FloriMezzo, Inc.

Project Title: Florimezzo, Inc. dba Tampa Metropolitan Youth Orchestra
Grant Number: 21.c.ps.102.309
Date Submitted: Friday, May 31, 2019

A. Cover Page Page 1 of 10

Guidelines

Please read the current Guidelines prior to starting the application: 2021-2022 General Program Support Grant Guidelines

Application Type

Proposal Type: Discipline-Based

Funding Category: Level 1

Discipline: Music

Proposal Title: Florimezzo, Inc. dba Tampa Metropolitan Youth Orchestra
B. Contacts (Applicant Information)

Applicant Information

a. Organization Name: FloriMezzo, Inc. 🌿
b. FEID: 68-0550935
c. Phone number: 813.690.8742
d. Principal Address: 1701 N. Blvd. Tampa, 33607
e. Mailing Address: 3120 W. San Jose Street Tampa, 33629
f. Website: www.tmyo.org
g. Organization Type: Nonprofit Organization
h. Organization Category: Other
i. County: Hillsborough
j. DUNS number: 191053581
k. Fiscal Year End Date:

1. Grant Contact *
   
   First Name
   Nancy

   Last Name
   Lorenzen

   Phone
   813.690.8742

   Email
   nancy.lorenzen@tmyo.org

2. Additional Contact *

   First Name
   Jessica
3. Authorized Official *

First Name
Jessica

Last Name
Calandra

Phone
727.204.3072

Email
jessica.calandra@tmyo.org

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Performing Group - Youth

4.3. Applicant Discipline

Music

5. Department Name
C. Eligibility  Page 3 of 10

1. What is the legal status of the applicant? *
   - Public Entity
   - Nonprofit, Tax-Exempt
   - Solo or Individual artists or unincorporated performing company
   - Other (not an eligible response)

2. Are proposed activities accessible to all members of the public? *
   - Yes (required for eligibility)
   - No

3. Do proposed activities occur between 7/1/2020 - 6/30/2021? *
   - Yes (required for eligibility)
   - No

4. How many years of completed programming does the applicant have? *
   - Less than 1 year
   - 1-2 years
   - 3 or more years (required minimum to request more than $50,000 in GPS)
D. Excellence  Page 4 of 10

1. Applicant Mission Statement - (Maximum characters 500.) *

Mission Statement:

The Tampa Metropolitan Youth Orchestra provides superior music training, while guiding students toward a lifelong appreciation of classical music.

Vision Statement:

The Tampa Metropolitan Youth Orchestra endeavors to be recognized as a premier youth orchestra, to engage students with unique musical experiences, and to develop the patrons and performers of tomorrow.

2. Proposal Description

Describe the project or program for which you are requesting funding. Include goals, fully measurable objectives, activities, partnerships/collaborations, and a timeline. If you are an LAA or SSO, please include a statement that describes the services provided to your audience (including membership) and how those services are provided.

2.1. Goals, Objectives, and Activities - (Maximum characters 5000.)

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.

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

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

In 2011, Florimezzo, Inc. established the Tampa Metropolitan Youth Orchestra (TMYO) as its major program. More than 250 of the brightest young musicians, ages 6-21, make up the TMYO. Students, after auditioning, are assigned to one of four different orchestral ensembles based on their ability:

- String Concertino, a beginning/intermediate string orchestra.
- Symphonic Strings, an intermediate string orchestra.
- Philharmonic Orchestra, an intermediate/advanced full orchestra.
- Symphony Orchestra, an advanced/pre-professional full orchestra.

During the school year, TMYO ensembles rehearse weekly. The TMYO experience enriches the students' music education and helps them develop an appreciation of orchestral and classical music.
TMYO currently offers a quality orchestral experience that includes:

- **Weekly rehearsals** for each of the four orchestras.
- **Sectionals** where students break into groups and receive training specifically for their instruments from Tampa area music professionals.
- **Formal concerts** at the end of each semester.
- An annual **Concerto Competition** where the winner performs with TMYO's top orchestra.
- **Orchestra Day** where TMYO students get to know the conductors in a relaxed setting, learn new music, and at the end of the day, perform in a group concert with all four ensembles playing together on stage.
- A **Chamber Music** program where chamber ensembles receive professional coaching, regular rehearsals, and performance opportunities.
- A **Side-By-Side Concert** where TMYO's Symphony Orchestra students join The Florida Orchestra's professional musicians on stage as they rehearse and perform.
- **Outreach Concerts** where TMYO members break into smaller groups to perform in various venues throughout the community.
- **New Music Commission Program** gives students an opportunity to perform the music of 21st century composers.

