

Stage Works, Inc.

Project Title: General Program Support 2022

Grant Number: 22.c.ps.142.432

Date Submitted: Monday, June 1, 2020

A. Cover Page Page 1 of 12

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 2

Discipline: Professional Theatre

Proposal Title: General Program Support 2022

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** Stage Works, Inc. 
- b. **FEID:** 59-2465234
- c. **Phone number:** 813.374.2416
- d. **Principal Address:** 1120 E. Kennedy Blvd. West Bldg. #151 Tampa, 33602-3582
- e. **Mailing Address:** 1120 E. Kennedy Blvd. West Bldg. #151 Tampa, 33602-3582
- f. **Website:** www.stageworkstheatre.org
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Hillsborough
- j. **DUNS number:** 061063728
- k. **Fiscal Year End Date:** 06/30

1. Grant Contact *

First Name

Karla

Last Name

Hartley

Phone

813.731.7926

Email

khartley@stageworkstheatre.org

2. Additional Contact *

First Name

Megan

Last Name

Byrne

Phone

727.238.9826

Email

mbyrne.design@gmail.com

3. Authorized Official *

First Name

Karla

Last Name

Hartley

Phone

813.731.7926

Email

khartley@stageworkstheatre.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

5. Department Name Multipurpose Institutions only (universities, cities, colleges, counties, etc.)

C. Eligibility Page 3 of 12

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 7/1/2021 - 6/30/2022? *

- Yes (required for eligibility)
- No

4. How many years of completed programming does the applicant 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* *

- Applicant compensates artistic staff and actors.

D. Excellence Page 4 of 12

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

Stageworks' mission is to provide the highest quality professional theater which respects, ignites, and celebrates the human spirit while challenging the thresholds of intolerance and insensitivity.

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.

Stageworks (SW) engages professional equity actors & teaching artists to provide a broad range of high quality artistic & educational community outreach programming in Tampa Bay.

GOALS / OBJECTIVES:

1. ARTISTIC & CULTURAL VIBRANCY: Create quality, mission-driven work that inspires, challenges & provides community w/socially relevant theatre.

- **Objectives:**
 - Recruit, train, employ Florida artists & professionals in all aspects of programming / operations.
 - Present Mainstage productions selected to reflect diverse cultures & explore fundamental human issues.
 - Increase service to Hispanic audiences & students with programming designed to transcend cultural boundaries.

2. PUBLIC BENEFIT : Deliver diverse & meaningful high-quality arts education for disadvantaged populations.

- **Objectives:**
 - Diminish intolerance & educate youth by touring social issues plays in Title I middle schools in Hillsborough Co.
 - Deliver outreach workshops, classes, & in-school tours, with a focus on anger management to at-risk students.
 - Provide training for local artists to improve their individual process & marketability.
 - Further audience understanding by engaging in community forums & talk-back events related to production subject matter.
 - Engage emerging playwrights in the development of new work.

3. ORGANIZATIONAL & FISCAL EXCELLENCE: Long-term financial stability & the cultivation & stewardship of existing/new relationships.

- **Objectives:**
 - Seek out funding & sponsorship opportunities.
 - Establish an endowment through directed individual & foundation giving.
 - Build & strengthen diverse community partnerships through arts ed & cultural services to schools, agencies, & community organizations.
 - Market & promote Mainstage productions & increase awareness of overall programming.

ACTIVITIES:

MAINSTAGE SEASON: 37th year in 2019-20

In a typical year, SW presents 6 issue-oriented plays representing diverse cultures. Rehearsals & performances take place in SW black box theatre in the Channel District of Tampa.

Each production offers at least 12 public performances. Talk-backs introduce audiences to community nonprofits whose mission aligns with the subject matter of that production. A partnership w/Ruth Eckerd Hall allows us to tour up to 3 Mainstage shows per year to The Murray Theater, broadening our reach to Pinellas County.

SW Mainstage showcases a blend of classic & new works focused on a common theme. The 2018-19 season focused on using lessons from the past to change the future. The 2019-20 season focused on human connection.

