

Florida Studio Theatre, Inc.

Project Title: General Program Support 2024 for Florida Studio Theatre, Inc.

Grant Number: 24.c.ps.142.375

Request Amount: \$150,000.00

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: 2023-2024 General Program Support Grant Guidelines

Application Type

Proposal Type: Discipline-Based


Funding Category: Level 3

Discipline: Professional Theatre

Proposal Title: General Program Support 2024 for Florida Studio Theatre, Inc.

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. Organization Name: Florida Studio Theatre, Inc. 
- b. DBA:
- c. FEID: 23-7362760
- d. Phone number: 941.366.9017
- e. Principal Address: 1241 North Palm Avenue Sarasota, 34236-5602
- f. Mailing Address: 1241 North Palm Avenue Sarasota, 34236-5602
- g. Website: www.floridastudiotheatre.org
- h. Organization Type: Nonprofit Organization
- i. Organization Category: Other
- j. County:Sarasota
- k. UEI: EVPYWWH2FKA9
- l. Fiscal Year End Date: 09/30

1. Grant Contact *

First Name

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Last Name

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2. Additional Contact *

First Name

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3. Authorized Official *

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Rebecca

Last Name

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Phone 941.366.9017

Email rebecca@floridastudiotheatre.org

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Performing Group

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) *

Florida Studio Theatre holds the following mission:

- To make theatre accessible and affordable to as many people as possible.
- To present theatre that challenges with as much gusto as it entertains.
- To create a public forum for the issues of our day that will foster positive change in our community and beyond.
- To operate within and for the public trust.

2. Programming 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 2023-2024 grant period will mark Florida Studio Theatre's 50th Anniversary Season. Florida Studio Theatre (FST) is Sarasota's contemporary theatre company. Located in the heart of the downtown Sarasota arts district, FST is a nationally recognized LORT theatre with 38,000 subscribers (2019). According to the Theatre Communications Group (TCG), FST has the third largest subscription base of any TCG member theatre in the country, behind theatres such as Roundabout Theatre Company in NYC. In 2019, FST served over 230,000 attendees- the largest impact of any Sarasota or Manatee County performing arts venue. FST operates 52 weeks out of the year and engages the community annually through its diverse programs: Mainstage, Cabaret, Stage III, FST Improv, Children's Theatre, Education, and New Play Development.

With continued support from the State of Florida Division of Arts and Culture General Program Support Grant, FST will continue to serve audiences and expand our reach into the community through its diverse programs. Florida Studio Theatre is committed to make theatre accessible and affordable to as many people as possible while adhering to the core values of clarity, integrity, and effectiveness.

2.1. Programming 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.

The primary objective of Florida Studio Theatre for the 2023-2024 Season is to create vital, engaging, and entertaining theatre experiences that respond to FST's mission and resonate throughout the greater Sarasota/Manatee community and beyond. FST's organizational goals are identified as the following:

- To produce the best in contemporary theatre by presenting plays that speak to a living, evolving, and dynamically changing world.
- To build a broad-based inclusive audience that is reflective of the world- so that we can put the world on the stage and reflect it back to our audience.
- To maintain a thriving, equitable, diverse, inclusive, and just working environment for artists and staff in which they can grow and flourish.
- To explore new theatre forms and in doing so create new audiences.
- To cause the creation of new plays by established and emerging writers.
- To deepen our relationship with artists and organizations on the local and national scene.
- To ensure vital, affordable, accessible theatre that reflects the concerns of a diverse society.
- To provide excellent theatre for children and to train them in the language and thought of the theatre.
- To renovate and construct new facilities; to remain at the forefront of integrating technology accelerators into the operation of the theatre.
- To be accountable to our audiences and donors by operating with fiscal responsibility.

2.2. Programming 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"

FST has modeled itself on the strength of creating the best in contemporary theatre at an affordable price. Through the lens of contemporary theatre, FST provides its patrons with a myriad of engaging theatrical experiences to challenge and celebrate our collective humanity and the world's diverse values.

FST's 2023-2024 Programming Objectives:

1. Increase Mainstage Series subscriptions:

- **WINTER MAINSTAGE SEASON: 7% increase (13,000)**
- **SUMMER MAINSTAGE SEASON: 3% increase (5,000)**

2. Increase Cabaret Series subscriptions:

- **WINTER CABARET SEASON: 5% increase (14,200)**
- **SUMMER CABARET SEASON: 6% increase (6,000)**

3. Increase Children's Theatre Family Series subscriptions by 20% increase (1,200)

4. Bring WRITE A PLAY Program back to 100% of pre-pandemic participation levels.

5. Break ground on Mulva Arts Plaza.

6. Increase the number of key partner organizations for Public Works Sarasota from 5 to 8 participating organizations.

7. Move Public Works Sarasota's culminating collaborative theatre production to an outdoor venue.

- Proposed outdoor venues include: Nathan Benderson Park, Phillippi Estate Park, Selby Gardens Historic Spanish Point. Transferring the final production from FST's Gompertz Theatre to a larger outdoor venue will allow for increased public participation.

1. Increase FST School scholarship distribution by 10% with a focus on engaging with more underserved communities.

2. Grow BIPOC (Black, Indigenous, People of Color) representation in FST's Playwrights Collective by adding a minimum of 3 new playwrights.

10. Double annual playwright commissions with a specific focus on commissioning playwrights who have diverse voices and backgrounds. Our focus is to engage with playwrights who are underrepresented- including BIPOC, LGBTQIA+, and female-identifying playwrights.

