$0	\$490,190	\$0	\$490,190
3	Development	\$0	\$747,628	\$0	\$747,628
4	Outreach	\$0	\$149,840	\$0	\$149,840
5	School	\$0	\$1,206,305	\$0	\$1,206,305
6	G&A	\$0	\$684,118	\$0	\$684,118
Totals:		\$0	\$3,740,421	\$0	\$3,740,421

3. Personnel: Programmatic

3.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Dancers	\$150,000	\$3,167,171	\$0	\$3,317,171
2	Company and Artistic	\$0	\$1,138,540	\$0	\$1,138,540
Totals:		\$150,000	\$4,305,711	\$0	\$4,455,711

4. Personnel: Technical/Production

4.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Production	\$0	\$1,135,909	\$0	\$1,135,909
2	Wardrobe	\$0	\$246,777	\$0	\$246,777
Totals:		\$0	\$1,382,686	\$0	\$1,382,686

5. Outside Fees and Services: Programmatic

5.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Orchestra and Music	\$0	\$737,311	\$0	\$737,311
Totals:		\$0	\$1,081,085	\$0	\$1,081,085

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
2	Royalties, Fees, Licensing	\$0	\$343,774	\$0	\$343,774
Totals:		\$0	\$1,081,085	\$0	\$1,081,085

6. Outside Fees and Services: Other

6.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Medical/Physical Therapy	\$0	\$103,500	\$0	\$103,500
2	Consulting and Other	\$0	\$385,590	\$0	\$385,590
Totals:		\$0	\$489,090	\$0	\$489,090

7. Space Rental

7.1. Budget Item *

#	Specify	Cash Match	In-Kind Match	Total
1	Venue Rental	\$841,047	\$0	\$841,047
2	Warehouse	\$123,912	\$0	\$123,912
3	Administrative/Studios	\$113,000	\$0	\$113,000
Totals:		\$1,077,959	\$0	\$1,077,959

8. Travel (match only)

8.1. Budget Item *

#	Specify	Cash Match	In-Kind Match	Total
1	Travel	\$513,070	\$0	\$513,070
Totals:		\$513,070	\$0	\$513,070

9. Marketing

9.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Advertising	\$0	\$1,273,890	\$0	\$1,273,890
2	Public Relations	\$0	\$72,000	\$0	\$72,000
Totals:		\$0	\$1,345,890	\$0	\$1,345,890

10. Remaining Proposal Expenses

10.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$0	\$3,017,943	\$100,000	\$3,117,943

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Supplies/Equipment	\$0	\$105,000	\$0	\$105,000
2	Sets/Costumes	\$0	\$893,833	\$0	\$893,833
3	Utilities	\$0	\$94,000	\$0	\$94,000
4	School	\$0	\$943,826	\$0	\$943,826
5	Trucking	\$0	\$105,000	\$0	\$105,000
6	Development Expense	\$0	\$458,329	\$0	\$458,329
7	Boutique	\$0	\$60,000	\$0	\$60,000
8	Admin: Postage, printing, dues/subscriptions	\$0	\$101,683	\$0	\$101,683
9	Security	\$0	\$66,563	\$0	\$66,563
10	Human Resources	\$0	\$4,400	\$0	\$4,400
11	Insurance	\$0	\$90,000	\$0	\$90,000
12	Facility/Equipment Service & Maintenance	\$0	\$95,309	\$0	\$95,309
13	In-kind: Iphone, cleaners, legal/consulting, courier	\$0	\$0	\$100,000	\$100,000
Totals:		\$0	\$3,017,943	\$100,000	\$3,117,943

Amount of Grant Funding Requested: \$150,000

Cash Match: \$16,953,855

In-Kind Match: \$100,000

Total Project Cost: \$17,203,855

Proposal Budget Income:

11. Revenue: Admissions

11.1. Budget Item *

#	Specify	Cash Match	Total
1	Ticket Sales: Repertory Programs	\$3,766,860	\$3,766,860
2	Ticket Sales: Nutcracker	\$2,091,000	\$2,091,000
Totals:		\$0	\$5,857,860

12. Revenue: Contracted Services

12.1. Budget Item *

#	Specify	Cash Match	Total
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#	Specify	Cash Match	Total
1	Tours	\$657,900	\$657,900
Totals:		\$0	\$657,900

