

Young Singers of the Palm Beaches, Inc.

Project Title: 2018-2019 Season

Grant Number: 19.c.ps.102.275

A. Cover Page Page 1 of 10

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 2

Discipline: Music

Proposal title

2018-2019 Season

1. Proposal synopsis - (Maximum characters 435.)

Young Singers of the Palm Beaches (YSPB) is Palm Beach County's award winning Community Choir for children in grades 2 – 12. Our goal is to provide the highest level of choral music education to our county's children. This includes six choirs at the Kravis Center, free after school programs and a free satellite program in the western communities of the Glades. Young Singers is an inclusive organization reaching children of all ethnic and economic backgrounds, regardless of ability to pay.

B. Contacts (Applicant Information) Page 2 of 10

Applicant Information

- a. **Organization Name:** Young Singers of the Palm Beaches, Inc.
- b. **FEID:** 30-0193514
- c. **Phone number:** 561.659.2332
- d. **Principal Address:** 701 Okeechobee Boulevard West Palm Beach, 33401-6323
- e. **Mailing Address:** 701 Okeechobee Boulevard West Palm Beach, 33401-6323
- f. **Website:** www.yspb.org
- g. **Organization Type:** Nonprofit
- h. **Organization Category:** other
- i. **County:** Palm Beach

- a. **Applicant Name:** Clark, Beth
- b. **Phone number:**
- c. **Website:**
- d. **County:** Palm Beach

1. Grant Contact *

First Name

Beth

Last Name

Clark

Phone

561.659.2332

Email

bethclark@yspb.org (mailto:bethclark@yspb.org)

2. Additional Contact *

First Name

Melanee

Last Name

Blankstein

Phone

561.659.2332

Email

melaneeb@yspb.org (mailto:melaneeb@yspb.org)

3. Authorized Official *

First Name

Beth

Last Name

Clark

Phone

561.659.2332

Email

bethclark@yspb.org (mailto:bethclark@yspb.org)

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

File

Organization - Nonprofit

4.2. Institution Type

File

Community Service Organization

4.3. Applicant Race

File

No Single Group Listed Above

4.4. Applicant Discipline

File

Music

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.

Young Singers of the Palm Beaches believes that choral music education of children is an important resource in the development of productive participants in our society. Through it we can transform and enrich the lives of children and our community by: **breaking down social barriers, developing life skills, providing an outlet for creativity and fostering good citizenship.**

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

Overview

Young Singers of the Palm Beaches is Palm Beach County's award winning children and youth community choir. The 2018-2019 performance season will be the **16th season** of Young Singers contributing to the diverse cultural landscape of Palm Beach County, building life skills through music, and giving back to the community through song. Young people in our program are exposed to an excellent choral education, and perform in entertaining and musically diverse concerts. Our conductors are highly respected in the choral community, and several have been recognized nationally. Young Singers is the recipient of Palm Beach County's Muse Award for Art and Culture Program of the Year. **In 2017 we were awarded the State of Florida Diversity and Inclusion Award.**

Young Singers has toured nationally and internationally, and in 2018 we will participate in the Sing a Mile High Choral Festival in Colorado.

Our primary program is housed at the Kravis Center for the Performing Arts. Over 350 singers in six choirs rehearse many genres of music weekly for two hours. **Singers come to us from 94 public and private schools, as well as homeschooled students.** In December and May, these choirs perform on the main stage of the Kravis for 2000 patrons. In addition to our Kravis program, we have **750 students in 15 after school choirs.**

Choir in the Glades is a free outreach program teaching high level choral instruction to children in the rural, economically and culturally distressed area of Belle Glade.

Young Singers is an inclusive organization striving to bring together all students who wish to sing regardless of ability to pay.