- Award a total of 6 playwright commissions (doubling annual commission distribution from 3 to 6 commissions).

11. Expand the number of community partnerships-offering them an artistic home at FST for their own work.

2.3. Programming 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.

ACTIVITIES FOR FST'S 2023-2024 SEASON:

MAINSTAGE—FST's flagship program, producing the best in contemporary American theatre by presenting plays that speak to a dynamically changing world. Annually, the Mainstage features 7 productions that draw from new, regionally produced, and the latest off-Broadway and Broadway plays. Mainstage embodies FST's mission by embracing a diverse range of productions that provide a platform for contemporary issues and ideas both on stage and within the community.

CABARET - Established in 1996 to develop new audiences. Cabaret celebrates the lyric poets of our time and presents social and political satire for today's audiences. It has been integral in the creation of 70 musical revues. Annually, the Cabaret consists of 6 productions (original as well as book-in productions).

STAGE III- Featuring plays with grit, verve, and drive, Stage III brings provocative and experimental work to the Sarasota contemporary theatrical landscape. Annually, Stage III consists of 3 productions during the winter season.

IMPROV- Founded in 2001, programming occurs year-round and features sketch comedy and a mashup of both short-form and long-form styles. FST Improv also hosts the annual Sarasota Improv Festival in July, bringing the best improv troupes from across the US and internationally to Sarasota.

CHILDREN'S THEATRE –Launched in 2016 and consists of 4 productions performed annually with an additional 5th fully subsidized summer tour. The anchor of Children's Theatre is **WRITE A PLAY**, a multi-pronged playwriting program, which reaches 47,000 students each year with special emphasis placed on impacting underserved and Title I schools.

EDUCATION – Founded in 1982, annually more than 50 unique courses are offered year-round for youth and adults. FST School is also home to various camps and the VIP Performing Arts Program for students with behavioral, emotional, and developmental special needs.

NEW PLAY DEVELOPMENT- The lifeblood of FST, NPD includes in-house and public readings, developmental workshops, and playwright residencies held throughout the season. Part of NPD is FST's Playwright Collective– FST provides these playwrights with the resources and creative feedback needed to develop new plays from inception to production. Currently, the Collective has 15 members which will expand to include 20 diverse playwrights with a focus on underrepresented voices by 2026.

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.

Our partnerships help us meet our mission to, “create a public forum for the issues of our day that will foster positive change in our community and beyond.” Selected partnerships and collaborations include:

WRITE A PLAY

For 31 years, FST has worked closely with curriculum specialists, teachers, and administrators in Sarasota and Manatee County School Districts to teach children the art of playwriting. We have continued our partnership with The Florida Center for Partnerships for Arts Integrated Teaching (PAInT) at USF Sarasota-Manatee and our partnership with Sister Cities Association of Sarasota has enabled us to extend the program internationally. We continue to work with Broward County SEAS Program, Manatee Community Foundation, and Lily School at Easter Seals Southwest Florida. In 2022, FST continued the partnership with the Community Foundation of Sarasota County to fully subsidize the program for all Sarasota County schools.

FST FORUMS

This program creates a space where the community can engage in panel discussions and post-show dialogues with community leaders on the issues of our day. In 2017, the program won the Diversity & Inclusion Award from the State of Florida Division of Arts and Culture. FST Forums have recently partnered with: Suncoast Black Arts Collaborative, The Innocence Project, NAACP- Sarasota Chapter, the Jewish Federation of Sarasota-Manatee, Embracing

Our Differences, Chautauqua Institute, the Child Protection Center, WWSB ABC 7 News, Pulitzer Prize winner Gilbert King, Charlayne Hunter-Gault, Dr. Mary G. Davenport, and Chief Judge Charles E. Williams of the 12th Judicial Circuit.

PUBLIC WORKS SARASOTA

Inspired by the Public Theater's model, this is a year-round theatrical collaboration where members of our community are invited to participate in creating a play together. Participants in this free program will have access to workshops and shared events throughout the year. The program culminates annually with a collaborative production that will foster connections with, by, and for our community. The pilot was delayed 1 year due to the Omicron variant, and will begin in 2022 with additional support from the National Endowment for the Arts. FST is currently partnering with the following organizations: UnidosNow, Brotherhood of Men, Uniquely Empowered Sistahs, Booker HS VPA, Gulf Coast Community Choir, Bethel CME, and The Circus Arts Conservatory.

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?

112

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

2,703

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

196,050

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

48,000

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

7,600

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?

300

6.2. Number of Florida artists directly involved?

50

Total number of individuals who will be engaged?

251950

7. How many individuals will benefit through media?

3,500

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) *

No specific racial/ethnic group

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

Military Veterans/Active Duty Personnel

Youth at Risk

Other underserved/distinct group

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.

Florida Studio Theatre is a village of 5 diverse theatres built for a community of people with varying needs, aesthetics, and widely varying sensibilities. FST strives to serve and celebrate diversity in every aspect of our organization. The community that Florida Studio Theatre operates in is primarily white with Sarasota being 91.5% white and Manatee County being 86% white.

Based on recent FST audience survey results, our subscriber audience is primarily age 65+ and white. However, this has never deterred FST from creating programming that is reflective of the larger diverse world and the audience has embraced the rich and varied themes. FST is committed to making theatre that is accessible and affordable. We are determined to create art that breaks down barriers, illuminates our common humanity, and puts the world on the stage.