Now, as an established and well-respected orchestra program, TMYO will build on the momentum that it has achieved to enhance its music programs and role in the community.

Providing a quality youth orchestra program is a costly undertaking which involves:

- Hiring the best conductors.
- Recruiting professional musicians to lead sectionals.
- Purchasing orchestral and chamber music.
- Renting larger rehearsal rooms to seat a 75-member orchestra.
- Renting smaller rooms for the orchestra to train with their "sections" and to rehearse with their chamber music ensembles.
- Renting performance halls at the University of South Florida's School of Music and other concert venues for concerts.
- Hiring music composers.

The investment to provide these educational and artistic activities contributes to the overall musical experience of the students and enables TMYO to achieve the following goals and objectives:

**Goal:** Sustain a quality orchestral music education program.

**Objectives:**

- Offer rehearsal and performance opportunities that are challenging and rewarding.
- Offer two formal concerts in the winter and spring that are the culmination of months of rehearsals.
- Offer a chamber music concert to give students a chance to perform with smaller ensembles.
- Continue to offer scholarships to promote accessibility for all students, regardless of their ability to pay.
Measureable:

• Increase TMYO's membership numbers by 5%.
• Track number of new and returning students.
• Maintain, and if requested, increase the number of scholarships awarded based on financial need. Last year 20% of TMYO members received scholarships.

Goal: Help students develop a lifelong appreciation of music.

Objectives:

• Perform original works (not arrangements) in the Symphony Orchestra, TMYO's most advanced group.
• Hire professional musicians and music educators to coach the students.
• Invite guests artists from around the country to lead master classes and perform for the students.
• Offer opportunities for interaction with The Florida Orchestra to strengthen TMYO's relationship with Tampa Bay's professional orchestra.
• Hire composers for the New Music Commission Program.
• Perform world premiere "Orchestral Fanfare" at Carnegie Hall in Spring 2021.

Measureable:

• Add one new master class or special performance by visiting musicians or the composer of commissioned music.
• Increase the number of students who attend special rehearsals and events with professional musicians.
• Track the number of TMYO musicians who attend the first Concert Tour Program at Carnegie Hall in Spring 2021.

Goal: Provide service and outreach opportunities for underserved populations.

Objectives:

• Continue to provide high-quality free concerts at different venues throughout the community.
• Expand community outreach concerts performed at locations such as retirement facilities or hospitals in an effort to bring music to those unable to access it themselves.
• Work with a retirement community to arrange for a group to attend a concert with bus transportation and discounted tickets.
• Ensure accessibility to any TMYO concert for the elderly and people living with disabilities.

Measureable:

• Increase the number of outreach performances in the community.
• Increase by 5% the number of students participating in community outreach concerts.
• Increase concert attendance of senior citizens.

Goal: Build a strong community for TMYO.
Objectives:

- Renew existing partnership and develop new collaborations with arts and cultural organizations to increase exposure of TMYO and open opportunities for innovative programs and events.
- Promote communication with music educators and professional musicians who serve as mentors, teachers, and ambassadors for TMYO.
- Promote TMYO’s visibility in the community through social media, public relations and marketing.

Measureable:

- Increase attendance by 5% of music educators and professional musicians at concerts.
- Increase by 10% traffic to the TMYO website.
- Increase by 10% the number of social media posts.

2.2. Partnerships & Collaborations - (Maximum characters 2000.)

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

Collaboration with The Florida Orchestra (TFO), the professional orchestra that serves Tampa Bay. TFO and TMYO work together in various ways:

- Professional musicians from TFO coach TMYO's string quartets, lead sectionals, and judge seating auditions.
- The Side-By-Side Concert is the collaborative highlight of the season. This informal concert features TMYO's top musicians from the Symphony Orchestra rehearsing and performing with professional musicians from TFO under the baton of a professional conductor. The concert is free and open to the public.
- "Night at TFO," where TMYO musicians are invited to attend a TFO concert.
- A special rehearsal for the Symphony Orchestra conducted by TFO's Music Director and Conductor Michael Francis.

Benefits: Students interact with professional musicians to help increase their understanding of the music profession and the commitment that it takes to be a professional musician.

Responsibilities: TMYO budgets $2500 to help pay for the Side-By-Side Concert.

