

Teatro Avante, Inc.

Project Title: 37th International Hispanic Theatre Festival of Miami

Grant Number: 24.c.pr.142.295

Request Amount: \$25,000.00

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: [2023-2024 Specific Cultural Project Grant Guidelines](#)

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 2

Discipline: Professional Theatre

Proposal Title: 37th International Hispanic Theatre Festival of Miami

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. Organization Name: Teatro Avante, Inc. 
- b. DBA: N/A
- c. FEID: 59-2255544
- d. Phone number: 305.984.8877
- e. Principal Address: 744 S.W. 8th St., 2nd Floor Miami, 33130-3311
- f. Mailing Address: 744 S.W. 8th St., 2nd Floor Miami, 33130-3311
- g. Website: www.teatroavante.org
- h. Organization Type: Nonprofit Organization
- i. Organization Category: Other
- j. County: MiamiDade
- k. UEI: YQD6LT7AJ514
- l. Fiscal Year End Date: 12/31

1. Grant Contact *

First Name

Mario Ernesto

Last Name

Sanchez

Phone 305.445.8877

Email marioernesto@teatroavante.org

2. Additional Contact *

First Name

Mario Ernesto

Last Name

Sanchez

Phone 305.445.8877

Email marioernesto@teatroavante.org

3. Authorized Official *

First Name

Mario Ernesto

Last Name

Sanchez

Phone 305.445.8877

Email marioernesto@teatroavante.org

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Fair/Festival

4.3. Applicant Discipline

Theatre

C. Eligibility Page 3 of 12

1. What is the legal status of your organization?

- Florida Public Entity
- Florida Nonprofit, Tax-Exempt

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

- Yes (required for eligibility)
- No

3. Project start date: 7/1/2023 - Project End Date: 6/30/2024 *

- Yes (required for eligibility)
- No

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

- Less than 1 year (not eligible)
- 1-2 years (required for eligibility for GPS and SCP)
- 3 or more years (required minimum to request more than \$50,000 in GPS)

5. Professional Theatre

- Yes (required for eligibility)
- No

D. Quality of Offerings Page 4 of 12

1. Applicant Mission Statement - (500 characters) *

To preserve, further develop, and enhance our Hispanic cultural heritage through the creation and presentation of universal theatre and educational programs and to participate in the artistic growth and expansion of worldwide theatre by presenting an outstanding creative and educational program through Teatro Avante's annual award-winning International Hispanic Theatre Festival of Miami.

2. Project Description - (2000 characters)

Briefly describe the project or program for which you are requesting funding. If you are an LAA or SSO, please include a statement that describes the services provided to your audience (including membership) and how those services are provided.

The 37th International Hispanic Theatre Festival (IHTF) of Miami will take place on July 7-30, 2023. Adrienne Arsht Center - Carnival Studio Theater, Miami Dade County Auditorium - On.Stage Black Box Theatre and the Key Biscayne Community Center are the venues that will showcase 7 to 10 of some of the best productions from Latin America, Spain, and the United States. The IHTF brings together playwrights, directors, actors, designers, scholars, presenters, festival directors, researchers, and other theatre specialists. Still, most importantly, it provides South Florida audiences with the opportunity to experience our Hispanic cultural heritage with high artistic quality theatre.

As part of our commitment to our mission, we offer an educational component that includes post-performance forums, theatre directors' roundtables, and workshops. These events are free and open to the public. The IHTF will celebrate the popular International Children's Day on Sunday, July 16, 2023, at Miami Dade County Auditorium, centrally located in Little Havana. This event is admission-free for the entire family to provide an interactive artistic and educational encounter to enable children to develop their creativity and imagination through the performing arts. Activities include workshops in acting, painting, puppetry, dance, and music-percussion, recreational activities such as arts and crafts, face-painting, and train rides, concluding with the performance of an international professional children's theatre company. The young audience will be able to interact with company members after the performance during a Q & A session. Our goal is to develop a new generation sensible to the arts that perhaps will foster future artists and audiences.

Teatro Avante premieres its annual production at the closing of the Festival. Commissioned by award-winning playwright Abel González Melo and directed by Mario Ernesto Sánchez. This production returns at the beginning of the new year at the Miami Dade County Auditorium. The International Children's Day poster is created by a child serviced at Live Like Bella Childhood Cancer Foundation, and an internationally known artist creates the official festival poster. The Life Achievement in the Performing Arts Award is given to a dedicated individual to the theatre.