Sarasota County Summary

- Resident Population: 447,057
- Est. Seasonal Population : 96,000
- Median Household Income : \$66,342
- Median Age: 57.3 years
- Average Household Size: 2.28
- The ethnic composition of Sarasota County is as follows:
 - White alone, 91.5%
 - Black or African American alone, 4.7%
 - American Indian and Alaska Native alone, 0.3%
 - Asian alone, percent, 1.8%
 - Native Hawaiian and Other Pacific Islander alone, 0.1%
 - Two or More Races, 1.6%
 - Hispanic or Latino, 9.6%
 - White alone, not Hispanic or Latino, 82.8%

**Sarasota County Demographics and Statistics-- URL:*

<https://www.census.gov/quickfacts/sarasotacountyflorida>

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.

FST was established by artists and exists to serve audience and community. We are fervent in our belief that theatre must be affordable and accessible to as many people as possible. Our ticket prices remain among the lowest in the nation. We believe the theatre is like a good library:

filled with different minds, different thought, and reflective of our world. In the 2023-2024 Season, we will expand our reach by bringing programming beyond the four walls of our downtown Sarasota campus, as we work to put theatre at the heart of our community.

- **PUBLIC WORKS SARASOTA** is a direct response to the assumption held by many that theatre is for the elite and is thus inaccessible to the general population. The program is designed to be free, welcoming, and accessible to new and underserved audiences. Public Works will encourage individuals to embrace that “theatre is for me” by building bridges that will connect and celebrate the uniqueness of our community.
- **WRITE A PLAY** reaches a diverse population of students with a particular emphasis on impacting children attending Title I and underserved schools. FST has always subsidized the cost of WRITE A PLAY for every participating school at 50%. In 2022, we continued to fully subsidize the program for Sarasota County schools and we are committed to continue our efforts to fully subsidize the program moving forward. FST will not turn a school away for their inability to afford the program.
- Finally, as we continue to further our goal to cause the creation of new plays by established and emerging writers, FST will continue to grow the Playwright Collective to include new members with a focus on collaborating with underrepresented voices including: BIPOC, LGBTQIA+, and female-identifying playwrights.

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

- Broward
- Charlotte
- DeSoto
- Hillsborough
- Manatee
- Pasco
- Sarasota

12. What counties does your organization serve?

- Broward
- Charlotte
- Collier
- DeSoto
- Hillsborough
- Lee
- Manatee
- Pasco
- Pinellas
- Sarasota
- Seminole

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.

When the pandemic brought the world to a collective standstill, FST worked to rapidly pivot and transition programming to function and thrive virtually. In 2020-2021, the WRITE A PLAY Program, FST School, Forums Series, and New Play Development were all met with tremendous positive feedback from participants. FST's VIP program, serving students with behavioral, emotional, and developmental special needs, was perhaps the smoothest transition from live to online classes due to the pandemic.

During the current 2021-2022 Season, as we returned to live, indoor programming, we continued with virtual offerings for FST School classes, WRITE A PLAY, and New Play Development in order to better serve the needs of our audiences. We have seen the benefit of virtual programming as it allows us to be more accessible to a broader audience. Participants are able to engage in classes and discussions from around the country and abroad. Due to the stressors imposed on our schools with the COVID variants and ensuring we were adhering to our safety protocols, WRITE A PLAY was also offered in a hybrid format for 2021-2022. Schools had the option to participate in live, virtual playwriting workshops but could also experience in-person programming as they felt safe and comfortable taking field trips and welcoming outside groups onto their campuses.

While we will continue to explore providing virtual offerings for these programs, we do not have plans to provide streaming access to FST's live theatrical programming. We remain committed that theatre is intended to be a live experience: shared storytelling in a shared space.

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.

FST is nestled in the heart of Sarasota's downtown arts district. More than 1,500 people enter the campus on any given Saturday. "Arts & Economic Prosperity 5: The Economic Impact of Nonprofit Arts Organizations and Their Audiences in the Greater Sarasota/Bradenton Area," the study by Americans for the Arts in 2017, found that in addition to the theatre admission price, Sarasota arts patrons spend an average of more than \$27 per person per event, and non-Sarasota patrons spend over \$55 per person per event. Of FST's 230,000 attendees, 154,000 are adults that are drawn to the theatre from around the region and across the country into downtown Sarasota, where they dine at local restaurants and purchase goods from neighborhood merchants. FST has a \$12 million economic impact with a \$9.4 million direct budget (FY22). FST invests directly into the local economy, through:

-Salaries paid to employees who live and shop in Sarasota

-Vendors

-Local business

At the time of this proposal, we have 57 full-time staff and 41 part-time staff members. Each year we employ 250-300 guest artists from around the country and 40 interns in our professional training program. Employees reside in Sarasota for three months to dozens of years, earning and spending their income here and becoming a vital part of the local economy.

FST is a member of the League of Resident Theatres (LORT). LORT has 75 member theatres and holds collective bargaining agreements with Actors' Equity Association, Society of Directors & Choreographers, and United Scenic Artists. This ensures that artists contracting with LORT theatres receive the highest pay within the nonprofit theatre world. In addition, FST utilizes TCG's salary survey to ensure that artistic staff members are compensated at fair market value. FST is also a member of TCG and NNPN.