The 2020-21 season, shortened due to COVID, will focus on resiliency. We plan to produce 4 shows in 2020-21, and resume our 6-show season in 2021-22, the period of this grant.

BILINGUAL INITIATIVE: 3rd year in 2019-20

- SW provides Mainstage performances & quarterly spoken-word evenings in Spanish. The program expands cultural awareness in richly diverse Tampa Bay, a region with a deep Hispanic tradition with no other contemporary live professional theater available in Spanish.

- New in 2019-20: In partnership w/University of South Florida & internationally acclaimed artist Dora Areola, SW presents staged readings of Spanish language plays twice a year.

- SW 1st bilingual production, IN THE TIME OF THE BUTTERFLIES, was a tremendous success in 2017-18. SW continued in 2018-19 with FOUR GUYS NAMED JOSE & UNA MUJER NAMED MARIA, by David Coffman & Dolores Prida, with performances in Spanish & English.

The 2019-20 season offering, ANNA IN THE TROPICS/ *Ana en el Trópico*, by Nilo Cruz (2003 Pulitzer Prize), set in Tampa's Ybor City, is postponed due to COVID. We are currently viewing historic locations in Ybor City, and plan to produce this show on location in either 2021 or 2022.

EDUCATIONAL OUTREACH: 35th year in 2019-20

A note regarding COVID-19: where appropriate, we are working with schools to incorporate programming into potential distance-learning & socially distanced scenarios. We typically offer the below programs:

- "African American Greats" (AAG) - original monologues of well-known Civil Rights leaders & lesser-known black scientists & entrepreneurs. AAG presents 10+ performances & talk-backs in Title I middle schools, w/an average of 450 students at each show. AAG provides a spark for teachers to take back to the classroom for further discussion.
- "Hispanic Greats," developed in response to the demand for the successful & long-running AAG outreach. A one-person, multi-character show engages young audiences while instructing about lesser-known minority scientists, entrepreneurs & activists (rather than sports or entertainment icons). "Hispanic Greats" tours Title I middle schools/community centers across Hillsborough Co.
- YEA! Drumming & Improv. Workshops focus on anger management and team building issues for at-risk youth, delivering in-school sessions to both traditional & disadvantaged youth populations.
- Field Trip shows, collaboration w/Blake High School, Academy Prep, & others provide additional outreach programming. While currently on pause, we anticipate resuming in 2021.
- Producing Artistic Director Karla Hartley, in collaboration with Owen Robertson (Artistic Director of The Lab Theatre), will teach acting classes & text analysis for beginning & advanced adults.

NEW PLAY DEVELOPMENT: 30th year in 2019-20

- SW has a strong commitment to new plays by local & national literary artists. SW is a member of the National New Play Network participating in its flagship initiative, the NNPN Rolling World Premiere, most recently in 2019 with READY STEADY YETI GO, (David Jacobi).

SW PARTNER PROGRAMS:

- See full listing of partners in 2.2 Partnerships.
- SW is a member of Theatre Tampa Bay; The Florida Cultural Alliance; The Florida Professional Theatre Association; National New Play Network; Theatre Communications Group.

ARTS ADVOCACY, FUNDRAISING, PR/MARKETING:

- SW participates in arts advocacy & asks audiences to become arts advocates.
- SW annual fundraising gala showcases outreach activities & artistic excellence.
- "Harness Change" phone app allows supporters to donate change to SW. Biannual online auction provides innovative fundraising.

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.