2.1. Project Goals (2000 characters)

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

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

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

* Acquiring a permanent home continues, but it has been challenging due to the cancellation or the strict requirements of capital investment programs available. COVID complicated our intentions even further.

* To continue commission, produce, and present new works that reflect our multi-cultural community. Another new play has been commissioned to premiere in July 2023. Outstanding thought-provoking playwrights strive to educate and bring to light society's pitfalls, reveal conflicts, humanize, and confront.

* To continue being a collaborative part in the cultural evolution of Miami to become the capital of Latinx theatre in the U.S. and a perfect link between Europe and Latin America.

We craft an annual season that is well balanced while highlighting the work of the best Hispanic playwrights, coupled with our region's best actors, designers, and composers. The "kick-off" for Miami's award-winning 37th International Hispanic Theatre Festival will be on June 22, 2023, at the Miami Dade County Auditorium for the Poster Unveiling and Meet the Artist reception. Both official posters (Festival & International Children's Day) are commissioned pieces that have become collectors' items. And since 2022, we are allowing the creation of the International Children's Day poster for a grateful patient at Live Like Bella Childhood Cancer Foundation. Attendees are introduced to the 37th IHTF program.

2.2. Project Objectives (2000 characters)

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

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

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

* To provide residents and visitors, perhaps for the first time, opportunities to experience theatre works from their country of origin.

* To constantly improve the artistic quality of our productions by identifying the best artists in Miami at our world premieres.

* To present some of the best theatre companies from Latin America, Europe, and the United States at the IHTF. We look for the style of play and message of emerging, contemporary adaptations of classical plays, nationalities, and cultures represented in work. And adaptability for bilingual performances and touring.

* To celebrate International Children's Day, a full day, admission-free event, for the entire family, at the Miami Dade County Auditorium. In 2019 (before COVID), attendance was approximately 600.

* To position Miami-Dade County as the link between Europe and Latin America and contribute with efforts to become the cultural capital of Iberoamerican theatre.

2.3. Project Activities (2000 characters)

Please list the project or program activities.

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

Sample Activities: Work with local arts and tourism organizations to promote art shows.

Communicate with local art teachers to encourage students to attend shows. Schedule artist commentaries and news articles to promote the shows.

The Producing Artistic Director should attend the Festival Santiago a Mil, Chile, the Festival Internacional de Buenos Aires (FIBA), and any other festivals to experience those productions that may have applied to be presented at the Festival.

Selection of productions/companies to be presented at the Festival the following year.

Confirm if selections are ready to tour, visa requests, vaccines with those allowed in the U.S., technical coordination, lighting designs, and production needs, such as sets, props, and other essentials. Marketing and social media schedule. Confirmation of hotel & restaurants for international groups. Coordination of local transportation and airfares. Printing of posters, brochures, and programs. Poster Unveiling & Meet the Artist reception. Finalize the IHTF program for distribution at the Festival. The Festival is presented in July. Performances at the Adrienne Arsht Center, Miami Dade County Auditorium, and Key Biscayne Community Center. Forums immediately after each play opening with audience participation are trendy. Theatre directors' roundtable. Celebration of International Children's Day. A day of activities for the entire family. Arts & crafts, workshops (painting, puppetry, music/percussion, and dance). The day ends with a performance of a children's play, presented by an international children's theatre company.

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2.4. Partnerships & Collaborations (2000 characters)

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

Adrienne Arsht Center - Space & Marketing/PR/Adv.

Miami Dade County Auditorium - Space & Marketing/PR/Adv.

Key Biscayne Community Center - Space & Marketing/PR/Adv.

Marriott, Biscayne Bay Miami - discounted rooms/breakfast.

Versailles Restaurant - discounted meals.

Camilas Restaurant - discounted meals.

Ministry of Education & Culture, Uruguay - airfares

Consulate General of Mexico - publicity

Consulate General of Chile - publicity

Consulate General of Argentina - publicity

E. Impact - Reach Page 5 of 12

For questions 1-6, do not count individuals reached through TV, radio, cable broadcast, the Internet, or other media. Include actual audience numbers based on paid/free admissions or seats filled. Avoid inflated numbers, and do not double-count repeat attendees.