Additionally, FST engages and impacts our community through the following educational and outreach activities:

CHILDREN'S THEATRE & WRITE A PLAY

Since the program's inception in 1991, WRITE A PLAY has impacted the lives of over 1 million children. The program continues to grow from this momentum, reaching an average of 47,000 students each year. WRITE A PLAY has not only reached youth in 61 of 67 Florida counties, but has extended throughout the United States, and internationally (Russia, Israel, the UK, Mexico, and Scotland). Teaching artists travel to schools in Florida and New Jersey to teach students the art of playwriting.

In 2016, FST launched the Children's Theatre Family Series with shows on weekends for children and their families. In 2021 we added a free summer touring component to this series with the intent of reducing geographic constraints that may have previously prevented families from attending events on FST's campus. By continuing to explore ways we can bring theatre directly out into the community, we hope to increase our accessibility and share with the audiences that the theatre can be for every person.

PUBLIC WORKS SARASOTA

Public Works Sarasota is designed to bring communities together to learn from and impact each other. Drawing from inspiration and guidance from the Public Theater, this program is a year-round theatrical collaboration where members of the Sarasota/Manatee community are invited to participate in creating a play together. The program aims to create a safe haven for individuals to unite, create, and celebrate one another. It will show participants "theatre is for someone like me" regardless of age, race, religious beliefs, political beliefs, gender identity, sexual orientation, and socio-economic status. Specific focus is placed on impacting underserved communities.

FST SCHOOL

FST School offers opportunities for children and adults to discover their creativity through workshops and classes throughout the year. Partial and full scholarships are available to those who have financial need or are disabled. FST School provides corporate training and master classes with visiting guest artists. FST School also has specialized camps throughout the year: Blue Butterfly Camp for grieving children, Puzzle Project for youth on the Autism Spectrum, and work with All Star Children's Foundation for youth healing from the trauma of child abuse.

15. Marketing and Promotion

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

- Brochures
- Collaborations
- Direct Mail
- Email Marketing
- Magazine
- Newsletter
- Newspaper
- Pay Per Click (PPC) Advertising
- Radio
- Organic Social Media
- Paid Social Media
- Television
- Other

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?

In 2023-2024, FST will expand our reach through the following marketing methods and platforms:

- **Television** - FST works with local news stations for special video spots and b-roll that runs on news programs. FST's marketing team develops specific news spots with the TV anchors that are catered to each show. FST advertises with Spectrum Reach, Frontier, ABC 7, NBC, CBS, and WEDU to reach new markets throughout the region.
- **Hotel partnerships** - Partnerships with local hotels encourage guest attendance by supplying 2-for-1 coupons, ticket discounts, and free ticket offers. FST marketing will be displayed on area hotel room confirmation emails. Hotels can pre-book tickets for their guests using special FST show vouchers, and guests may also book tickets directly through the hotel's concierge service.
- **Restaurant Partnerships** - FST Season Subscribers receive discount dining cards to local restaurants when they receive their tickets.
- **Travel Industry Partnerships** - Travel agencies throughout Florida and the Southeastern United States are contacted by FST to promote our programming. Advertising includes updates on current productions, 2- for- 1 coupons, and other discount offers.
- **Advertising in local, regional, and national publications** - FST will advertise in newspapers such as the "Longboat Observer," "Orlando Sentinel," "Tampa Bay Times," "Sarasota Herald Tribune," "Bradenton Herald," and "American Theatre Magazine."
- **Internet and Digital Marketing** - FST's website, www.floridastudiotheatre.org, will continue to promote all programming. In addition, other websites including Visit

Sarasota, Arts & Cultural Alliance of Sarasota County, fellow members of the Theatre Communications Group, and the webpages of selected hotels are also used to promote FST programming. FST films behind-the-scenes videos, interviews with cast, crew, designers, and directors. Behind-the-scenes content will be a part of FST's Forums Series and FST's quarterly publication "Stage Directions" (www.floridastudiotheatre-stagedirections.org). Email blasts will promote various events with broadcast emails to FST's email club, through which we send more than 1,000,000 emails per year.

- **Social Media-** FST is actively engaged in marketing through various social media platforms including Facebook, YouTube, Twitter, and Instagram. Social media also has the added benefit of an immediate, large reach, and enables a more direct and accessible connection with audiences as well as artists. Social media helps us have a deeper understanding of our audience interest and tourism trends in our community.
- **Direct Mail-** FST will promote programming with over 100,000 pieces of direct mail. FST's newsletter, "Stage Directions," will be distributed quarterly, which boasts a readership of over 71,200 annually.
- **Printed Marketing Materials:** Posters for all productions are distributed to downtown shops, bars, cafés, and dining establishments. These posters increase our visibility to tourists and residents who gather to patron Downtown Sarasota. We also keep additional postcards and pamphlets at both of our box office locations for walk-in patrons.
- **Press Releases -** Programming will be featured in press releases to FST's local, state, and national media contacts.
- **Display Advertising:** We will utilize display advertising in both Sarasota Square Mall as well as Sarasota-Bradenton International Airport.
- **Coasters at local restaurants –** FST will advertise its programs on easy to carry, pocket-sized coasters that display information regarding FST's current productions, and contact information. They will be distributed to local restaurants, bars, including hotel bars.
- **Special Events –** To further discussion of new plays and their themes, FST will provide community outreach events. Additionally, FST has an expansive annual Pay-What-You-Can Program for every show produced throughout the season.
- **Large Group Sales and Events Coordination –** FST's Events Coordinator works closely with patrons and area hotels to bring in more large groups to the theatre.

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.