-
- **Arts Council Hillsborough Co. (ACHC):** Cultural Development Grant provides performers / teaching artists for Artist in the Schools; Hillsborough Co. Field Trips provide cultural experiences for students; SW hosts ACHC-sponsored gatherings for county artists.
 - **Children's Board, Hillsborough Co.:** we provide teaching artists for in-school workshops, programs & camps for third-party orgs like Bethesda Ministries, University Area CDC, foster care system.
 - **Academy Prep:** we provide drama, drumming, team-building classes, workshops & intensives.
 - **Blake High School:** workshops & joint production provides students professional theatre experience (many w/first professional credit).
 - **College Internships** create a bridge for students to gain professional experience. In 2020, partnered w/St. Pete College (scenery) & University of Tampa (arts management).
 - **New Life Village:** we provide arts education to create a supportive environment w/in an inter-generational community for children in need of a safe & stable family experience.
 - **The Spring:** we provide arts education for young people escaping domestic violence.
 - **Emerging theatre companies:** we provide rehearsal/performance space, co-promotion, tech advice, materials & staff to young companies just starting in the Tampa Bay area:
 - **Think Tank:** family theatre w/sensory-friendly performances for youth on the autism spectrum.
 - **Outcast Theatre Collective:** collective of theatre artists practicing the model set by Theatre of the Oppressed, important to our community as we strive toward inclusivity, diversity, social justice.
 - **Innovative Theatre:** dedicated to producing issue-based, cutting edge work.
 - **Got Jokes:** Tampa Bay's award winning improv theater brings new audiences to SW.
 - **Tampa Bay Businesses for Culture & the Arts (TBBCA):** SW Art in the Lobby program features local visual artists, many of whom exhibit worldwide. Ex: Jules Cozine, Gabriela Valencia, Andrea Pawlicz, Ya Levy-La'ford.

- **National New Play Network (NNPN):** SW is Associate Member w/access to a plethora of new work/emerging playwrights. Rolling World Premieres allow playwrights to fine tune new work.
- **Talk-back Series:** we partner w/nonprofits when missions align w/production subject matter, such as Safe & Sound, DACCA, Crisis Center of Tampa Bay, The Holocaust Museum & Jewish Community Center.
- **Channel District Community Alliance:** we provide monthly meeting space, discounts to residents & patrons of District businesses & restaurants.

2.3. Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

-
- By April 30, 2021, selections made for 2021-22 Mainstage season.
 - By August 1, 2021, we will have communicated & contracted w/educational partners, Arts Council of Hillsborough Co. & School District of Hillsborough Co. to provide educational outreach to K-12 students.
 - By August 31, 2021, we will engage & contract Artists for the first half of the 2021-22 season. By January 31, 2022 we will engage & contract Artists for the second half of the 2021-22 season.
 - By August 31, 2021, we will have contracted w/media partners & developed seasonal marketing plan.
 - September 13, 2021 Session 1A Acting Class begins.
 - By September 30, 2021, we will have prepared "Hispanic American Greats" monologues for in-school delivery in October 2021.
 - October, 2021 Session 1B Text Analysis begins.
 - By November 30, 2021, we will have produced two mainstage productions.
 - By January 31, 2022, we will have prepared "African American Greats" monologues for in-school delivery in February 2022.
 - February 21, 2022 Session 2A Acting Class begins.
 - By February 28, 2022, we will have planned & executed annual fundraising gala to support programming.
 - By Feb 28, 2022, we will have completed production internship with St. Petersburg College.
 - February, 2022 Session 2B Text Analysis begins.
 - By March 30, 2022 we will have completed a project with Blake High School in Tampa, FL.
 - By June 1, 2022, we will have provided in-school performances & cultural drumming/improvisational programming to at-risk students in Hillsborough County.
 - By June 30, 2022 we will have completed four staged readings as fundraisers.
 - By June 30, 2022, we will have produced a total of 6 Mainstage productions employing up to 180 artists before audiences estimated at 7,000.
 - By June 30, 2022, we will have provided at least two weeks of Summer Camps for middle and high schools students.
 - On an ongoing basis during our fiscal year (July 1 through June 20), we will:
 - Host quarterly spoken-word and poetry readings performed in Spanish.
 - Host play readings quarterly through partnership with the New Dramatists Guild.
 - Continue to host community events such as an appreciation reception for Tampa Bay Business and the Arts nonprofit organization and the Greater Tampa Chamber of Commerce, creating an opportunity to showcase season offerings and our unique performance space.
 - Continue to offer our space for rentals to community groups and small touring shows as they fit into our larger schedule.