Collaboration with the Henry B. Plant Museum. TMYO participates in at least two events each year:
• Picnic in the Park where student ambassadors perform outside on a stage set up in Plant Park during the Museum's annual Picnic in the Park. This event is free and open to the public.
• Victorian Holiday Stroll where TMYO's string quartet entertains guests during Children's Day at the Museum's annual Victorian Holiday Stroll in December. Students perform inside the Museum in front of a large Christmas tree.

Benefits: Shares music with community members who might not otherwise attend a youth orchestra concert. Unique performance opportunity for TMYO musicians. Increases exposure of TMYO in the community.

Responsibilities: Arrive and perform at designated times.

Collaboration with the Gasparilla Music Festival.

• TMYO musicians take the stage in Curtis Hixon Park as part of the Gasparilla Music Festival's Kid Fest. The event, free to children under 12, aims to introduce young children to quality music at an early age.

Benefits: An outdoor performance in a park setting is a new experience for many orchestra members. Promotes TMYO's visibility in the community. Students perform for an audience that might not otherwise attend a concert.

Responsibilities: Arrive and perform at designated times.

2.3. Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

Fall 2020

• Auditions for new and returning students.
• Orchestra Day: TMYO students get to know the conductors in a relaxed setting, learn new music, and perform together with all four ensembles.
• Weekly rehearsals for four orchestras begin at Howard W. Blake's High School of the Arts.
• Auditions are held for string quartets and other chamber ensembles.
• Chamber ensembles begin rehearsals.

October 2020

• Sectionals with professional musicians.
• Concerto Competition.
• Seating auditions.

December 2020

• String quartet performs at H. B. Plant Museum's Victorian Stroll.
• Outreach Concerts at retirement homes in the community.
• Winter Concerts: Prelude Concert, Intermezzo Concert, Finale Concert.

January 2021
• Auditions for new students.
• Weekly rehearsals for four orchestras begin.
• Chamber ensemble rehearsals begin.
• Side-By-Side Concert with The Florida Orchestra.

February - April 2021
• Chamber Music Concert.
• Sectionals with professional musicians.
• Seating auditions.
• Concert at the Henry B. Plant Museum's Picnic in the Park.
• Concert at the Gasparilla Music Festival.
• TFO's Conductor, Michael Francis, conducts a rehearsal.
• Night at TFO.

May 2021
• Spring Concerts: Prelude Concert, Intermezzo Concert, Finale Concert.

June 2021
• Evaluation of TMYO year.
• Perform world premiere "Orchestral Fanfare" at Carnegie Hall.
E. Impact  Page 5 of 10

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

Applicants to the UCCD Salary Assistance category should calculate the number of individuals benefitting based on the number of jobs the grant funds in the application is supporting. If it is only one (1) position, then the number of individuals benefitting should be one (1).

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

18

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

18

3. How many Adults will be engaged? *

3,500

4. How many school based youth will be engaged? *

0

5. How many non-school based youth will be engaged? *

725

6. How many artists will be directly involved? *

60
Total number of individuals who will be engaged?
4285

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

- Children/Youth (0-18 years)
- Adults (25-64 years)

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

- Asian
- White

9. Additional impact/participation numbers information (optional) - (Maximum characters 500.)

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

TMYO is the only community-based youth orchestra program in Hillsborough County.

During the 2018-2019 season:

- TMYO provided orchestral training for more than 250 young musicians.
- TMYO students represented over 90 schools.
- Students traveled to weekly rehearsals from 5 counties.
- Approximately 48% of students were minorities.
- 20% of TMYO members received full or partial scholarships.

TMYO hires musicians to work with students.

- Four orchestra conductors and four ensemble coaches lead weekly rehearsals.
- Over 40 professional musicians and music educators work with the students throughout the year.

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

Select the counties in which the project/programming will actually occur. For example, if your organization is located in Alachua county and you are planning programming that will take place in Alachua as well as the surrounding counties of Clay and St. Johns, you will list all three counties.
Please do not include counties served unless the project or programming will be physically taking place in that county. *State Service Organization applicants: Select all counties that will be served by your programming.*

☑ Hillsborough

11. Proposal Impact - (Maximum characters 3500.) *

Describe the economic impact of your organization as a whole and of the proposal in particular on your local community. Include a description of your proposal's education and outreach activities.

*Organizations: Include the economic impact of your organization as a whole.*

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

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**Economic Impact**

TMYO creates jobs, generates revenue, and enhances the quality of life for residents of Hillsborough County.