In accordance with our mission “to make theatre accessible and affordable to as many people as possible,” all of FST’s facilities are ADA compliant. Recently, the Goldstein and John C. Court Cabaret Theatres were installed with the t-coil hearing loop system to add to the system that was already installed in the Mainstage theatres. In 2020, two elevators on campus were renovated and modernized after a successful capital campaign. Annually, every production in the multi-pronged WRITE A PLAY program travels into schools all around the state, as well as bringing its unique playwriting curriculum to those who might otherwise never have the opportunity to attend a theatrical production.

FST’s approach to accessibility is not limited to ADA regulations. FST is firmly committed to making theatre accessible and affordable, positively impacting our community through diverse programming and low ticket prices. All of FST’s diverse programs speak to our dynamically changing world. We believe if you put the world on the stage, you will see the world in your audience. From presenting the best in contemporary theatre on our Mainstage, engaging in important dialogues with community leaders in FST Forums, to our award-winning WRITE A PLAY program, which has reached over 1 million youth in its 31-year history, FST is committed to serving our whole community.

We are in a constant state of evaluation on how we can improve the accessibility of our facilities and our programming. FST is always looking for ways to improve. We firmly believe the arts are a vital part of our humanity. We make every effort to provide the community with affordable, high-quality theatre and artistic programming that reflects the diversity of the world. We celebrate that the theatre is a communal activity. It is a public art. It is a performing art. These tenets inform every aspect of our programming and the relationship we hold with artists as well as our community.

We see great need for social/emotional connection after the days of isolation we have endured due to the pandemic. At the time of this application, we are preparing to launch a new program, FST’s Public Works Sarasota, which is designed to bring communities together to learn from and inspire each other. The program speaks to FST’s mission to create accessible theatre by producing a collaborative production that will bridge cultural gaps and cultivate connection. Not only does theatre have the transformative ability to inspire and heal- but sharing stories in a shared space is perhaps the most powerful way we can break down systemic barriers and

create unity across various demographic groups. Public Works Sarasota will bring theatre directly out into the community- beyond the four walls of our downtown Sarasota campus. The program is designed to be free, welcoming, and accessible to new and underserved audiences.

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?

Justin Piccillo

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? 5/1/2022

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

Yes

No

5.1. If yes include here. (500 characters)

FST seeks to create an environment where diverse identities, cultures, and ideas are encouraged. FST embraces diversity in all its forms. The inclusion of difference(s) such as ability, age, background, beliefs, ethnicity, gender, gender expression, race, sexual orientation, socioeconomic status, and all other identities represented across staff, board, artists, and audiences help make us better equipped to serve our community. Equity, Diversity, and Inclusion are essential in all activity of our organization, both on and off stage.

**** FST's full EDIA Statement & Commitments included in our *Support Materials*.**

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

FST is built for a diverse community of people with varying needs, aesthetics, and widely varying sensibilities. FST aims to serve and celebrate diversity in every aspect of our organization. We recognize there are other definitions for this word, including, “easy to get to,” “comprehensible,” and “approachable.” As a result, we consider such aspects as affordability and diversity of programming in our activities. We fulfill our mission “to make theatre accessible and affordable to as many people as possible,” through:

- Low ticket prices. A 4-play subscription to the Mainstage Series costs \$99 at most, or \$24.75 per show. A 4-show children’s theatre subscription is \$20, (\$5 per show).
- The Cabaret Series, established to attract new theatre audiences who might not otherwise have previously participated in theatrical events.
- Subsidies for underserved and Title I Schools to participate in WRITE A PLAY. The program was 100% subsidized for Sarasota County schools in both the 2020/21 and 2021/22 school year.
- Scholarships for FST School students who would not otherwise be able to participate.
- Since 1992, FST’s VIP Performing Arts Program has offered theatre classes to individuals with physical, mental, emotional, and behavioral challenges - completely free of charge.
- FST School outreach initiatives: Blue Butterfly Camp for children facing issues of grief, Puzzle Project devoted to helping students on the Autism Spectrum, and work with All Star Children’s Foundation for children recovering from the trauma of child abuse.
- Forums Series: free panels and post-show discussions where leaders in the community and community members of all backgrounds can attend to discuss conflicts within the plays and how they relate to their community so we can improve it together.
- FST Introductory Offer and the Pay-What-You-Can Program where any patron with a valid coupon can attend any performance at FST paying any price they can afford, bringing in new audiences who might otherwise never be able to afford a theatre ticket.
- Public Works Sarasota: a new community-wide collaborative, fully subsidized theatre program launching in 2022. The program will create collaborative theatre for participants and will culminate with a free multidisciplinary production each spring.

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

FST is committed to creating a company that is reflective of diversity in all its forms. The institutional work that we are committed to doing will take some time. At the time of this application, FST’s Board of Trustees is 22% BIPOC and 44% female. Of FST’s current full-time staff: 20% self-identify as BIPOC/ 5% self-identify as LGBTQIA+ / 53% self-Identify as female. FST’s current part-time staff is 28% self-identify at BIPOC/7% Identify as LGBTQIA+. The majority of FST volunteers are white and age 65+ however, we are actively working to broaden this.

In our attempt to ensuring our casting becomes more multicultural, we are working to increase casting opportunities for BIPOC artists unless a playwright specifies the racial identify of a character. FST's casting and hiring coordinator has made a concerted effort to alter how we approach the hiring process. We are utilizing diversity driven job boards as well as engaging with organizations that represent minority groups in casting/hiring. Furthermore, we are using gender neutral language in job postings and disregarding unnecessary criteria that can promote bias.

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.