E. Impact Page 5 of 12

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 benefiting 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 benefiting should be one (1).

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

60

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

250

3. How many Adults will be engaged? *

8,250

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

9,250

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

500

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? *

180

6.2. Number of Florida artists directly involved?

160

Total number of individuals who will be engaged?

18180

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

- Children/Youth (0-18 years)
- Young Adults (19-24 years)
- Adults (25- 64 years)
- Older Adults (65+ years)

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

- Black/African American
- Hispanic/Latino
- White

9. Describe the demographics of your service area. - (Maximum characters 1500.)

Stageworks programming directly impacts more than 18,000 people. Survey responses indicate that nearly half (48 percent) of our Mainstage audiences come from Hillsborough County; 7 percent from Pinellas County; 14 percent Pasco County/other. Thirty-one percent of our audience prefer digital communication only, which doesn't identify physical location.

Our black box theatre is located in an emerging and richly diverse urban neighborhood (45 percent minority) in Hillsborough County. Up to three mainstage productions each season tour to Ruth Eckerd Hall in Pinellas County. The service area of our outreach programming includes Pasco, Hernando and Polk counties, in addition to Hillsborough.

Tampa supports several urban renewal and redevelopment projects. One such project is the revitalization of the Channel District, where Stageworks opened its 1st permanent home in 2011. The Channel District has developed a reputation as one of Tampa's most attractive and reasonably priced, relatively new places to live, socialize, and spend leisure time, with **Stageworks providing a cultural anchor for the district.**

Stageworks is uniquely positioned in this bridge area between a relatively up-and-coming, affluent area (The Channel District) and a traditionally under-capitalized and under-served area (East Tampa) and within 5 miles of the traditionally Hispanic areas of West Tampa and Ybor City. This prime location allows us to draw a truly diverse blend of audience members and constituents.

When combined with our commitment to arts education and engagement in the outlying migrant and multi-generational communities, in our county and others (Polk, Pasco, Hernando), Stageworks serves the most diverse community of students and theatre enthusiasts of any theatre in the Tampa Bay Area.

10. 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.

11. 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.

- Hernando
- Hillsborough
- Pasco
- Pinellas
- Polk

12. 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.

Education/Outreach programming: SW tours minority artists to Hillsborough Co. public schools. By providing inspiring & high quality theater & performing arts education, we help meet our community's need for arts education in response to public education budget cuts.

Among our most impactful & successful programs, led by Alvon Griffin, are our YEA! Drumming and Drama workshops to at-risk youth. Studies show drumming helps participants deal with depression & anxiety. Our program helps young people: channel their anger & frustration; process the chaos in their lives; & find a sense of community. Since 2013, on-going drumming workshops are offered at several locations, including Academy Prep, The Spring, several foster care sites such as A Kid's Place, and DJJ sites.

A Story From Jail: Sometimes, just a smile is a big deal.

We also provide drumming workshops for minors adjudicated as adults at the Hillsborough Co. Falkenburg jail. **This is not juvenile detention. It is jail.**

SW teaching artist Alvon Griffin recently shared this story:

"One youth joined the class late, sat in the back refusing to participate. He was extremely withdrawn, probably depressed. He had just been released from solitary confinement, clearly struggling with the damaging psychological impacts that can result.

"I coaxed him into participating. First, just sitting with the group & holding sticks. Slowly he started to join. One day, a smile. **After weeks in class, this boy smiled for the first time.**

Now he is not only an active participant who looks forward to drumming each week. He has also begun composing his own rhythms."

Economic Impact: Stageworks participated in a 2016 study conducted by the Arts Council of Hillsborough Co. (ACHC) to measure the impact of the arts w/in the City of Tampa as well as Hillsborough Co. as a whole. The final results of the study show 15,000 full-time equivalent jobs are supported by the nonprofit arts sector, as well as \$433 million pumped into the local economy by the organizations and their audiences.