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

12

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

20

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

4,500

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

200

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

350

6. How many artists will be directly involved?

Enter the estimated number of professional artists that will be directly involved in providing artistic services specifically identified with the proposal. Include living artists whose work is represented in an exhibition regardless of whether the work was provided by the artist or by an institution. This

figure should reflect a portion of the total individuals benefiting. If no artists were directly involved in providing artistic services enter 0.

6.1. Number of artists directly involved?

50

6.2. Number of Florida artists directly involved?

18

Total number of individuals who will be engaged?

5100

7. How many individuals will benefit through media?

5,000

8. Proposed Beneficiaries of Project

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

8.1. Race Ethnicity: (Choose all that apply) *

Hispanic or Latino

8.2. Age Ranges (Choose all that apply): *

Children/Youth (0-17 years)

Young Adults (18-24 years)

Adults (25-64 years)

Older Adults (65+ years)

8.3. Underserved/Distinct Groups: *

Individuals with Disabilities

Individuals below the Poverty Line

Individuals with Limited English Proficiency

9. Describe the demographics of your service area. (2000 characters)

Demographics are distinct characteristics of a population. Examples include but are not limited to: age, race, ethnicity, religion, gender, income, family status, education, veteran, disability status, and employment.

Our programs have grown in depth and sophistication while we continue to strengthen our ties in the community. As professionals, we have entered an international dialogue regarding the artist/community interaction through our growth. This dialogue is no easy task in an urban area home to almost three million residents (approx. 70% Hispanic, 15% Afro-American, 15% White nonHispanic). These statistics are rapidly changing but offer a current view of our community's complexity. Our programs consciously reflect the cultural profile of Miami's Hispanic community. As an artist-driven organization, one of our main motivations is to create an environment where Florida artists can work and flourish. During our forty-one years as a company, we have employed many artists. Our company has been asked to represent the U.S. at international theatre festivals. We have performed in Latin America and Europe. The U.S. With the same mission since 1979, Avante is also the producer and presenting organization of the annual International Hispanic Theatre Festival of Miami since its establishment in 1986, winner of the "Lorca," "Ollantay," and "Atahualpa del Cioppo" awards in Spain, the "Kusillo" award in Bolivia and "UCSUR" in Perú. Avante has gone beyond the typical role of a Miami-based theatre company. We strive to present our best artistic work to as many audiences as possible and participate in the development of South Florida's performing arts community and the local theatre movement.

10. Additional impact/participation numbers information (optional) (1500 characters)

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

We are desperately still trying to attract the younger generation, but without the efforts of parents and teachers, it isn't straightforward. We present at least one play dealing with youth themes.

Our audience expects the arrival of the Festival. It is eager to experience our presentations from Latin America, Spain, and the U.S.

Miami has grown into a multi-national metropolis. The Festival always caters to residents and visitors of several nationalities.

The IHTF remains the only Festival of its kind in the U.S. We are unique. We present from 6 to 10 theatre companies from Latin America and Spain within the four weeks of the Festival, one of the most diversified cities in the U.S.

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

Miami-Dade

12. What counties does your organization serve?

- Broward
- Miami-Dade
- Monroe

13. Describe your virtual programming. Only for applicants with virtual programming. (2500 characters)

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

Teatro Avante does not believe in virtual programming. We are not producers of television. Our theatre, since 1979, has been one that requires a physical audience; we can hear breathing and, of course, their applause. And our audience needs to see the actor, feel their emotions, and bring them to tears or laughter.

14. Proposal Impact (3500 characters)

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

Organizations: Include education and outreach activities.

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

Miami-Dade County's nonprofit arts and cultural organizations represent a significant business industry in Miami-Dade County--one that generates almost \$1.1 billion in local economic activity, a nearly 17% increase over the previous study released five years ago.

This spending--\$673.95 million by nonprofit arts and cultural organizations and an additional \$402.2 million in event-related spending by their audiences--supports 29,792 full-time equivalent jobs. Attendance at cultural events also shows an increasing trend, demonstrating that Miami-Dade's audiences are growing, representing over 13.5 million cultural attendees annually compared to 12.7 million 5 years ago when the last study was conducted. These results put Miami-Dade County among the top tier of comparable metropolitan areas and demonstrate how the arts are effective catalysts for strengthening the economy and making Miami-Dade County more competitive nationally for business, tourism, and the arts. Teatro Avante's International Hispanic Theatre Festival of Miami has proudly been a part of these statistics since 1986 when the festival began.