In 1973, Florida Studio Theatre was founded by artist Jon Spelman as an alternative touring group, reaching out to isolated and underserved audiences in nursing homes, migrant farms, and prisons. In 1980, Richard Hopkins was named Producing Artistic Director, with an initial audience of 100 subscribers. Today, FST has established itself as a major force in American Theatre with over 38,000 subscribers. Since its beginnings as a small touring company, FST has grown to become a nationally recognized LORT theatre that serves over 230,000 attendees annually - the largest impact of any Sarasota or Manatee County performing arts venue. Each of FST's programs speaks to our dynamically changing world. We believe if you put the world on the stage, you will see the world in your audience.

One of our greatest accomplishments is the strength of our leadership staff. Producing Artistic Director has been with the organization for 42 years and Managing Director has been with the organization for 24 years. Our Associate Director At-Large (former Associate Artistic Director) has been with the organization for 42 years. Furthermore, we have continued to strengthen the artistic presence in our full-time staff. From associate artists (actors, directors), resident designers, composers, sketch/improv artists, and teaching artists, FST continues its commitment to being a theatre that is led by theatre artists.

FST has always grown organically based on audience demand and need. The following is a brief overview of our programmatic growth:

- 1980: Mainstage Series created. FST transitioned from a small touring company to a resident theatre company (historic Keating Theatre).
- 1982: FST School founded.
- 1991: WRITE A PLAY, arts-in-education playwriting program created.
- 1992: VIP Performing Arts Program founded.
- 1996: Cabaret Series founded. Expanded to 2 theatre venues (Goldstein Cabaret).
- 2001: FST Improv and Stage III Series founded. Expanded to 3 venues (Gompertz Theatre).
- 2012: Construction completed of Hegner Theatre Wing: grew to a village of 5 theatres (renovated Gompertz Theatre, Court Cabaret, and Bowne's Lab Theatre).
- 2016: Children's Theatre Family Series created.
- 2019: FST reached over 230,000 attendees over the course of the year.
- 2022-2023: FST Improv expands to a subscription series.
- 2022-2023: FST launches Public Works Sarasota.
- 2023: FST breaks ground on the Mulva Arts Plaza.

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.

The fiscal stability of FST is exemplary and continues to strengthen and grow through keen attention to detail and diligent financial management of all programs. In 2005, FST established an endowment and reserves that currently stands at \$10 million. FST is constantly working to sustain the theatre's programming by diversifying its resources amongst government, corporate, foundation, and private support.

Earned income represents the theatre's strongest source of revenue, accounting for an historical average of 61% of the theatre's annual operating budget. FST attributes this impressive statistic to 2 fundamental formulas that have driven the financial engine of the theatre for decades:

- * High Salaries for artists = High Quality on the stage.**
- * Low Ticket prices = High Volume participation.**

FST is the largest subscription-based professional theatre in the state of Florida. We continue to build back our natural audience growth following the pandemic. We came through a 54-week closure (and the series of season and show cancellations due to COVID) strong due to of the loyalty of our subscriber base. We were the first professional theatre in the state of Florida and the first LORT theatre in the country to execute a live, indoor complete season. We were one of the initial lead participants that ultimately partnered with three dozen Sarasota performing and visual arts organizations to follow shared safety protocols for the 2021-2022 Season as part of the #SafeArtsSarasota initiative. As we move forward and out of the pandemic, we have continued to listen and engage with our audience, careful to never dismiss their needs and concerns especially as we collectively navigate our new normal.

3. Program 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?

Evaluation is an integral component of FST's daily operations. Each of the theatre's programs are analyzed on an ongoing basis. FST uses a variety of tools including daily reports from all departments, detailed survey analysis, and independent outcomes measurement.

Attendance patterns and audience development are evaluated through a detailed reporting system that includes:

- * Post-Production Surveys: Approximately 25% of every audience will be chosen at random to receive a survey about their time at FST that evening.**
- * Box Office Sales and Closing Reports**
- * Stage Management Performance Reports**

- * House Management Closing & Financial Reports
- * Concessions Reports
- * Cabaret Management/Restaurant Reports
- * Marketing Results by Performance
- * Subscription Campaign Reports
- * Post-Show Discussion Reports
- * FST Annual Survey
- * Specific issue-related surveys as necessary
- * Utilize independent evaluator for analysis of selected program areas
- * Post-class surveys for parents and adult students
- * Teacher surveys (for participants in WRITE A PLAY).

By analyzing reports, spreadsheets, surveys, audience feedback, and ticket sales, the theatre is able to accomplish a variety of goals. For example:

- * Executing the most cost-effective marketing and development campaigns
- * Analyzing zip codes for penetration of residential areas to identify underserved groups
- * Tracking changes in audience characteristics

Finally, all qualitative and quantitative data is analyzed and filtered to assess the overall artistic effectiveness of each program.

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

All qualitative and quantitative data is analyzed and filtered to assess the overall artistic effectiveness of each program. Past successes have been determined through the same reporting system listed above, using reviews, ticket sales, audience surveys, public responses, in-house evaluations, box office and house management reports, stage management reports, and the program's steadily increasing impact.

Through in-depth analysis of each evaluation component, FST gains a well-rounded understanding of the breadth of our impact and will be able to accurately report on our results.