Based on figures calculated with the ACHC's Economic Impact Calculator, **Stageworks' total expenditures for FYE2019 contributed 1.2 million dollars to the local economy, or the equivalent of 41 full-time jobs.** This figure is calculated based on total dollars spent by Stageworks and our audiences on event-related spending. More info about the ACHC Economic Impact of the Arts Study (and calculator) can be found here: <https://tampaarts.org/economicimpact-of-the-arts-study/>

Stageworks is committed to providing opportunities for minority and Actors Equity (AEA/union) artists for each mainstage production, and fair pay for all artists and technicians involved in the productions. Along with providing a home for the activities that traditionally accompany a mainstage season, Stageworks is committed to using the multipurpose rehearsal space to expand its nationally recognized outreach programs targeting at-risk youth, and its lobby as a place for both formal and informal community events.

Stageworks actively seeks and has formed partnerships with other producing theatre companies and arts organizations to provide them with the opportunity to utilize its space, bringing more diverse audiences and patrons to Tampa's downtown. Examples since opening our space in 2011: RL Productions, an African American Ensemble; Think Tank Theater, providing children's theatre performances; Coco & Homo, a musical theatre duo; St. Leo's University seminars; City of Tampa Hurricane Preparedness seminar; Tampa Chamber of Commerce; Leadership Tampa; Tampa Downtown Partnership meetings; Theatre Tampa Bay; Crisis Center of Tampa Bay, Men's Voices: A Response to Violence; First Annual Tampa Bay Theater Festival.

In providing a full season of high quality, inspiring & inclusive programming, we make our community more attractive to business by lifting the quality of life in Tampa. We continue partnerships with area restaurants to offer discounts with a Stageworks season pass or ticket. To increase awareness of all that Stageworks offers to Channel District residents, we continue to host Channel District Community Alliance board and general meetings, offer a Channel District Resident Discount, and participate in community events.

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

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

Marketing for each major production begins six weeks out, with marketing for the entire season (and season tickets) beginning in the summer months, in print and social media. We are blessed with a marketing specialist on the board who consults on social media strategy & implementation. Donors and sponsors are recognized in printed programs and on print material including posters, postcards, and in online media on our website and social media presence.

Stageworks invites local media outlets to review all Mainstage productions during preview performances. Cast members and directors often appear on Tampa area TV morning news programs during the weeks leading up to a show opening date, and interviews on local radio stations is common.

Stageworks regularly advertises Mainstage productions in print, and social media, including uploading video clips of the stage productions to you-tube. As a professional theatre, there are many resources available to us in our own place of business, with state of the art lighting and sound capabilities, allowing us to produce segments in-house.

F. Management and Operating Budget Page 6 of 12

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.

Closures related to COVID-19 disrupted our 2019-20 mainstage season with 3 productions (out of six) cancelled. We have been closed since mid-March, just as we were poised to open our 4th production of the season. We estimate a loss of \$110,000 in box office revenue, easily half of our annual mainstage budgeted income.

In spite of this setback, Stageworks is in relatively good fiscal condition. In June 2019, we completed our most successful fundraising year in the organization's history, and we also began carrying a cash reserve for the first time. With this in mind, SW Board of Directors had begun work on a robust endowment plan, designed by leaders at the Non-Profit Leadership Center, to be included in the organizational strategic plan for the next five years.

In addition, we were on track to surpass our goals for the current season before the coronavirus shutdowns began. In response to this challenge, we plan a shorter mainstage season for 2020-21, with measures to address social distancing and alternative engagement strategies (live-streaming, pop-up cabaret performances in outdoor settings) within our community. Education programming will continue as much as possible in concert with our partner organizations.

Our goal is to resume full programming in 2021-22, the period of this grant. We will assess and implement ideas that prove successful during the interim, so that we will emerge even stronger from this.

Stageworks received a long term, low interest loan to complete the build out of our performance space in 2011. We estimate this loan will be paid off in 5 years. Stageworks is fortunate to only pay \$10 a year in annual rent. The income generated through rental, box office and concession revenue cover space overhead. Loan repayment is met through Board events including the annual gala and Lunch on the Set.