Our Kravis Center Program is comprised of these singers:

- Da Capo Choir: 2nd/3rd grade beginning singers who will be introduced to the love of music, be taught proper breathing techniques, posture and basic singing skills through age appropriate songs.
- Treble Choir: 4th/5th grade singers. Structured instruction through in class beginning sight singing and music theory programs, continued reinforcement of proper breathing techniques and posture and performance skills.
- Bel Canto Choir: 6th, 7th and 8th grade boys/girls with unchanged treble voices. Appropriate middle school repertoire, and continued sight singing and music theory skills are taught.
- Encore Choir: 6th, 7th, and 8th grade advanced boys and girls with concentration on the maturing, changing voice. Repertoire will be advanced for middle school voices, and emphasis on sight reading skills.
- Men: Young men in grades 7 – 12 with changed voices. Concentration on healthy development of their maturing voices. Continued structured instruction with a variety of music through a repertoire for the young man's voice.
- Cantate: 9th – 12th advanced ladies, emphasis on advanced singing techniques. A wide variety of music is taught and performed at a high level. Sight reading is taught, and these singers perform in many smaller community venues.
- Lyric Choir: Treble voices grades 9-12. Challenging, varied, but attainable literature will be taught to singers who wish to work at the highest level.

Financial Assistance consideration is given to all singers that wish to apply. At least 25% of our Kravis Center singers are provided some amount of financial aid, and 100% of our after school programs are free. We have never turned a child away due to a family's inability to pay tuition.

Community Outreach Programming:

Young Singers in conjunction with Prime Time Palm Beach County provides free after school choral training in Title I schools. The primary objective is to introduce underserved populations to singing. Basic singing techniques and performance skills are taught by certified music teachers. During after school sessions the singers are taught short musicals, with themes of character building, bullying and citizenship. They perform these musicals for their school and in the community.

Choir in The Glades Choral Program

Young Singers was awarded a grant to reach into The Glades to bring high level choral instruction to families that have no access to cultural arts instruction. Our Glades singers are receiving age appropriate vocal instruction and music reading skills at no charge. They are learning how to listen to their conductor, stay focused, sing music of many genres, and perform at community events.

Organizational Goals:

- Offer quality music education instruction, performance skills, and life skills such as respect for others, punctuality and the opportunity to work as a team.
- Provide an inclusive environment so that any child wishing to participate may.
- Sustain a strong financial assistance program to provide services to all that would like to participate regardless of economic situations.
- Encourage students to develop leadership skills and strong academic performance through mentoring and leadership programs.
- Continue to engage in Community Outreach Performances to introduce families to choral music.

- Continue strong fiscal management with positive cash flow, excellent audits and comprehensive reporting.
- Represent Palm Beach County in regional and national choral tours.
- Continue to build our after school and outreach programs to reach additional students in under-served populations.

Additional Objectives:

- Provide access to music education and a sense of achievement through weekly rehearsals, excellent choral music education, including basic music theory and performance skills.
- Produce a performance schedule to both challenge the singers and provide them high quality performance experiences while providing excellent community entertainment.
- Continue the expansion of our free program in the western communities.
- Continue to develop and expand after school programming to meet the needs of under-served populations, improving their lives through a sense of commitment and teamwork.

Measurements Used to determine success of Goals and Objectives:

Grade progression of all singers is tracked.

Voice checks are completed twice yearly.

Choir retention rate is tracked (Young Singers retention rate of singers is 75-85% annually).

Attendance is tracked weekly.

Financial reports are presented to the Board of Directors monthly for review.

Annual audits are completed.

2.2. Partnerships

YSPB Collaborations and community partners:

We are the Palm Beach Opera children's chorus

Center for Creative Education Discover Series Choir

Kravis Center Education Department partner for after school programming

Kravis Center community event performer

Prime Time Palm Beach County after school programs

Flagler Museum performer

Women of Note Barbershop Chorus collaboration

The Club Singers Inter-generational Choir collaboration

Cultural Council of Palm Beach County member and performer for events

InSight Through Education Holocaust Remembrance Organization collaboration for "Brundibar", a Holocaust opera

Faith's Place Afterschool Program Community Partner

In addition we have performed with:

The Ebony Chorale

The Masterworks Chorus of Palm Beach County

Harold Pysher, Master Organist, Bethesda by the Sea

Florida State University Singers

2.3. Timeline

Programming Activities:

August: Retreat for all Singers

August: Parent Orientation

September: December – Weekly Rehearsal for all choirs

September: Auditions for American Choral Directors National Honor Choirs

November: Annual Fundraising Event

December Events:

Holiday Concert – Kravis Center

Local Community Performances Choir in the Glades

Flagler Museum

Waterford Assisted Living Center

Amory Arts Center

Leadership Palm Beach County breakfast

Everglades Club

Palm Beach Chamber of Commerce Breakfast

Prime Time Choir concerts

Women of Note Holiday Concert

January: Palm Beach Opera Children's Chorus

January: MLK Day Celebration Singers (multiple locations)