TMYO used the Arts & Economic Prosperity 5 (AEP5), a national impact study conducted by Americans for the Arts, to calculate the economic impact of TMYO. Three years ago, TMYO partnered with the Arts Council of Hillsborough County and 75 other nonprofit arts and cultural organizations in Hillsborough County to collect data for AEP5. Based on that information, AEP5 developed a calculator which has been customized for organizations that are located in Hillsborough County, FL.

The AEP5 calculator was used to determine the economic impact of TMYO during the 2018-2019 season.

- TMYO and its audiences spent over a quarter of a million dollars, ($295,557) on event-related expenses.
- The expenditures made by TMYO and its audiences support the equivalent of 11 full-time jobs.
- $229,882 are the total dollars paid to community residents as the result of the expenditures of TMYO and its audiences.
- Local and state governments receive a total of $35,522 as a result of the expenditures of TMYO and its audiences.

In addition, TMYO contributes to the economy of West Central Florida by attracting students and their families from five surrounding counties: Hillsborough, Pasco, Pinellas, Polk, and Citrus counties. With families travelling such distances to attend weekly rehearsals, money is spent regularly on dining, shopping, and transportation.

TMYO provides part-time artistic, administrative, and production jobs. Last season 74% of TMYO's expenses covered salaries and payments for artistic and administrative personnel, outside consultants, and charges for production personnel. Specifically, over half of TMYO's
expenses went towards artistic personnel. In addition, TMYO encourages students to take music lessons from private music teachers - thus supporting more jobs throughout the community.

As new families move to the area, they look for cultural opportunities for their children. TMYO staff have answered inquiries from families moving to Tampa from throughout the United States. This youth orchestra program appeals to professionals relocating to West Central Florida, particularly if their children have participated in a youth orchestra in another city.

TMYO contributes to both the cultural and economic vibrancy of Tampa Bay.

12. Marketing and Promotion - (Maximum characters 3500.) *

Describe the marketing/promotion/publicity plans and audience development/expansion efforts as related to the proposal. For example, include information on advertising, social media, collaboration with local organizations, brochures, etc.

The Tampa Metropolitan Youth Orchestra has two main goals that relate to marketing and promotion: 1) to build awareness of TMYO throughout the community, and 2) to recruit new students, audiences, and donors.

Website

TMYO's website is updated constantly and designed so the scale and content of the website fit perfectly on a cell phone, tablet or desktop monitor. The website -- www.tmyo.org -- provides helpful information for TMYO families, promotes TMYO, and attracts new students. The website also provides links to other arts opportunities in the community.

There are blog posts on the website which highlight TMYO programs and activities as well as special performances, musical opportunities and student spotlights. There is also a newsletter sign-up on the website to share information with the public.

Social Media

TMYO continues to reach a wider audience through social media by posting events and pictures regularly on Facebook, Twitter, and Instagram. During 2018-2019, the number of social media posts increased by 30%, and the number of followers increased by 27%. The website provides links to TMYO’s social media accounts.

Marketing Materials

TMYO uses print products for marketing: an informational postcard and a poster that both incorporate the same design. These materials will be updated in the summer of 2019. The postcards and posters are distributed to schools, music stores, music teachers, and other arts and collaborative events throughout the community.
Other marketing materials include small signs used to identify TMYO musicians during community performances and outreach activities. Prior to concerts, TMYO creates postcards with concert information.

In addition, TMYO used Constant Contact to send three electronic newsletters to TMYO friends and families. The newsletters featured information about TMYO students, music happenings, and TMYO information. Constant Contact emails are also used for special events, where the information can be viewed and forwarded.

Promotional Video

TMYO created a three-minute promotional video which is prominently displayed on TMYO's website. The video has been shown during community presentations. In addition, the video has been featured in a segment on WEDU's weekly program Arts Plus.

Advertising

To promote TMYO's concerts, TMYO runs Google and Facebook ads. TMYO also purchased ads in the school music program of the performing arts high school. TMYO posts events on community calendars such as the Arts Council of Hillsborough County's Arts Calendar.
F. Management and Operating Budget

1. Fiscal Condition and Sustainability - (Maximum characters 1750.) *

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposal activities after the grant period.

The TMYO board and staff work to ensure that TMYO maintains high standards of artistic excellence built on a strong foundation of fiscal stability. To ensure sound fiscal management, TMYO is committed to gradual growth for this orchestra program.