Stageworks continually seeks funding from individual, corporate, foundation and government sources that recognize the value of a vibrant and healthy theater company and arts education partner.

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.

Attendance figures, audience and artist responses, audience surveys, media reviews, Theatre Tampa Bay Awards and community need are all elements used in the evaluation of Stageworks' Mainstage programming. Evaluations from students, teachers, program administrators, site coordinators, program managers, and school boards are solicited for Education/Community Outreach.

Artistic and administrative staff evaluate each project to maintain our mission. Similarly, Stageworks Board of Directors evaluates programming and performance, and provides supervision in organizational and financial matters on a monthly, quarterly, and annual basis.

Evaluation forms are sent to each partner as a project term concludes. Patrons are sent a survey after each performance weekend.

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

6/30/2019

4. Operating Budget Summary

	Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1.	Personnel: Administrative	\$45,652	\$47,500	\$42,000
2.	Personnel: Programmatic	\$60,141	\$57,000	\$57,000
3.	Personnel: Technical/Production			
4.	Outside Fees and Services: Programmatic	\$165,526	\$82,047	\$83,050
5.	Outside Fees and Services: Other	\$25,900	\$35,854	\$31,300
6.	Space Rental, Rent or Mortgage	\$10	\$10	\$10
7.	Travel	\$7,540	\$3,882	\$2,300
8.	Marketing	\$17,709	\$25,296	\$17,950

9.	Remaining Operating Expenses	\$154,070	\$153,640	\$154,390
A.	Total Cash Expenses	\$476,548	\$405,229	\$388,000
B.	In-kind Contributions			
C.	Total Operating Expenses	\$476,548	\$405,229	\$388,000
	Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions	\$202,577	\$105,302	\$85,000
11.	Revenue: Contracted Services	\$30,429	\$4,450	\$8,000
12.	Revenue: Other	\$54,050	\$65,501	\$95,000
13.	Private Support: Corporate	\$51,610	\$23,058	\$35,000
14.	Private Support: Foundation	\$25,000	\$44,500	\$35,000
15.	Private Support: Other	\$101,500	\$152,522	\$105,000
16.	Government Support: Federal			
17.	Government Support: State/Regional		\$15,251	\$10,000
18.	Government Support: Local/County	\$19,046	\$23,016	\$15,000
19.	Applicant Cash			
D.	Total Cash Income	\$484,212	\$433,600	\$388,000
B.	In-kind Contributions			
E.	Total Operating Income	\$484,212	\$433,600	\$388,000

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.

COVID-19 has impacted our income and expenses for our current fiscal year (which ends June 30, 2020) and our planned budget for next fiscal year, most notably in our programming costs/box office revenue, and contracted services.

We are taking a conservative approach to our planned expenses and income for 2020-21, with a shorter mainstage season, and anticipate contracted services to remain impacted.

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 Page 7 of 12

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.myflorida.com/cultural/grants/grant-programs/>. Proposal Budget expenses must equal the Proposal Budget income.

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

2.1. Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Administrative Personnel (audience svcs dir, development mgr)	\$0	\$42,000	\$0	\$42,000
Totals:		\$0	\$42,000	\$0	\$42,000

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Programmatic Personnel (Producing Artistic Director, retired PAD pension)	\$0	\$57,000	\$0	\$57,000
Totals:		\$0	\$57,000	\$0	\$57,000

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Mainstage artist fees (actors, designers, directors, musicians, etc)	\$55,000	\$57,000	\$0	\$112,000
2	Education/Outreach	\$0	\$22,500	\$0	\$22,500
3	Performance Rights/Royalties	\$5,000	\$9,000	\$0	\$14,000
4	Programs/Design	\$0	\$6,500	\$0	\$6,500
5	Video/Photo/Other	\$0	\$5,000	\$0	\$5,000
Totals:		\$60,000	\$100,000	\$0	\$160,000

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Contract Services (accounting fees/subcontractors)	\$0	\$23,500	\$0	\$23,500
2	Payroll Processing Fees	\$0	\$4,000	\$0	\$4,000
Totals:		\$0	\$27,500	\$0	\$27,500