Workshops for children on Dance, Acting, Puppetry, Painting, and Music/Percussion. Forums immediately after each performance.

15. Marketing and Promotion

15.1. How are you marketing and promoting your organizations offerings? *

- Billboards
- Brochures
- Collaborations
- Direct Mail
- Email Marketing
- Magazine
- Newspaper
- Radio
- Organic Social Media
- Paid Social Media
- Television

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

How are you marketing and promoting your organizations offerings?

The IHTF promotes South Florida as a center of vibrant regional, national and international cultural and artistic programming. Our strategic marketing plan is as follows: • press releases are sent to all Spanish and English media outlets • A pocket-size IHTF brochure is widely distributed and available at all venues. • Posters – An internationally renowned artist is commissioned to create the official poster for the IHTF, and a child at the Live Like Bella Childhood Cancer Foundation creates the International Children's Day poster. Both posters are unveiled at the Poster Unveiling and Meet the Artist's reception in June. This free event is the kick-off and receives extensive media coverage, creating "the buzz." Posters are accessible to audiences and distributed worldwide, decorating theatres, offices, and public places. "Save The Date" materials and flyers of all productions selected are email blasted and posted on social media and our website.

- The comprehensive bilingual festival program is distributed at all performances, featured on our website, and included in our "welcome bags" for all festival participants. The program is distributed locally and throughout Latin America and Europe.

- Full-color postcard – International Children's Day (ICD). As part of our community outreach, these cards are distributed to elementary schools in the area and over 20 day-care centers in Little Havana, along with an ICD poster. The postcard will also be email blasted.

- Email blasts - An email is created for the entire program and one for each production. They are sent to our local, national, and international database of more than 5,000. Recipients include all media outlets, patrons, and friends of the IHTF, collaborating partners, sponsors, consulates, academia, and cultural organizations. All recipients are asked to "share" the information. This form of communication has proven our best marketing/publicity tool.

- Our website, www.teatroavante.org, is visited by thousands and links with several other sites related to Teatro Avante. Our site is simple to navigate and details all of the activities of the IHTF and other Avante programs. It is also linked to our most important sponsors.
- Social media – Teatro Avante is on Facebook with a limit of 5,000 friends. We continuously post all IHTF events, interviews, and reviews. However, we contract with Constant Contact for a much more extensive list of emails.
- Television: The major Hispanic television stations, 23Univision, Unimas, and Univision America, and local cable channels such as Mega TV and America TV provide coverage and support.
- Radio stations: All Univision radio stations provide coverage and support: Radio Mambi 710AM, MIX 98.3, Amor 107.5, and Univision Deportes Radio 1140 AM.
- The Adrienne Arsht Center for the Performing Arts is one of the venues. We are featured in Arsht's summer brochure. This brochure is mailed, emailed, and posted on their website and social media, reaching approx. 1M households in South Florida. The Arsht also email blasts the summer program several times, including the IHTF.
- Miami Dade County Auditorium spreads the word of the IHTF by emails blasts, a summer program brochure, and at the marque since
- Printed media: extensive coverage of the IHTF will be featured in print media and prestigious theatre magazines such as American Theatre and Linden Lane (New York), Latin American Theatre Review (University of Kansas).
- In the U.S. - The Miami Herald, El Nuevo Herald, Diario Las Américas, Miami New Times, Miami Today, and Coral Gables Magazine, and foreign newspapers and magazines of the participating countries.

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

1. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. In addition to your facility, what specific step are you taking to make your programming accessible to persons of all abilities and welcoming to all members of your community? (3500 characters)

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 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.

As amended, Teatro Avante abides by the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973.