Since its inception, TMYO has operated in the black, and each year TMYO has shown an increase in income. For the fiscal year ending 5/31/18, TMYO's income was 4% higher than the prior fiscal year. Funding for the program comes from a variety of revenue sources, including: membership fees, ticket sales, donors, corporate sponsors, grants, and government support.

In addition to a growing revenue stream, TMYO has maintained consistent numbers for both student enrollment and concert attendance.

TMYO operates with a part-time artistic and administrative staff, volunteers, and a board of directors made up of professional community members who share a love of music, children, and education. The conductors and administrative staff are dedicated to TMYO, and there have been no staff turnovers.

To sustain this successful program, the board will continue to follow the long-range plan that was developed in 2011 and was reviewed, updated, and revised in the Spring of 2019. As TMYO gradually expands its activities, the need to secure new funding sources will be necessary.

One goal in the long-range plan is to diversify funding to support TMYO operations in a sustainable way. The objectives include continuing to:

- Increase the number of new donors to TMYO.
- Increase the number of patrons attending concerts.
- Develop a new fundraiser.
- Develop consistent and effective fundraising drives.
- Apply for new grants for TMYO.

TMYO has evolved into a community youth orchestra that is embraced by a wide network of music teachers, music professionals, arts and cultural organizations, and other stakeholders, who take pride in it, and who are committed to its future success and longevity.

2. Evaluation Plan - (Maximum characters 1750.) *
Briefly describe your methods and processes for gathering, analyzing, and reporting data to evaluate your programming with the purpose of improving, deciding to continue, or stopping.

Evaluation of TMYO activities takes place in two main ways: using qualitative data -- reviewing feedback from orchestra members, parents, music teachers, board, staff, and audience members -- and a review of quantitative data -- analyzing actual numbers.

**Qualitative Data**

- A *survey* is emailed to orchestra members and their parents. The data and comments are used to evaluate programs and events of the past year and to assist with future planning.
- *Listening to the community* from music teachers, students, parents, and professionals who work with TMYO. These people are the "eyes and ears" in the community -- providing valuable feedback to the staff regarding operations and programming. Concerns are shared and suggestions made for ways to improve TMYO.
- *Annual parents' meeting* provides an opportunity for parents to ask questions, share thoughts, and express concerns.
- *Review of programs.* The administrative staff review events and programs and suggest ways to improve TMYO. The artistic staff listen and watch DVDs from the concerts to evaluate performances and select music based on the skill level of their ensembles.

**Quantitative Data**

- *Analysis of TMYO students:*
  1. Demographics of students: age, schools, counties where reside.
  2. Is the number of students growing or declining?
  3. Are these new or returning students?
  4. Are there certain instruments missing? If so, why?
  5. How many students receive scholarships?

- *Analysis of students participating in optional events* -- Orchestra Day, outreach concerts, etc.
- *Analysis of the number of music teachers referring students.*
- *Analysis of concert attendance.*
- *Analysis of communications:* particularly website usage, emails sent to TMYO students and parents, and social media.

The TMYO board, artistic, and administrative staff constantly evaluate the program in order to improve the musical experience for the young musicians.

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

5/31/2018

**4. Operating Budget Summary**
<table>
<thead>
<tr>
<th>Expenses</th>
<th>Previous Fiscal Year</th>
<th>Current Fiscal Year</th>
<th>Next Fiscal Year</th>
</tr>
</thead>
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<tr>
<td>1. Personnel: Administrative</td>
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<tr>
<td>2. Personnel: Programmatic</td>
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<td>3. Personnel: Technical/Production</td>
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<td>4. Outside Fees and Services: Programmatic</td>
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<td>6. Space Rental, Rent or Mortgage</td>
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<td>7. Travel</td>
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<td>8. Marketing</td>
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<td>9. Remaining Operating Expenses</td>
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<td>A. Total Cash Expenses</td>
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<td>B. In-kind Contributions</td>
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<td>C. Total Operating Expenses</td>
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<td>13. Private Support: Corporate</td>
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<td>19. Applicant Cash</td>
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**D. Total Cash Income**

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**B. In-kind Contributions**

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**E. Total Operating Income**

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<td>$153,194</td>
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5. Additional Operating Budget Information (optional) - (Maximum characters 500.)

Use this space to provide the panel with additional detail or information about the operating budget. For example, if you have a budget deficit or there has been a large change in your operating budget compared with last fiscal year.