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Rent	\$10	\$0	\$10
Totals:		\$10	\$0	\$10

2.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Travel	\$5,500	\$0	\$5,500
Totals:		\$5,500	\$0	\$5,500

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing mainstage	\$0	\$16,000	\$0	\$16,000
2	Marketing other (print/web/media/graphics)	\$0	\$9,000	\$0	\$9,000
Totals:		\$0	\$25,000	\$0	\$25,000

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Mainstage Production Expenses (production materials, etc)	\$0	\$59,990	\$0	\$59,990
2	Special Event Expenses (gala, staged readings)	\$0	\$22,000	\$0	\$22,000
3	Occupancy (utilities/maintenance)	\$0	\$24,000	\$0	\$24,000
4	Computer/Technology/Patron Manager	\$0	\$19,000	\$0	\$19,000
5	Other (payroll taxes, office expense, etc)	\$0	\$17,000	\$0	\$17,000
Totals:		\$0	\$141,990	\$0	\$141,990

Amount of Grant Funding Requested:

\$60,000

Cash Match:

\$399,000

In-Kind Match:

Match Amount:

\$399,000

Total Project Cost:

\$459,000

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 *

#	Description	Cash Match	Total
1	Mainstage Box Office (includes subscriptions)	\$180,000	\$180,000
Totals:		\$0	\$180,000

3.2. Revenue: Contracted Services *

#	Description	Cash Match	Total
1	Contracted Services	\$12,000	\$12,000
Totals:		\$0	\$12,000

3.3. Revenue: Other *

#	Description	Cash Match	Total
1	Box Office - other (staged readings, etc)	\$28,000	\$28,000
Totals:		\$0	\$28,000

3.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Contributions - Business	\$35,000	\$35,000
Totals:		\$0	\$35,000

3.5. Private Support: Foundation *

#	Description	Cash Match	Total
1	Foundation Support	\$35,000	\$35,000
Totals:		\$0	\$35,000

3.6. Private Support: Other *

#	Description	Cash Match	Total
1	Contributions - Individuals	\$99,000	\$99,000
Totals:		\$0	\$99,000

3.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Arts Council Hillsborough County	\$10,000	\$10,000
Totals:		\$0	\$10,000

Total Project Income:

\$459,000

3.11. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$60,000	\$60,000	13%
B.	Cash Match	\$399,000	\$399,000	87%
	Total Cash	\$459,000	\$459,000	100%
C.	In-Kind	\$0	\$0	0%
	Total Proposal Budget	\$459,000	\$459,000	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.

Stageworks requests funding to support outside artistic services for its 2021-22 Mainstage Season.

We are proud to be an incubator of local talent. It is imperative to the cultural health of the area, and the state of Florida, to encourage local talent to stay in Tampa Bay, rather than relocating to a more historically promising location (New York, Chicago, Los Angeles). To that end, Stageworks recruits, trains, and employs, almost exclusively, Florida artists and professionals in all aspects of its Mainstage productions.

Stageworks' goal is to employ local designers, actors, and directors for this project.

H. Accessibility Page 8 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. - (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.

ADA Accessibility for the public:

Stageworks' facility is accessible to people of all abilities in accordance with ADA guidelines. Our venue is fully accessible for all patrons, including those with physical mobility challenges.

Accessibility beyond ADA requirements:

At Stageworks, our perception of accessibility extends to addressing barriers to participation that include language, culture, and economic abilities.

We are mission-driven to present theater works that address tolerance and sensitivity to issues concerning marginalized populations that also appeal to a wide range of general audiences.

We do so through community discussions regarding the social content of plays as well as our community engagement activities through educational programs. We also offer discounted tickets and extend invitations to low-income groups for free and/or pay-what-you-can performances.

In our 2017-18 season, we expanded our impact to provide bilingual programming, offering select performances in Spanish. We have committed to continuing this in future programming, including our Mainstage season and spoken-word events, in order to serve the large Spanish-speaking population in the Tampa Bay region.