We must comply with the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973. All our venues, Adrienne Arsht Center, Miami-Dade County Auditorium, and the Key Biscayne Community Center abide by the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act 1973, as amended. Accessibility symbols in our printed materials are displayed, and Avante's productions are presented with supertitles in English for the benefit of the non-Spanish speaker and the hearing impaired. We participate in the Miami-Dade County Cultural Affairs Council's Golden Ticket (elderly) and Culture Shock (youth) Miami outreach programs (www.CultureShockMiami.com). And our programs include the following paragraph: "The International Hispanic Theatre Festival of Miami offers wheelchair accessibility at all venues. Some productions are performed with English supertitles. To request materials in an accessible format, sign language interpreters, and any disability accommodation, don't hesitate to contact us at 305. 445-8877 or write to andy@teatroavante.org at least five days before the event. TTY users may also dial 711 (Florida Relay Service)."

2. Policies and Procedures

Yes

No

3. Staff Person for Accessibility Compliance

Yes

No

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

4. Section 504 Self Evaluation

- Yes, the applicant has completed the Section 504 Self Evaluation Workbook from the National Endowment for the Arts.
- Yes, the applicant completed the Abbreviated Accessibility Checklist.
- No, the applicant has not conducted an accessibility self-evaluation of its facilities and programs.

4.1. If yes, when was the evaluation completed? 12/1/2021

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

- Yes
- No

5.1. If yes include here. (500 characters)

TEATRO AVANTE celebrates equity, diversity, and inclusiveness. We embrace these pillars of excellence as crucial to healthy people and healthy communities. Avante believes that its core values are strengthened when all members have a voice and are encouraged to contribute. Every member of humanity has a contribution to make to the whole. We must encourage and promote that contribution. Equity, diversity, and inclusion are an active process that requires continuous commitment to promote healthy people, healthy communities, and the overall success of present and future generations. 33. Accessibility includes other

6. Accessibility includes other factors besides physical. What efforts has your organization made to provide programming for all? (2000 characters)

The Festival is being held at venues that cover all four.

Adrienne Arsht Center, Miami-Dade County Auditorium, and Key Biscayne Community Center's websites cater to the blind, deaf, low vision, and color blind. All texts are written, and all interactions are easy to understand and developed with the best practices.

7. Describe the Diversity of your staff, volunteers, and board members. (1000 characters)

We are a pretty diversified group, defined mainly by artistic talent and intense interest to do our best in all positions.

Avante is mainly a Cuban company, but we hire actors and technicians from most Latin American countries and Afro-Americans. Volunteers include Americans.

G. Track Record Page 7 of 12

1. Organization History (2000 characters)

Briefly describe your organization's history including founding dates and significant changes in management, location, mission, etc. Also, include major accomplishments and program growth, adaptation to external factors and significant relationships and partnerships.

Teatro Avante was established in 1979 to preserve, further develop, and enhance our Hispanic cultural heritage by producing and presenting the highest artistic quality theatre.

Since 1986, Avante has been the founding producer-presenting organization of Miami's award-winning International Hispanic Theatre Festival (IHTF). And the recipient of five prestigious international awards - Spain's Federico Garcia Lorca, Ollantay, and FIT de Cadiz-Atahualpa del Cioppo, Bolivia's Kusillo, and Peru's UCSUR - for the development of Hispanic theatre in America.

We have entered an international dialogue regarding the artist/community interaction through our growth. This dialogue is no easy task in an urban area home to almost three million residents (approx. 70% Hispanic, 15% Afro-American, 15% White non-Hispanic,). These statistics are rapidly changing but offer a current view of our community's complexity. Our programs consciously reflect the cultural profile of Miami's Hispanic community. Our programs have grown in depth and sophistication while we continue to strengthen our ties in the community.

Teatro Avante has been chosen by the Adrienne Arsht Center for the Performing Arts Trust (PACT) as the Hispanic-American artistic organization to represent the needs, perspectives, resources, and cultural heritage of Miami-Dade County's Hispanic-American arts organizations and their audiences.

As an artist-driven organization, one of our main motivations is to create an environment where Miami artists can work and flourish. We have employed hundreds of artists during our 43 years as a company, including playwrights, composers, directors, actors, designers, and technicians.

Our company has been asked to represent the U.S. at international theatre festivals. We have performed throughout Latin America, Europe, Asia, and the U.S. We took a leadership role in the Theatre League of South Florida and the Network of Cultural Promoters and Presenters of Latin America and the Caribbean (La Red).