January: Holocaust Remembrance Performance

January – May: Weekly Rehearsals for all choirs

March: Annual Talent Show

May Events:

Performance for Great Give Campaign

Spring Concert – Kravis Center for the Performing Arts

Memorial Day Celebration in Palm Beach Gardens

Spring concert Belle Glade

Prime Time Choir concerts

Law Enforcement Awards Performance

June: Performance for Community Foundation Luncheon

June: Next Season Auditions

July: Fine Arts Summer camp for Belle Glade children

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? *

100

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

100

3. How many total individuals will benefit? *

16,500

3.1. How many individuals will benefit through media? *

0

4. How many Adults will be engaged? *

8,000

5. How many school based youth will benefit? *

3,000

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

1,000

7. How many older adults will benefit? *

4,000

8. How many artists will be directly involved? *

55

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.

Our parents report that their children get significantly better grades after they join our choir.

We are a culturally diverse organization. 60% of our members are non-Caucasian.

Parents of our singers report that participating in our choir has helped their child become more confident.

Singers become team players who have learned to work together with others.

In a 2013 Alumni Survey, we contacted our former singers and 100% of those that responded have pursued some type of higher education. In the last 4 years, 82 seniors have graduated from Young Singers.

Our community outreach programs reach underserved populations that do not have exposure to arts education. The music taught is themed on subjects including anti-bullying, literacy and patriotism so we are reaching the child **academically, socially, and emotionally**.

The Glades Choir brings arts instruction to a culturally and geographically isolated area. The program brings quality choral music programs to the area to increase academics and self esteem of students.

Singers who have participated in our program for many years are selected as mentors for new singers and singers moving to new choirs.

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 type="checkbox"/> Charlotte | <input type="checkbox"/> Hendry | <input checked="" type="checkbox"/> Martin | <input type="checkbox"/> St. Lucie |
| <input type="checkbox"/> Citrus | <input type="checkbox"/> Hernando | <input type="checkbox"/> Miami-Dade | <input type="checkbox"/> Sumter |
| <input type="checkbox"/> Clay | <input type="checkbox"/> Highlands | <input type="checkbox"/> Monroe | <input type="checkbox"/> Suwannee |
| <input type="checkbox"/> Collier | <input 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 type="checkbox"/> Broward | <input type="checkbox"/> Collier | <input type="checkbox"/> Escambia |
| <input type="checkbox"/> Baker | <input type="checkbox"/> Calhoun | <input type="checkbox"/> Columbia | <input type="checkbox"/> Flagler |
| <input type="checkbox"/> Bay | <input type="checkbox"/> Charlotte | <input type="checkbox"/> DeSoto | <input type="checkbox"/> Franklin |
| <input type="checkbox"/> Bradford | <input type="checkbox"/> Citrus | <input type="checkbox"/> Dixie | <input type="checkbox"/> Gadsden |
| <input type="checkbox"/> Brevard | <input type="checkbox"/> Clay | <input type="checkbox"/> Duval | <input type="checkbox"/> Gilchrist |

- | | | | |
|---------------------------------------|-------------------------------------|--|-------------------------------------|
| <input type="checkbox"/> Glades | <input type="checkbox"/> Lafayette | <input type="checkbox"/> Nassau | <input type="checkbox"/> Seminole |
| <input type="checkbox"/> Gulf | <input type="checkbox"/> Lake | <input type="checkbox"/> Okaloosa | <input type="checkbox"/> St. Johns |
| <input type="checkbox"/> Hamilton | <input type="checkbox"/> Lee | <input type="checkbox"/> Okeechobee | <input type="checkbox"/> St. Lucie |
| <input type="checkbox"/> Hardee | <input type="checkbox"/> Leon | <input type="checkbox"/> Orange | <input type="checkbox"/> Sumter |
| <input type="checkbox"/> Hendry | <input type="checkbox"/> Levy | <input type="checkbox"/> Osceola | <input type="checkbox"/> Suwannee |
| <input type="checkbox"/> Hernando | <input type="checkbox"/> Liberty | <input checked="" type="checkbox"/> Palm Beach | <input type="checkbox"/> Taylor |
| <input type="checkbox"/> Highlands | <input type="checkbox"/> Madison | <input type="checkbox"/> Pasco | <input type="checkbox"/> Union |
| <input type="checkbox"/> Hillsborough | <input type="checkbox"/> Manatee | <input type="checkbox"/> Pinellas | <input type="checkbox"/> Volusia |
| <input type="checkbox"/> Holmes | <input type="checkbox"/> Marion | <input type="checkbox"/> Polk | <input type="checkbox"/> Wakulla |
| <input type="checkbox"/> Indian River | <input type="checkbox"/> Martin | <input type="checkbox"/> Putnam | <input type="checkbox"/> Walton |
| <input type="checkbox"/> Jackson | <input type="checkbox"/> Miami-Dade | <input type="checkbox"/> Santa Rosa | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Jefferson | <input type="checkbox"/> Monroe | <input type="checkbox"/> Sarasota | |