Accessibility for Artists, Employees, and Volunteers:

Stageworks has an extremely diverse board and staff, and is committed in its non-discrimination policies when hiring artists and working with volunteers (in addition of course to our staff).

Stageworks has a longstanding commitment to diversity of all kinds. One of the core tenets of Stageworks' programming philosophy is to give voice to the voiceless – in whatever form that may take. Stageworks focuses on work about disenfranchised communities of all types – ethnic, racial, differently-abled, to name a few. We have one of the most diverse boards of any regional organization and are committed to hear from the full range of voices in our community and beyond.

Individual or Solo Artists: Skip questions 2-5 and move on to section I.

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?

Karla Hartley

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?

6/1/2019

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

Yes

No

5.1. If yes include here: - (Maximum characters 1500.)

Equal Employment Opportunity

The Company is an Equal Opportunity Employer. We will extend equal opportunity to all individuals without regard to race, religion, color, sex, national origin, age, genetic

The Company makes decisions concerning employment based strictly on an individual's qualifications and ability to perform the job under consideration, the comparative c

If you believe that an employment decision has been made that does not confirm with management's commitment to equal opportunity, you should promptly bring the matter to the attention of the Human Resources Department.

Your complaint will be thoroughly investigated. There will be no retaliation against any employee who files a complaint in good faith, even if the result of the investigation produces insufficient evidence to support the complaint.

Workplace Harassment

The Company is committed to providing a work environment that provides employees equality, respect and dignity. In keeping with this commitment, The Company has a policy against harassment of employees and customers, whether at work or off work.

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 DCA 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)
Substitute W-9.pdf	57 [KB]	5/30/2020 12:23:02 PM	View file

2. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
1. SW - Letter - Producing Artistic Director.pdf	Cover Letter from Producing Artistic Director	Karla Hartley addresses the panelists	83 [KB]		View file
2. SW URL links 2020.pdf	Stageworks video/URL links 2020	Includes Education/Outreach video from annual fundraising gala; clips/promotional trailers for 2 of our mainstage productions	197 [KB]		View file
3. SW 19-20 Review Compilation.pdf	Stageworks Mainstage 2020 - review compilation	Critic reviews from mainstage 2019-20 productions. 1. Wait Until Dark. 2. Ordinary Days. 3. Morningside.	368 [KB]		View file
4. SW -Outreach letters of support 2020.pdf	Stageworks Outreach letters of support	SW education outreach partners provide support letters	452 [KB]		View file
5. SW 2019-20 season brochure.pdf	2019-20 season brochure	shows ticket pricing, typical scheduling of mainstage season	5125 [KB]		View file
6. SW covid virtual content 2020.pdf	Stageworks covid digital programming	Stageworks pivots to digital content during coronavirus shutdown	207 [KB]		View file
7. SW - Karla Hartley open letter pub. Mar 2020.pdf	Karla Hartley open letter COVID	Producing Artistic Director Karla Hartley w/SW initial response to coronavirus. Published in Creative Loafing, BroadwayWorld, other news outlets in March 2020	120 [KB]		View file
8. SW Board of Directors 2020.pdf	2020 Board of Directors list		116 [KB]		View file

2.1.

J. Notification of International Travel Page 10 of 12

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 Department of Economic Opportunity.

K. Florida Single Audit Act Page 11 of 12

Florida Single Audit Act

The following question relates to the Florida Single Audit Act. Important: if you answer yes to the following question, State law requires you comply with the Florida Single Audit Act, Section 215.97 Florida Statutes, by uploading an audit report below. You will need to select "Save" at the bottom of this page to make your changes final.

See: <https://apps.fldfs.com/fsaa/> and https://flauditor.gov/pages/pdf_files/fsaa%20q_a.pdf for more information and specific definitions.

1. Has your organization met the \$750,000 annual assistance threshold identified in Section 215.97 F.S. and 2 CFR 200 from all combined state sources and/or all combined federal sources during your organization's last fiscal year?

Yes

No

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-1.039, Florida Administrative Code.

2. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Stage Works, 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)

Karla Hartley