EXPECTED OUTCOMES OF FST'S 2023-2024 SEASON:

- Meet the above-outlined programming goals and objectives.
- Continue to meet the FST Mission.
- Maintain steady sale of single tickets throughout the season.
- Audiences renew their subscriptions: One of the proven strengths of our organization is that 80% of subscribers annually renew their subscriptions prior to our season announcements. This demonstrates a level of trust and commitment to the art we strive to create each year for our community.
- House reports and post-show surveys reflect the shows we produce, reach, engage, and inspire our audiences.

4. Completed Fiscal Year End Date (m/d/yyyy) * 9/30/2021**5. Operating Budget Summary**

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$1,059,623	\$1,747,845	\$1,792,109
2. Personnel: Programmatic	\$825,268	\$994,959	\$1,017,600
3. Personnel: Technical/Production	\$670,304	\$1,435,106	\$1,465,558
4. Outside Fees and Services: Programmatic	\$520,823	\$1,756,817	\$1,771,329
5. Outside Fees and Services: Other	\$60,101	\$26,000	\$35,000
6. Space Rental, Rent or Mortgage			
7. Travel	\$61,592	\$196,600	\$199,549
8. Marketing	\$222,927	\$664,300	\$677,586
9. Remaining Operating Expenses	\$1,343,005	\$2,618,827	\$2,453,783
A. Total Cash Expenses	\$4,763,643	\$9,440,454	\$9,412,514
B. In-kind Contributions	\$80,049	\$190,000	\$200,000
C. Total Operating Expenses	\$4,843,692	\$9,630,454	\$9,612,514
Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10. Revenue: Admissions	\$1,408,218	\$3,974,080	\$4,236,850
11. Revenue: Contracted Services	\$156,928	\$260,700	\$280,000
12. Revenue: Other	\$965,155	\$2,152,916	\$2,217,503

13. Private Support: Corporate	\$13,500	\$36,000	\$36,000
14. Private Support: Foundation	\$210,654	\$254,000	\$260,000
15. Private Support: Other	\$1,839,566	\$1,680,000	\$1,700,000
16. Government Support: Federal	\$3,742,258	\$2,786,829	\$15,000
17. Government Support: State/Regional	\$48,905	\$78,295	\$150,000
18. Government Support: Local/County	\$350,764	\$77,067	\$78,000
19. Applicant Cash			\$439,161
D. Total Cash Income	\$8,735,948	\$11,299,887	\$9,412,514
B. In-kind Contributions	\$80,049	\$190,000	\$200,000
E. Total Operating Income	\$8,815,997	\$11,489,887	\$9,612,514

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."

We are projecting a 3-5 year recovery from COVID and we are planning accordingly to return to a steady growth track. We received 2 rounds of PPP Funds and the SBA SVOG. These funds must be looked at beyond the year received as they are a critical bridge following 15 months of shutdown. Funding from our SVOG will allow for us to build out over several years without sacrificing the caliber of work we produce on our stages. It will also allow us to keep our staffing levels stable while maintaining competitive salaries for our staff and guest artists. FST lost over \$3 million in earned revenue during the shutdown. In 2021-2022, we were severely impacted by interruptions brought on by COVID variants. We experienced 8 weeks of cancelled performances across 6 different productions during our current winter season. Additionally, we decided to cancel our Stage III Series (impacting an estimated 8,000 attendees) due to the Omicron variant. These cancellations and delays have resulted in an estimated \$1 million loss in earned income.

PLEASE NOTE: Our surpluses are due to federal funding for COVID relief. This planned surplus will be used as "*Applicant Cash*" to maintain FST's audience build back and ensure future growth.

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	Administrative Salaries, Pension & Welfare Health Insurance	\$0	\$1,817,560	\$70,000	\$1,887,560
Totals:		\$0	\$1,817,560	\$70,000	\$1,887,560

1.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Salaries (less outside artists/interns), Pension & Welfare Health Insurance	\$65,000	\$1,218,260	\$0	\$1,283,260
Totals:		\$65,000	\$1,218,260	\$0	\$1,283,260

1.3. Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Technical/Production Salaries, Pension & Welfare Health Insurance	\$25,000	\$906,324	\$25,000	\$956,324
Totals:		\$25,000	\$906,324	\$25,000	\$956,324

1.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Guest Artist Fees (Actors, Designers, Directors & Overhire)	\$50,000	\$1,796,189	\$0	\$1,846,189
Totals:		\$50,000	\$1,796,189	\$0	\$1,846,189

1.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Professional Fees	\$0	\$35,000	\$5,000	\$40,000
Totals:		\$0	\$35,000	\$5,000	\$40,000

1.6. Space Rental (match only) *

1.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Outside Artist Travel	\$109,800	\$0	\$109,800
2	Outside Artist Housing Rentals/Maintenance	\$0	\$5,000	\$5,000
3	Hotels/Per Diems	\$29,500	\$0	\$29,500
4	Gas & Vehicle Maintenance	\$32,250	\$0	\$32,250
5	Auditions & Employee Search	\$33,400	\$0	\$33,400
Totals:		\$204,950	\$5,000	\$209,950

1.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Playbill	\$0	\$31,185	\$0	\$31,185
2	Photography	\$0	\$9,000	\$0	\$9,000
3	Website	\$0	\$10,000	\$0	\$10,000
4	Media Advertising	\$10,000	\$473,000	\$90,000	\$573,000
5	Public Relations Expense	\$0	\$9,000	\$0	\$9,000
6	Printing & Postage	\$0	\$137,435	\$5,000	\$142,435
Totals:		\$10,000	\$669,620	\$95,000	\$774,620