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.

Strengthening the Economy

Young Singers employees 4 full time employees, 11 part time employees, 15 contract choral directors, 13 orchestra musicians, set designers, lighting designers and choreographers.

We employ local professional musicians and local student musicians from the county's Arts Magnet School (the nationally ranked Dreyfoos School of the Arts). An additional 35+ vendors are used for catering, props, printing services, office supplies, office rental, rehearsal and performance space rental, audio and video recording.

During performances and rehearsals patrons are brought to downtown West Palm Beach providing additional revenue to area businesses. The Arts & Economic Prosperity Study for Palm Beach County states that for every ticket sold at an event a patron will spend \$25.64 in local business. Based on the ticket count alone at the Kravis Performances, Young Singers adds over \$100,000 every concert season to the local economy.

Succession planning is one of our long term strategies. The CEO has a Managing Director who can step in as interim, and the Artistic Director has an experienced conducting staff.

Education and Outreach Impacts:

In 2016 YSPB started a Student Advisory Committee. These future leaders meet with management and conducting staff expressing their ideas and concerns. In addition, we started a Music Mentors program. Our middle school and high school singers volunteer in the rehearsal room to help our youngest choirs with music theory.

Many of our singers volunteer at fundraising events and help with auditions. During the summer after school programming, our singers volunteer to assist with the culminating performance. They provide encouragement, assist with supervision and set an example for these younger singers. Our Alumni are invited back to every concert and continue to provide leadership for the organization. At least 10 of those alumni can be found working back stage at our Kravis concerts. These college students or working adults set a great example of the next phase of the current singers' lives. They exemplify the core value of giving back to your community, and music continues to be a part of their lives even though many of them pursue other areas of study.

Throughout 2017 the Board and key staff is continuing to work on our long range Operational Plan. The current plan is implemented and on track. Under consideration for the future is to research holding a choral festival in Palm Beach County, as well, as beginning satellite choirs in other areas of the county.

Sustainability is a key to our organization's success. We have added seven new board members, who are also donors to the organization. The board is in the process of developing an "Ambassador's Council" comprised of community leaders.

Our Choir in the Glades Program reaches not only the children who participate, but the community as well. We perform at ten community events and have become the pride of Belle Glade. We will continue to expand this program with the goal of having 150-200 singers.

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.

Audience development: We are adding a concert in the southern part of Palm Beach County (Delray Beach) to attract new patrons in that area. In 2017 a concert series will be performed in multiple locations across the county. With our extended reach into the Glades region, we are frequently performing and exposing the community to the benefits of choral singing.

Advertising and Marketing: We advertise our concerts and audition dates in the Palm Beach Post, Sun-Sentinel Newspaper, Wellington Town Crier newspaper, Art and Culture Magazine, as well as on Legends 100.3 radio, and all community bulletin boards. We place posters about our concerts in stores and schools, and our car magnets are very popular. Our singers are provided Young Singers T-shirts for casual performances. We have an active Facebook and Instagram pages with almost 2000 followers. On concert day we post pictures and snippets of Tech and Dress rehearsals in real time for our friends to follow. We also use Twitter and Instagram. We place our informational brochures at locations around the county.

Our Broadcast Sponsor is Legends 100.3 and our Media Partner is the Wellington Town Crier newspaper.

Our annual 5K Run is a community event, with over 500 participants from throughout Palm Beach County. We advertise on running sites, and have extensive media coverage.

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.