Teatro Avante currently collaborates with prestigious organizations, such as the Adrienne Arsht Center for the Performing Arts, Miami-Dade County Auditorium, Spanish Cultural Center, Cultural Institute of Mexico, and Key Biscayne Community Center. Since 1995, we have provided English

supertitles in all of our performances to be more inclusive and attract a non-Spanish-speaking and hearing-impaired audience.

2. Fiscal Condition and Sustainability (2000 characters)

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.

Avante consistently checks and balances the budget. Our fiscal condition is healthy. We are debt-free, and expenses are usually not incurred unless we have the funds. We have limited finance staff and typically struggle to make ends meet. We have always wished to do more, but our limited finances do not allow such a pleasure. We must constantly balance money and mission while collecting and sharing data on social and financial performance. Covid-19 changed everything and forced a worldwide work-from-home culture, especially in the nonprofit world, a chance to hit the reset button on how we think about sustainability and work.

3. Project Evaluation (2000 characters)

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

A simple bilingual, eight-question survey is distributed to our audiences and collected at the end of each performance. This questionnaire can gather information on their demographics, how they learned of the IHTF, preferences, and contact information.

- As part of our educational component, post-performance forums are conducted during the IHTF and all Avante's performances. During this open microphone forum, audiences discuss the implementation and evaluate the IHTF itself. These comments are noted and seriously considered for future programming.**

We are still in the process of going "paperless" for the 37th IHTF. Our current questionnaire will be revised and transferred to a digital format. Our objective is that we will be able to obtain more information from and about our audiences through this updated method.

Through our participation in the Golden Ticket and Culture Shock programs and our discounted tickets for the special needs community, seniors, and students, we can know how we are reaching these demographics.

Achievement of objectives is measured as follows:

- New and increased funding sources from the private and public sectors**
- Additional local, national, and international print, radio, and television coverage, including reviews and interviews.**
- Audience participation: increase ticket sales to include multi-ethnic/nationalities audiences (Avante's productions and some IHTF performances are presented with supertitles in English).**
- Letters/comments of support from partner organizations and collaborators**
- Support from the Consular community and foreign cultural officials**
- Touring with Avante's productions in other cities and countries, increasing invitations to represent South Florida at national and international theatre festivals, convenings, and theatre/cultural expos.**
- Increased applications from international theatre companies for the coming year.**

3.1. Describe the expected outcomes of the project. How will you determine the success of the project? (2000 characters)

Our dream is to have a fully functional resident acting company that would enable us to fulfill better the mission of Teatro Avante: to preserve, further develop, and enhance our Hispanic cultural heritage through the creation and presentation of universal theatre and educational programs and to participate in the artistic growth and expansion of worldwide theatre by presenting an outstanding creative and educational program through Teatro Avante's annual award-winning International Hispanic Theatre Festival of Miami.

According to the 2020 U.S. Census, Greater Miami's population is 69.4% Hispanic. That equals 1,875,026 individuals out of a total of 2,701,767 residents. An interactive web-based intelligence and information platform, Miami Matters puts the figure at 71.51%. And while Cubans still are the most significant concentration, according to the Pew Charitable Trusts, "Miami-Dade County is also home to the nation's largest Colombian, Honduran and Peruvian communities."

This makes the work of Teatro Avante and the International Theatre Festival of Miami all the more relevant and indicative of the communities we serve.

We will wisely deploy the funding that comes from the State of Florida Division of Cultural Affairs. Such funding will allow us to increase and diversify our funding streams and thus help us reach a more sustainable future. This investment will enable us to capture our dream of having a year-round professional acting company. Our goal is to pay actors a living wage that will allow them to dedicate their time fully to the artistic mission of our organization and the diverse communities we serve.