13. Revenue: Other**13.1. Budget Item ***

#	Specify	Cash Match	Total
1	School: Tuition, Housing, Fees	\$2,377,730	\$2,377,730
2	Misc: merchandise, fees, etc.	\$120,065	\$120,065
Totals:		\$0	\$2,497,795

14. Private Support: Corporate**14.1. Budget Item ***

#	Specify	Cash Match	Total
1	Corporate Sponsorships and Grants	\$306,510	\$306,510
Totals:		\$0	\$306,510

15. Private Support: Foundation**15.1. Budget Item ***

#	Specify	Cash Match	Total
1	Foundations	\$1,632,000	\$1,632,000
Totals:		\$0	\$1,632,000

16. Private Support: Other**16.1. Budget Item ***

#	Specify	Cash Match	Total
1	Individual Donations and Special Events	\$5,094,349	\$5,094,349
Totals:		\$0	\$5,094,349

17. Government Support: Federal**17.1. Budget Item ***

#	Specify	Cash Match	Total
1	National Endowment for the Arts	\$60,000	\$60,000
Totals:		\$0	\$60,000

18. Government Support: Regional**18.1. Budget Item ***

19. Government Support: Local/County**19.1. Budget Item ***

#	Specify	Cash Match	Total
1	Local: Miami-Dade, Broward, Palm Beach	\$847,441	\$847,441
Totals:		\$0	\$847,441
			\$847,441

20. Applicant Cash**20.1. Budget Item *****Amount of Grant Funding Requested:** \$150,000**Cash Income:** \$16,953,855**In-Kind Match:** \$100,000**Total Project Income:** \$17,203,855**21. Additional Proposal Budget Information (optional) - (Maximum characters 1166.)**

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.

MCB projects a program budget of \$17,203,855 during the 2018/19 season, reflecting continued stability and manageable growth under new artistic, executive, and Board leadership. The projected increase in operating expenses can be attributed primarily to the acquisition and production of Alexei Ratmansky's *Swan Lake*, which includes building new sets and costumes, and an additional performance in each of MCB's home venues.

The largest single expense category for any dance company is human capital; MCB's dancer roster currently includes 53 Company members. Nearly half of MCB's projected budget is applied to personnel costs, and the majority of remaining expenses are related to the artistic product (production, lighting, and sound; live orchestra and music licensing; and theater/venue rental costs). MCB regularly evaluates its operations to identify areas where costs may be reduced without compromising artistic integrity or adversely affecting revenue.

Miami City Ballet respectfully requests \$150,000 to be used in support of artistic personnel – namely, the Company's acclaimed dancers. Funding from Florida Department of State Division of Cultural Affairs will support and sustain MCB's talented MCB dancers and their nationally recognized artistry.

H. Accessibility Page 8 of 10

1. Accessibility *

Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. 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/> (<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.

MCB promotes and maintains a culture of inclusivity throughout all of its programming in order to reach individuals of diverse ages, backgrounds, and abilities. MCB's public programs bring the Company's artistry directly into the community, making ballet accessible to non-traditional audiences as well as individuals who might not otherwise purchase a ticket to the ballet. The free, family-friendly **Ballet for Young People** performance series gives young audiences the opportunity to experience an engaging and educational ballet program. Through the **Complimentary Ticket Program**, MCB donates thousands of tickets to individuals assisted by local senior centers, children's hospitals, community centers, and other human service organizations. **Explore Dance** provides Title I students at a local public elementary school with a full year of free, in-school movement classes. **Ballet Bus** is MCB's landmark long-term scholarship program that provides students from Title I schools children with everything needed to succeed at MCB School, including bus transportation, for 10-12 years per child. In 2018/19, MCB will continue to strategically grow these programs and broaden the Company's reach in the South Florida community, fulfilling MCB's goal to make classical ballet accessible and inviting to the widest possible audience.