Young Singers of the Palm Beaches has excellent cash flow (\$75,000-\$100,000 end of year cash and a savings account), no debt, and annual clean audits, with no Management Letter. We will meet budget and add approximately \$35,000 at the end of fiscal year 2016-17 to our Balance Sheet. Our Board of Directors is active in fund raising and in Spring 2018 a large fundraising event is being planned by our Development Committee.

In 2016 we received a matching \$25,000 grant from the Community Foundation of Palm Beach and Martin Counties and established an Endowment Fund. The board is working on a committee of Ambassadors to bring additional donations to that fund, as well as a Legacy Program.

We review all financial reports at monthly board meetings. Our treasurer, a CPA, works closely with the CEO on budgeting and fiscal management.

We recently received a Capacity Building Grant from the Cultural Council of Palm Beach County. With funding from that grant we hired a firm to work on our new operational plan, as well as development of a complete new website. The new website provides a portal for tuition payments, merchandise sales, singer schedules, and links to communication apps. The new website reduced staff time for this work.

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.

Artists in Residence work with small groups within the choir at rehearsals, to improve overall musicianship. Pre and Post evaluations are also conducted by singers.

We conduct singer voice checks twice yearly.

In 2016 our Treble Choir started Music Theory and Sight Singing workbooks, which is now part of the curriculum. These are reviewed weekly, and feedback is given to the singer.

Concert and Family Surveys: Surveys are done during intermission and at the end of concerts. This information is used to improve all aspects of performances. Through our surveys we have found that our concert patrons come from many different countries and states.

After school choir programs are evaluated by Prime Time Palm Beach County. We received a 4.38 out of 5 at our last evaluation, which is considered excellent.

After every season we survey and hold focus groups with our singers and families, asking for ideas on improvements to our programs.

Fiscal Evaluations: All budgeting, annual audits, and monthly Profit and Loss Statements are reviewed by the Executive Committee and Board of Directors. The board and executive staff accept no programs that are not: **1) Good for our singers AND 2) Good for the business.**

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

7/31/2016

4. Operating Budget Summary

	Expenses	Last Completed Fiscal Year	Current Fiscal Year	Next Fiscal Year
1.	Personnel: Administrative	\$167,545	\$176,834	\$173,586
2.	Personnel: Programmatic	\$193,022	\$217,743	\$199,987
3.	Personnel: Technical/Production	\$65,024	\$52,421	\$39,000
4.	Outside Fees and Services: Programmatic	\$74,112	\$62,306	\$76,000
5.	Outside Fees and Services: Other	\$68,085	\$64,914	\$66,000
6.	Space Rental, Rent or Mortgage	\$90,840	\$87,368	\$89,800

7.	Travel	\$3,670	\$3,114	\$3,000
8.	Marketing	\$18,103	\$17,730	\$42,200
9.	Remaining Operating Expenses	\$162,880	\$129,272	\$152,963
A.	Total Cash Expenses	\$843,281	\$811,702	\$842,536
B.	In-kind Contributions	\$11,393	\$12,025	\$18,000
C.	Total Operating Expenses	\$854,674	\$823,727	\$860,536
	Income	Last Completed Fiscal Year		
10.	Revenue: Admissions	\$98,443	\$96,835	\$95,000
11.	Revenue: Contracted Services	\$5,894	\$1,900	\$10,000
12.	Revenue: Other	\$270,122	\$284,457	\$288,000
13.	Private Support: Corporate	\$41,608	\$46,454	\$20,000
14.	Private Support: Foundation	\$53,080	\$76,500	\$61,241
15.	Private Support: Other	\$100,921	\$92,509	\$144,220
16.	Government Support: Federal			
17.	Government Support: State/Regional	\$33,729	\$38,672	\$94,075
18.	Government Support: Local/County	\$273,847	\$234,065	\$130,000
19.	Applicant Cash			
D.	Total Cash Income	\$877,644	\$871,392	\$842,536
B.	In-kind Contributions	\$11,393	\$12,025	\$18,000
E.	Total Operating Income	\$889,037	\$883,417	\$860,536

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.

Salaries have increased due to the addition of the Choir in the Glades (additional staff), Prime Time after school choirs, and the Kravis Center outreach program. The board recognized that key staff members had been working for salaries below national averages for similar positions, and approved appropriate salary increases. The years that our choir tour show increases in budgets due to funds raised, and the expense of the tour. The Marketing amount is higher for 2017-2018, as that will be our 15th anniversary, and we will be putting ads in various publications.