The largest revenue source for TMYO comes from tuition -- students' families pay modest tuition fees ($210/semester). TMYO offers financial assistance for students who struggle to pay these fees. No student is turned away because of an unmet financial need. Last year 20% of TMYO members received financial assistance.

TMYO does not directly hire technical and production personnel. However, USF's rental invoices include labor charges, taxes and fees for production personnel. In 2018-2019, TMYO paid almost $6,000 in labor charges and taxes for stage and house managers, ushers, and lighting and sound engineers.
6. Paid Staff

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

7. Hours *

- Organization is open full-time
- Organization is open part-time
### G. Management and Proposal Budget

**1. Rural Economic Development Initiative (REDI) Waiver**

- Yes
- No

**2. Proposal Budget Expenses:**

Detail estimated proposal expenses in the budget categories listed below. Include only expenses that specifically related to the proposal. You can find a list of non-allowable and match only expenses at [http://dos.florida-arts.org/grants/guidelines/2017-2018.gps.guidelines.cfm#budget](http://dos.florida-arts.org/grants/guidelines/2017-2018.gps.guidelines.cfm#budget).

#### 2.1. Personnel: Administrative *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Administrative Salaries/Taxes</td>
<td>$0</td>
<td>$33,525</td>
<td>$0</td>
<td>$33,525</td>
</tr>
</tbody>
</table>

**Totals:** $0 $33,525 $0 $33,525

#### 2.2. Personnel: Programmatic *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Music Director</td>
<td>$10,000</td>
<td>$10,295</td>
<td>$0</td>
<td>$20,295</td>
</tr>
<tr>
<td>2</td>
<td>Philharmonic Conductor</td>
<td>$5,800</td>
<td>$5,985</td>
<td>$0</td>
<td>$11,785</td>
</tr>
<tr>
<td>3</td>
<td>Symphonic Strings Conductor</td>
<td>$5,000</td>
<td>$5,135</td>
<td>$0</td>
<td>$10,135</td>
</tr>
<tr>
<td>4</td>
<td>String Concertino Conductor</td>
<td>$4,400</td>
<td>$4,470</td>
<td>$0</td>
<td>$8,870</td>
</tr>
</tbody>
</table>

**Totals:** $25,200 $25,885 $0 $51,085

#### 2.4. Outside Fees and Services: Programmatic *
<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ensemble Coaches</td>
<td>$4,000</td>
<td>$5,390</td>
<td>$0</td>
<td>$9,390</td>
</tr>
<tr>
<td>2</td>
<td>Commission</td>
<td>$2,500</td>
<td>$2,500</td>
<td>$0</td>
<td>$5,000</td>
</tr>
<tr>
<td>3</td>
<td>Outreach Director</td>
<td>$0</td>
<td>$3,500</td>
<td>$0</td>
<td>$3,500</td>
</tr>
<tr>
<td>4</td>
<td>Sectional Coaches/Seating Judges</td>
<td>$0</td>
<td>$12,000</td>
<td>$0</td>
<td>$12,000</td>
</tr>
<tr>
<td>5</td>
<td>Artistic Assistants</td>
<td>$0</td>
<td>$1,000</td>
<td>$0</td>
<td>$1,000</td>
</tr>
<tr>
<td>6</td>
<td>Guest Artists</td>
<td>$0</td>
<td>$1,000</td>
<td>$0</td>
<td>$1,000</td>
</tr>
<tr>
<td></td>
<td><strong>Totals:</strong></td>
<td><strong>$6,500</strong></td>
<td><strong>$25,390</strong></td>
<td><strong>$0</strong></td>
<td><strong>$31,890</strong></td>
</tr>
</tbody>
</table>

2.5. Outside Fees and Services: Other *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Accountant, Consultants, Bookkeepers</td>
<td>$0</td>
<td>$4,000</td>
<td>$2,500</td>
<td>$6,500</td>
</tr>
</tbody>
</table>

|    | **Totals:**                               | **$0**      | **$4,000** | **$2,500**    | **$6,500**|

2.6. Space Rental (match only) *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Concert Venues/Rehearsal Space</td>
<td>$22,000</td>
<td>$0</td>
<td>$22,000</td>
</tr>
</tbody>
</table>

|    | **Totals:**                               | **$22,000** | **$0**        | **$22,000**|

2.7. Travel (match only) *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Totals:</strong></td>
<td><strong>$6,000</strong></td>
<td><strong>$0</strong></td>
<td><strong>$6,000</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Travel to Carnegie Hall</td>
<td>$6,000</td>
<td>$0</td>
<td>$6,000</td>
</tr>
</tbody>
</table>