4. Completed Fiscal Year End Date (m/d/yyyy) * 12/31/2021

5. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$58,906	\$54,000	\$72,000
2. Personnel: Programmatic	\$71,835	\$75,000	\$55,000
3. Personnel: Technical/Production	\$40,089	\$45,000	\$45,000

4.	Outside Fees and Services: Programmatic		\$1,800	
5.	Outside Fees and Services: Other	\$1,358	\$20,000	
6.	Space Rental, Rent or Mortgage	\$76,877	\$60,000	\$85,000
7.	Travel	\$42,119	\$24,000	\$40,000
8.	Marketing	\$41,571	\$18,000	\$44,000
9.	Remaining Operating Expenses	\$70,415	\$50,200	\$37,500
A.	Total Cash Expenses	\$403,170	\$348,000	\$378,500
B.	In-kind Contributions	\$47,817	\$75,000	\$75,000
C.	Total Operating Expenses	\$450,987	\$423,000	\$453,500
	Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions	\$56,500	\$56,500	\$50,000
11.	Revenue: Contracted Services		\$10,000	\$10,000
12.	Revenue: Other		\$5,000	
13.	Private Support: Corporate	\$62,355	\$50,000	\$30,000
14.	Private Support: Foundation	\$52,500	\$21,000	\$7,000
15.	Private Support: Other	\$5,065	\$5,000	
16.	Government Support: Federal	\$25,000	\$30,000	\$40,000
17.	Government Support: State/Regional	\$25,000	\$25,000	\$25,000

18. Government Support: Local/County	\$176,750	\$145,500	\$216,500
19. Applicant Cash			
D. Total Cash Income	\$403,170	\$348,000	\$378,500
B. In-kind Contributions	\$47,817	\$75,000	\$75,000
E. Total Operating Income	\$450,987	\$423,000	\$453,500

6. Additional Operating Budget Information (1000 characters)

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

No deficits.

7. Paid Staff

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

8. Hours *

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

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

- Yes
- No

10. Rural Economic Development Initiative (REDI) and Underserved Waiver

Yes

No

H. Budget Page 8 of 12

1. Proposal Budget Expenses:

Detail estimated proposal expenses in the budget categories listed below. Include only expenses that specifically related to the proposal. You can find a list of non-allowable and match only expenses at dos.myflorida.com/cultural/grants/grant-programs.

The expense section contains three columns:

- a. Grant funds (these are the funds you are requesting from the state)
- b. Cash Match (these are earned or contributed funds supplied by your organization)
- c. In-kind (the value of donated goods and services)
- d. Save each individual line within the budget.
- e. To update budget totals, save each page.

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

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

For Specific Cultural Projects the Proposal Budget expenses must equal the Proposal Budget income.

1.1. Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	PAD	\$0	\$48,000	\$0	\$48,000
2	Adm. Assit.	\$24,000	\$0	\$0	\$24,000
Totals:		\$24,000	\$48,000	\$0	\$72,000

1.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Fees	\$0	\$55,000	\$0	\$55,000
Totals:		\$0	\$55,000	\$0	\$55,000

1.3. Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Tech Dir	\$0	\$20,000	\$0	\$20,000
2	Tech Crew	\$0	\$25,000	\$0	\$25,000
Totals:		\$0	\$45,000	\$0	\$45,000

1.4. Outside Fees and Services: Programmatic *

1.5. Outside Fees and Services: Other *

1.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Space Rental	\$35,000	\$35,000	\$70,000
2	Venues Rental	\$50,000	\$0	\$50,000
Totals:		\$85,000	\$35,000	\$120,000

1.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Local Travel	\$5,000	\$0	\$5,000
2	Intl.Travel	\$35,000	\$25,000	\$60,000
Totals:		\$40,000	\$25,000	\$65,000

1.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Adv/PR/Printing	\$1,000	\$38,000	\$15,000	\$54,000
2	Web Support	\$0	\$2,000	\$0	\$2,000
3	Postage/Distribution	\$0	\$3,000	\$0	\$3,000
Totals:		\$1,000	\$43,000	\$15,000	\$59,000

1.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Supplies/Materials	\$0	\$8,514	\$0	\$8,514
2	Insurance	\$0	\$1,702	\$0	\$1,702
3	Utilities	\$0	\$6,811	\$0	\$6,811
4	Educational Component	\$0	\$4,257	\$0	\$4,257
5	Prod. Expenses	\$0	\$28,378	\$0	\$28,378
6	Equip. Rental	\$0	\$2,838	\$0	\$2,838
Totals:		\$0	\$52,500	\$0	\$52,500