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	CEO	\$0	\$81,819	\$0	\$81,819
2	Managing Director	\$0	\$69,300	\$0	\$69,300
3	Office Assistants	\$0	\$27,229	\$0	\$27,229
Totals:		\$0	\$178,348	\$0	\$178,348

3. Personnel: Programmatic

3.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Director	\$45,000	\$57,009	\$0	\$102,009
2	Conductors	\$14,000	\$31,106	\$0	\$45,106
3	Accompanists	\$4,000	\$6,506	\$0	\$10,506
4	Program Manager	\$7,000	\$7,969	\$0	\$14,969
5	Development Director	\$0	\$24,832	\$0	\$24,832
6	Program Assistants	\$0	\$8,862	\$0	\$8,862
7	Area Coordinator	\$0	\$6,668	\$0	\$6,668
Totals:		\$70,000	\$142,952	\$0	\$212,952

4. Personnel: Technical/Production

4.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Technical Services Concert	\$15,000	\$38,969	\$0	\$53,969
Totals:		\$15,000	\$38,969	\$0	\$53,969

5. Outside Fees and Services: Programmatic

5.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$5,000	\$71,369	\$0	\$76,369

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Orchestra Musicians	\$5,000	\$13,000	\$0	\$18,000
2	Music (cost, licensing, practice CDs)	\$0	\$710	\$0	\$710
3	Artistic Contractors	\$0	\$52,159	\$0	\$52,159
4	Security	\$0	\$1,800	\$0	\$1,800
5	Recording Costs	\$0	\$2,700	\$0	\$2,700
6	Piano Tuning & Repair	\$0	\$1,000	\$0	\$1,000
Totals:		\$5,000	\$71,369	\$0	\$76,369

6. Outside Fees and Services: Other

6.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Accounting, Bank Fees	\$0	\$66,000	\$16,000	\$82,000
2	Computer Service	\$0	\$2,000	\$0	\$2,000
Totals:		\$0	\$68,000	\$16,000	\$84,000

7. Space Rental

7.1. Budget Item *

#	Specify	Cash Match	In-Kind Match	Total
1	Rehearsal Space and Concert Hall	\$70,500	\$0	\$70,500
2	Office Space and Storage	\$20,000	\$0	\$20,000
Totals:		\$90,500	\$0	\$90,500

8. Travel (match only)

8.1. Budget Item *

#	Specify	Cash Match	In-Kind Match	Total
1	ACDA	\$1,500	\$0	\$1,500
2	Belle Glade Project	\$2,000	\$0	\$2,000
Totals:		\$3,500	\$0	\$3,500

9. Marketing

9.1. Budget Item *

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Advertising	\$0	\$10,500	\$2,000	\$12,500
Totals:		\$0	\$17,500	\$2,000	\$19,500

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
2	Website	\$0	\$7,000	\$0	\$7,000
Totals:		\$0	\$17,500	\$2,000	\$19,500

10. Remaining Proposal Expenses**10.1. Budget Item ***

#	Specify	Grant Funds	Cash Match	In-Kind Match	Total
1	Other Expenses	\$0	\$148,500	\$0	\$148,500
Totals:		\$0	\$148,500	\$0	\$148,500

Amount of Grant Funding Requested: \$90,000**Cash Match: \$759,638****In-Kind Match: \$18,000****Total Project Cost: \$867,638**

Proposal Budget Income:

11. Revenue: Admissions**11.1. Budget Item ***

#	Specify	Cash Match	Total
1	Ticket Sales	\$99,750	\$99,750
Totals:		\$0	\$99,750

12. Revenue: Contracted Services**12.1. Budget Item ***

#	Specify	Cash Match	Total
1	Performance Revenue	\$10,000	\$10,000
Totals:		\$0	\$10,000

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

#	Specify	Cash Match	Total
1	Tuition	\$279,000	\$279,000
2	Tour Income	\$0	\$0
Totals:		\$0	\$289,500

#	Specify	Cash Match	Total
3	Product Sales	\$10,500	\$10,500
Totals:		\$0	\$289,500

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

#	Specify	Cash Match	Total
1	Corporate Donations	\$46,500	\$46,500
Totals:		\$0	\$46,500

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

#	Specify	Cash Match	Total
1	Local Foundation Support	\$75,000	\$75,000
Totals:		\$0	\$75,000

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

#	Specify	Cash Match	Total
1	Donations/Sponsorships	\$40,000	\$40,000
2	Fundraising	\$68,888	\$68,888
Totals:		\$0	\$108,888