Totals: $6,000 $0 $6,000

2.8. Marketing *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Marketing</td>
<td>$2,300</td>
<td>$7,700</td>
<td>$0</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

Totals: $2,300 $7,700 $0 $10,000

2.9. Remaining Proposal Expenses *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Grant Funds</th>
<th>Cash Match</th>
<th>In-Kind Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Artistic &amp; Operating Expenses</td>
<td>$0</td>
<td>$30,000</td>
<td>$0</td>
<td>$30,000</td>
</tr>
</tbody>
</table>

Totals: $0 $30,000 $0 $30,000

Amount of Grant Funding Requested:
$34,000

Cash Match:
$154,500

In-Kind Match:
$2,500

Match Amount:
$157,000

Total Project Cost:
$191,000

3. Proposal Budget Income:
Detail the expected source of the cash match recorded in the expenses table in the budget categories listed below. Include only income that specifically relates to the proposal. The Proposal Budget income must equal the Proposal Budget expenses.

### 3.1. Revenue: Admissions *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tickets for Concerts</td>
<td>$22,500</td>
<td>$22,500</td>
</tr>
</tbody>
</table>

**Totals:** $0 $22,500 $22,500

### 3.3. Revenue: Other *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Membership Fees</td>
<td>$95,000</td>
<td>$95,000</td>
</tr>
</tbody>
</table>

**Totals:** $0 $95,000 $95,000

### 3.4. Private Support: Corporate *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Corporate Donations</td>
<td>$4,000</td>
<td>$4,000</td>
</tr>
</tbody>
</table>

**Totals:** $0 $4,000 $4,000

### 3.5. Private Support: Foundation *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Foundation Grants</td>
<td>$10,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

**Totals:** $0 $10,000 $10,000

### 3.6. Private Support: Other *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Individual Donors</td>
<td>$3,000</td>
<td>$3,000</td>
</tr>
</tbody>
</table>

**Totals:** $0 $3,000 $3,000
3.9. Government Support: Local/County *

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Cash Match</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Arts Council of Hillsborough County</td>
<td>$20,000</td>
<td>$20,000</td>
</tr>
</tbody>
</table>

Totals: $0 $20,000 $20,000

Total Project Income:
$191,000

3.11. Proposal Budget at a Glance

<table>
<thead>
<tr>
<th>Line</th>
<th>Item</th>
<th>Expenses</th>
<th>Income</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.</td>
<td>Request Amount</td>
<td>$34,000</td>
<td>$34,000</td>
<td>18%</td>
</tr>
<tr>
<td>B.</td>
<td>Cash Match</td>
<td>$154,500</td>
<td>$154,500</td>
<td>81%</td>
</tr>
</tbody>
</table>

Total Cash
$188,500 $188,500 99%

C. In-Kind
$2,500 $2,500 1%

Total Proposal Budget
$191,000 $191,000 100%

4. Additional Proposal Budget Information (optional) - (Maximum characters 500.)

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.
H. Accessibility

1. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. - (Maximum characters 2500.) *

For example, explain use of accessibility symbols in marketing materials, accessibility of facilities and programming and/or target population. You can find resources on accessibility at http://dos.myflorida.com/cultural/info-and-opportunities/resources-by-topic/accessibility/. We encourage all applicants to include images in the support materials showing the use of accessibility symbols in marketing materials.

The Tampa Metropolitan Youth Orchestra is committed to ensuring Tampa Bay's most talented young musicians have every opportunity to participate in the orchestral program and that TMYO performances are accessible to community audiences. Rehearsal and performance facilities are all ADA compliant.

For the past eight years, TMYO has rehearsed and performed at the University of South Florida's (USF) School of Music. The USF Physical Access Workgroup and the USF System ADA Coordinator monitor and review the accessibility features of the facility annually to assure ongoing compliance of the facilities, programs, and services offered in the School of Music complex.

This upcoming season, TMYO will continue to perform in USF's Concert Hall, however TMYO will hold rehearsals at the Howard W. Blake School of the Arts. This is a magnet school for the performing arts in Hillsborough County. As a public school, the administration ensures that the school follows accessibility guidelines.

With a new rehearsal venue, TMYO staff and volunteers will work to create a welcoming environment:

- Directions to Blake High School will be provided in numerous ways including both written directions as well as a map. A telephone number is provided for those who need verbal assistance.
- Signs for auditions and first rehearsals will be prominently displayed. Signs will be clear and readable with large letters that contrast with the background.
- Volunteers will be trained to give directions that are easy to follow.