1.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Production Materials	\$0	\$218,500	\$0	\$218,500
2	Royalties	\$0	\$175,000	\$0	\$175,000
3	Music Rentals	\$0	\$7,600	\$0	\$7,600
4	Scripts & Literary	\$0	\$1,200	\$0	\$1,200
5	Box Office Supplies	\$0	\$22,000	\$0	\$22,000
6	General Office Supplies/Postage	\$0	\$17,800	\$0	\$17,800
7	Education Materials/Supplies	\$0	\$22,050	\$0	\$22,050
8	Fundraising	\$0	\$60,500	\$0	\$60,500
9	Utilities/Sanitation/Maintenance	\$0	\$350,000	\$0	\$350,000
Totals:		\$0	\$1,367,413	\$0	\$1,367,413

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
10	Insurance	\$0	\$281,763	\$0	\$281,763
11	Commercial Telephone & Internet	\$0	\$25,000	\$0	\$25,000
12	Equipment Contracts	\$0	\$155,000	\$0	\$155,000
13	Memberships	\$0	\$31,000	\$0	\$31,000
Totals:		\$0	\$1,367,413	\$0	\$1,367,413

1.10. Amount of Grant Funding Requested:

\$150,000

1.11. Cash Match:

\$8,015,316

1.12. In-Kind Match:

\$200,000

1.13. Match Amount:

\$8,215,316

1.14. Total Project Cost:

\$8,365,316

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	Subscriptions	\$3,324,700	\$3,324,700
2	Single Tickets	\$1,207,850	\$1,207,850
Totals:		\$0	\$4,532,550

2.2. Revenue: Contracted Services *

#	Description	Cash Match	Total
1	WRITE A PLAY Residencies	\$10,000	\$10,000
2	Outreach	\$10,000	\$10,000
3	Education Income	\$280,000	\$280,000
Totals:		\$0	\$300,000

2.3. Revenue: Other *

#	Description	Cash Match	Total
1	Playbill Advertising	\$70,000	\$70,000
2	Space Rentals	\$162,223	\$162,223
3	Laundry	\$2,500	\$2,500
4	Royalties	\$1,000	\$1,000
5	Interest	\$300,000	\$300,000
Totals:		\$0	\$535,723

2.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Corporate Support	\$40,000	\$40,000
Totals:		\$0	\$40,000

2.5. Private Support: Foundation *

#	Description	Cash Match	Total
1	Foundation Support	\$275,000	\$275,000
Totals:		\$0	\$275,000

2.6. Private Support: Other *

#	Description	Cash Match	Total
1	Other Private Support	\$1,800,000	\$1,800,000
Totals:		\$0	\$1,800,000

2.7. Government Support: Federal *

2.8. Government Support: Regional *

2.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Tourist Development Council	\$80,000	\$80,000
Totals:		\$0	\$80,000

2.10. Applicant Cash *

#	Description	Cash Match	Total
1	Applicant Cash	\$452,043	\$452,043
Totals:		\$0	\$452,043

2.11. Total Project Income:

\$8,365,316

2.12. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$150,000	\$150,000	2%
B.	Cash Match	\$8,015,316	\$8,015,316	96%
	Total Cash	\$8,165,316	\$8,165,316	98%

Line	Item	Expenses	Income	%
C.	In-Kind	\$200,000	\$200,000	2%
Total Proposal Budget		\$8,365,316	\$8,365,316	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 are in the process of building back our audience following the pandemic closure in 2020-2021. Overall, we lost 10% of our audiences (a loss we attribute to COVID-19). We are working to bring back our education and WRITE A PLAY programming while also preparing to pilot a new program (Public Works Sarasota) in the upcoming 2022-2023 Season. We are using the surpluses garnered during FY21 and FY22 from federal relief funding (PPP and SVOG) as planned applicant cash in order to keep our operations stable and maintain the high quality of our productions while we navigate this build back.

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)
2022 Substitute W-9.pdf	33 [KB]	5/25/2022 2:18:55 PM	View file

1.2. Federal 990 Form (most recently completed)

File Name	File Size	Uploaded On	View (opens in new window)
990 FST FY21.pdf	5721 [KB]	5/25/2022 1:59:12 PM	View file

2. Support materials (required)*

File	Title	Description	Size	Type	View (opens in new window)
GPS 23-24 FST Richard Hopkins Cover Letter.pdf	Letter from Richard Hopkins, Producing Artistic Director		187 [KB]		View file
2022 FST Board.pdf	2022 FST Board of Trustees		149 [KB]		View file
23-24 GPS Letters of Support_FLORIDA STUDIO THEATRE.pdf	2023-2024 FST Letters of Support		1272 [KB]		View file
2021-2026 Strategic LRP and Business Plan Updated 5.26.22.pdf	2021-2026 Strategic Business & Long Range Plan		257 [KB]		View file
2022 FST EDIA Statement & Commitments.pdf	2022 FST EDIA Statement & Commitments		175 [KB]		View file
2022 Marketing & Playbill Samples.pdf	2021-2022 Marketing Samples (brochures, postcards, playbills)		32547 [KB]		View file
FST 21-22 Season_ Selected Press Coverage.pdf	Recent Press Coverage (Selections from current 21-22 Season)		13532 [KB]		View file
23-24 FST Video Links.pdf	FST Video Links (from current season)		183 [KB]		View file
20-21 EOS Reports.pdf	FST End of Season Reports: Children's Theatre and Education		48375 [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 Florida Studio Theatre, Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third-degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

2.1. Signature (Enter first and last name)

Rebecca Hopkins