17. Government Support: Federal**17.1. Budget Item *****18. Government Support: Regional****18.1. Budget Item *****19. Government Support: Local/County****19.1. Budget Item ***

#	Specify	Cash Match	Total
1	Prime Time	\$91,370	\$91,370
2	PBC TDC	\$38,630	\$38,630
Totals:		\$0	\$130,000

20. Applicant Cash**20.1. Budget Item ***

Amount of Grant Funding Requested: \$90,000

Cash Income: \$759,638

In-Kind Match: \$18,000

Total Project Income: \$867,638

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.

This is a conservative budget regarding Income. With our new concert series, we should see an increase in Ticketing Revenue. This will be reflected in the actual Budget preparation in spring 2018.

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.

We are fortunate to hold rehearsals and perform at the Kravis Center for Performing Arts, a facility that is accessible to all audiences. The Kravis provides valet service, amplified headsets to those that wish them, house managers for patrons in wheelchairs, and trained ushers who help patrons needing special consideration.

Young Singers makes accommodations for our visually and physically impaired students, so they feel comfortable and are able to rehearse and perform. We open our dress rehearsals for our senior citizens in assisted living facilities.

Young Singers welcomes all young people, and we are proud to have a strong anti-discrimination policy. We are considered a safe haven for all races, faiths, and ethnicities, as well as LGBT youth.

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?

5/12/2017

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)
Rodusky letter of support 2017 (1).pdf	Letter of Support	Letter from Cultural Council Director of Grants	174 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Rodusky (1).pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=wRmw6kl%2BTiyZjRPFBGPPPLV%2BtN%2BEzGt)
YSPB Letter Gilchrist.docx	Family Letter of support		137 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/YSPB Letter of support.docx?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=ykob8UTgN8nYfdIUUVNcnbp5yhCZx%2FR2n1h0A)
2016 Audit - Final (1) (1).pdf	Audit 2016		235 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/2016 Audit - Final (1) (1).pdf?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=eSnxFNRt4K%2FIB2Yvh8o%2Bn5maSRF78yUJpA)
YSPB_ProgramBreakdown 8x11 (1).jpg	Young Singers Programs	A chart that shows all programs	1324 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/YSPB_ProgramBreakdown 8x11 (1).jpg?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=6kZzyGulodQSYfdb78dyEMAbWCxWucvqVMaBrit)

File	Title	Description	Size	Type	View (opens in new window)
Strategic Plan for Grant 3 yerar.xlsx	Strategic Plan 3 Year		12 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Strategic yerar.xlsx?sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=pWg2ddSgSKCW2%2F26vqdqiWj%2FGBNGrUEf)
Mountian Music.pdf	Mountain Music video		163 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Mountian 31&sr=b&si=applicationFileAccessPolicy&sig=pu9la%2B5v9PDjPSB%2B3woAq3z4zNeFdEnKQC)
YSPB Spring Program 2017.pdf	American Tapestry 2017 Concert Playbill		7843 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/YSPB Sp sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=82Ap1BL0XgH3fQDLT%2B8LQ5V%2ByEt4hspvGz)
Unending Flame.mp3	Unending Flame	Bel Canto Choir	5214 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Unending 05-31&sr=b&si=applicationFileAccessPolicy&sig=Ryis9IAcx8zv%2Fs3m8BmSGIp0jZX%2BqB9JV)
Walking in the Air.mp3	Walking in the Air	Treble Choir	5835 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Walking in 05-31&sr=b&si=applicationFileAccessPolicy&sig=hj8E3KHL1LR0GO3831OQctVp8LT7JIG%2B9u)
Letter of Support Moffett.pdf	West Palm Beach Commissioner Letter of Support		32 [KB]		View file (https://grantsblob.blob.core.windows.net/2019/Projects/2594/Application/Files/Letter of s sv=2016-05-31&sr=b&si=applicationFileAccessPolicy&sig=firLVwD7bbVm1Fv1bGm3MZyOfTJQf)

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)

Beth Clark