TMYO does not discriminate on the basis of a disability in admission or access to, or employment in, its programs and activities. TMYO welcomes people with disabilities to the orchestral program.

- On the TMYO website, appropriate accessibility symbols and a statement on accessibility are displayed.
- On the TMYO website, contact information is provided for those who would like the printed material available in large print.
• When parents request special accommodations for their children with special needs, the TMYO staff is responsive and supportive of those requests.

Next year, TMYO will work with VSA Florida, the state organization on Arts and Disability. As VSA explains, "This program is designed to increase public awareness and recognize the impact arts make on students with disabilities throughout the state."

• The TMYO website will provide a link to the VSA Florida website. This will give TMYO families more information as to opportunities in the arts.
• If a parent expresses interest, TMYO would nominate a young musicians to the VSA Florida Student of the Month Program.
• TMYO will share concert information with VSA to be included in the VSA quarterly newsletter that will inform families of accessible programs.

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?

Jessica Calandra

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?
I. Attachments and Support Materials

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 DCA credit statement and/or logo.
- **File**: The file selected from your computer. For uploaded materials only. The following sizes and formats are allowed.

<table>
<thead>
<tr>
<th>Content Type</th>
<th>Format/extension</th>
<th>Maximum size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Images</td>
<td>.jpg or .gif</td>
<td>5 MB</td>
</tr>
<tr>
<td>documents</td>
<td>.pdf or .txt</td>
<td>10 MB</td>
</tr>
<tr>
<td>audio</td>
<td>.mp3</td>
<td>10 MB</td>
</tr>
<tr>
<td>video</td>
<td>.mp4, .mov, or .wmv</td>
<td>200 MB</td>
</tr>
</tbody>
</table>

1. Required Attachment List

Please upload your required attachments in the spaces provided.

1.1. Substitute W-9 Form

<table>
<thead>
<tr>
<th>File Name</th>
<th>File Size</th>
<th>Uploaded On</th>
<th>View (opens in new window)</th>
</tr>
</thead>
</table>

2. Support materials (Optional)
<table>
<thead>
<tr>
<th>File</th>
<th>Title</th>
<th>Description</th>
<th>Size</th>
<th>Type</th>
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</tr>
</thead>
<tbody>
<tr>
<td>TMYO 2018 Winter Concert Sample_2.mp4</td>
<td>TMYO Work Sample</td>
<td>Selections from the TMYO 2018 Winter Concert, which featured the four ensembles: Symphony Orchestra, Philharmonic Orchestra, Symphonic Strings, and String Concertino.</td>
<td>164469 KB</td>
<td>View file</td>
<td></td>
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<tr>
<td>TMYO Spring Concert Program 2019.pdf</td>
<td>TMYO Spring 2019 Concert Program</td>
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<td>2015 KB</td>
<td>View file</td>
<td></td>
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<tr>
<td>TMYO Postcard and Poster.pdf</td>
<td>TMYO Postcard and Poster</td>
<td>Example of marketing materials to be updated in Summer 2019.</td>
<td>1731 KB</td>
<td>View file</td>
<td></td>
</tr>
<tr>
<td>TMYO Video.mov</td>
<td>TMYO Video</td>
<td>TMYO promotional and student recruitment video.</td>
<td>154793 KB</td>
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<tr>
<td>TMYO_Schools Represented 2018 - 19.pdf</td>
<td>2018-2019 Schools Represented by TMYO Students</td>
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<td>41 KB</td>
<td>View file</td>
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<tr>
<td>TMYO Accessibility Screen Shot 2019.png</td>
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<td>111 KB</td>
<td>View file</td>
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<td>TMYO Board of Directors 2018-2019.pdf</td>
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<td>TMYO Artistic - Administrative Staff.pdf</td>
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<td>66</td>
<td>KB</td>
<td>View file</td>
</tr>
</tbody>
</table>

2.1.
1. Review and Submit

☑️ I hereby certify that I am authorized to submit this application on behalf of FloriMezzo, 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.

1.1. Guidelines Certification

☑️ I hereby certify that I have read and understand the guidelines and all application requirements for this grant program as outlined under section , Florida Statutes 265.286 and 1T-1.036, Florida Administrative Code.

1.2. Signature (Enter first and last name)

Nancy Lorenzen