1.10. Amount of Grant Funding Requested:

\$25,000

1.11. Cash Match:

\$368,500

1.12. In-Kind Match:

\$75,000

1.13. Match Amount:

\$443,500

1.14. Total Project Cost:

\$468,500

2. Proposal Budget Income:

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

2.1. Revenue: Admissions *

#	Description	Cash Match	Total	
1	Admissions	\$50,000	\$50,000	
Totals:		\$0	\$50,000	\$50,000

2.2. Revenue: Contracted Services *

#	Description	Cash Match	Total	
1	Contract Services	\$10,000	\$10,000	
Totals:		\$0	\$10,000	\$10,000

2.3. Revenue: Other *

2.4. Private Support: Corporate *

#	Description	Cash Match	Total	
1	Consulate General Uruguay	\$15,000	\$15,000	
2	U.S. Century Bank	\$5,000	\$5,000	
3	UAAF/Toy/Global	\$5,000	\$5,000	
4	Mexican Cultural Institute	\$5,000	\$5,000	
Totals:		\$0	\$30,000	\$30,000

2.5. Private Support: Foundation *

#	Description	Cash Match	Total	
1	Key Biscayne Community Foundation	\$2,500	\$2,500	
2	Funding Arts Network	\$10,000	\$10,000	
3	The Miami Foundation	\$10,000	\$10,000	
4	Shubert Foundation	\$32,500	\$32,500	
Totals:		\$0	\$55,000	\$55,000

2.6. Private Support: Other *

#	Description	Cash Match	Total	
1	Individual Support	\$7,000	\$7,000	
Totals:		\$0	\$7,000	\$7,000

2.7. Government Support: Federal *

2.8. Government Support: Regional *

2.9. Government Support: Local/County *

#	Description	Cash Match	Total	
1	Village of Key Biscayne	\$1,500	\$1,500	
2	Miami Dade County Auditorium	\$50,000	\$50,000	
3	Tourist Development Council	\$35,000	\$35,000	
4	Cultural Affairs Dept.	\$130,000	\$130,000	
Totals:		\$0	\$216,500	\$216,500

2.10. Applicant Cash *

2.11. Total Project Income:

\$468,500

2.12. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$25,000	\$25,000	5%
B.	Cash Match	\$368,500	\$368,500	79%
	Total Cash	\$393,500	\$393,500	84%
C.	In-Kind	\$75,000	\$75,000	16%
	Total Proposal Budget	\$468,500	\$468,500	100%

3. Additional Proposal Budget Information (optional) (1000 characters)

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.

We usually get much more in-kind but are uncertain at this time.

We have also applied to South Arts Cultural Treasures, but no decision yet.

I. Attachments and Support Materials Page 9 of 12

Complete the support materials list using the following definitions.

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

Content Type	Format/extension	Maximum size
Images	.jpg, .gif, .png, or .tiff	5 MB
documents	.pdf, .txt, .doc, or .docx	10 MB
audio	.mp3	10 MB
video	.mp4, .mov, or .wmv	200 MB

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

1. Required Attachment List

Please upload your required attachments in the spaces provided.

1.1. Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
DCA.W9 2020 SIGNED (3) (1).pdf	647 [KB]	5/31/2022 10:39:16 AM	View file

1.2. Federal 990 Form (most recently completed)

File Name	File Size	Uploaded On	View (opens in new window)
IRS.990.2020.Rev.pdf.docx	11433 [KB]	5/30/2022 10:33:17 PM	View file

2. Support materials (required)*

File	Title	Description	Size	Type	View (opens in new window)
IRS.990.2020.Rev.pdf.docx			11433 [KB]		View file
XXXV - IHTF - Brochure.REV.6.19.21.pdf	XXXV - IHTF - Brochure		4404 [KB]		View file
XXXV - IHTF - Poster.2021.pdf	XXXV - IHTF - Poster		6148 [KB]		View file
XXXV - IHTF - ICD.postcard.REV.6.19.21.pdf	XXXV - IHTF - ICD postcard		2479 [KB]		View file

2.1.

J. Notification of International Travel Page 10 of 12

Notification of International Travel

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

1. Notification of International Travel

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

K. Florida Single Audit Act Page 11 of 12

Florida Single Audit Act

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

1. Florida Single Audit Act

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

L. Review & Submit Page 12 of 12

1. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.701, Florida Statutes and incorporated by reference into Rule 1T-1.036, Florida Administrative Code.

2. Review and Submit

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

2.1. Signature (Enter first and last name)

Mario Ernesto Sanchez