MCB strives to always serve its patrons with accessibility needs to the best of its ability. MCB's Box Office Manager and ADA Coordinator, Matt Saurusaitis, earnestly ensures ADA compliance to provide all patrons with an inclusive and accommodating opportunity to enjoy live ballet performance. Mr. Saurusaitis has attended the Kennedy Center's Leadership Exchange in Arts and Disability Conference for the past seven years and represents MCB in the Florida Access Coalition for the Arts, an organization formed to promote, provide, and facilitate equal access to the arts. His experience was instrumental in the completion of a thorough evaluation of MCB's facilities (guided by the NEA's Section 504 Self-Evaluation Workbook) in March 2013 to ensure compliance and identify ways to improve MCB's public spaces. MCB promptly addressed all identified areas of improvement, adding braille signage throughout the building and notating the availability of listening devices in braille at the front desk and MCB store/box office. The only outstanding improvement involves refurbishing the accessibility ramp and sidewalk leading to MCB's facility – although these improvements are to be led by the City of Miami Beach, MCB continues to communicate the importance of this project in order to encourage progress.

Each of MCB's home venues is fully ADA compliant and will obligingly coordinate additional services for patrons upon request. MCB offers **sensory-friendly presentations of Ballet for Young People**, which include program adjustments that make the experience welcoming for children with Autism Spectrum Disorders or Sensory Processing Disorders, such as lowered volume, raised house lights, and other sensory supports. These presentations will continue in the 2018/19 Season in order to engage nontraditional audiences and promote the importance of inclusionary arts programs.

MCB offers **Touch Tours** for patrons with visual impairments at select performances, giving them a memorable, tactile, discussion-guided backstage experience where they are able to explore a production's intricate costumes and sets. **Audio Described Performances** are available at productions of *George Balanchine's The Nutcracker*® at all venues in each of MCB's four home counties. These programs enrich the performance experience for individuals with visual impairments, making the art form accessible and inviting to individuals of all backgrounds.

2. Policies and Procedures

- Yes
- No

3. Staff Person for Accessibility Compliance

- Yes
- No

4. Section 504 Self Evaluation

- Yes, the applicant has completed the Section 504 Self Evaluation Workbook.
- Yes, the applicant has completed the Abbreviated Accessibility Checklist.
- No

4.1. If yes, when was the evaluation completed?

3/1/2013

I. Attachments and Support Materials Page 9 of 10

Attachment List

Please upload your required attachments in the spaces provided. .

1. Consultant's Resume *

2. Work Sample *

3. Resumes of Significant Personnel *

4. List of Recent Tours *

5. Educational Materials *

6. Standard Contract *

7. Promotional Materials/Press Kit *

8. Documentation of Local Arts Agency Designation *

9. Florida Residency Documentation *

10. Support Materials (Optional)

File	Title	Description	Size	Type	View (opens in new window)
1 - 2017-18 Season Brochure.pdf	Season Brochure 2017-18		3802 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2178/Application/Files/1 - 2017-18 Season Brochure.pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=3uKhLZYZhrsJHIRW6hvnVmpWVtcyAaM6yUE24leqSHY%3D)
2 - Articles and Reviews.pdf	Press Articles and Reviews		8667 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2178/Application/Files/2 - Articles and Reviews.pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=AoYbYYXRmjL907mhCm6x5RuNeyzOrvmp83wwTeoIPi%3D)
3 - 2016-17 BFYP Educational Guide.pdf	Ballet for Young People Program Guide		1901 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2178/Application/Files/3 - 2016-17 BFYP Educational Guide.pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=1PDoa701qW9lwPKBvhSKe1pozBdWOuP9Nxmzg5yxHUA%3D)
4 - 2016-17 Program Book - P2.pdf	Program Book for Program 2 of 2016-17 Season		26946 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2178/Application/Files/4 - 2016-17 Program Book - P2.pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=TuejkbZx5r6n1BfidoEeC%2FE0ISK9OCj%2Fux2sf08c2sE%3D)

File	Title	Description	Size	Type	View (opens in new window)
5 - Video Links.pdf	Video Links of Miami City Ballet Performances in 2016-17		1046 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2178/Application/Files/5 - Video Links.pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=TnhSbGDGLPtnCkLJwef6hQm6fUUgiWvu6kuT%2F6OW0iA%3)

10.1.

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 {{organization}} 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.

1.1. Signature (Enter first and last name)

Lourdes Lopez

