

Arca Images, Inc.

Project Title: General Program Support 2022

Grant Number: 22.c.ps.142.781

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 1

Discipline: Professional Theatre

Proposal Title: General Program Support 2022

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** Arca Images, Inc. 
- b. **FEID:** 65-1104497
- c. **Phone number:** 305.342.9312
- d. **Principal Address:** One Alhambra Circle #404 Coral Gables, 33134-0000
- e. **Mailing Address:** One Alhambra Circle #404 Coral Gables, 33134-0000
- f. **Website:** <http://www.arcaimages.org>
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Miami-Dade
- j. **DUNS number:** 027469072
- k. **Fiscal Year End Date:** 12/31

1. Grant Contact *

First Name

Alexa

Last Name

Kuve

Phone

305.342.9312

Email

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2. Additional Contact *

First Name

Robert

Last Name

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3. Authorized Official *

First Name

Alexa

Last Name

Kuve

Phone

305.342.9312

Email

arcaimages@gmail.com

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.) *

Arca Images creates, produces, and promotes original contemporary theater and new adaptations of classic plays for Miami's diverse English-Spanish bilingual audiences, as well as related Hispanic performing arts including music. Arca works with local artists and presents complex works that reflect the region's multicultural character, while contributing to the evolution of theater as a contemporary art form through educational programs for local youth and adults.

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.

Arca Images is a professional Spanish-English bilingual theater company based in Miami, FL since 2001. Arca's growth has expanded significantly since 2013, when Artistic Director and Resident Playwright Nilo Cruz, the first Latino playwright to win a Pulitzer Prize, came on board. Arca presents and co-produces five main productions yearly, directed by Nilo Cruz and others, and two educational plays directed by Larry Villanueva, the resident Education Director, with youth and adult student participants.

Arca Images is a professional Spanish-English bilingual theater company based in Miami, FL since 2001. Arca's growth has expanded significantly since 2013, when Artistic Director and Resident Playwright Nilo Cruz, the first Latino playwright to win a Pulitzer Prize, came on board. Arca presents and co-produces five main productions yearly, directed by Nilo Cruz and others, and two educational plays directed by Larry Villanueva, the resident Education Director, with youth and adult student participants. Since 2017 Arca has also been presenting musical programs of traditional Latin American music as well as niche genres such as the Zarzuela, a form of lyrical theater popular in Spain and Latin America.

Arca Images is one of the premier producers of theater in Miami, in both Spanish and English, which captures the Hispanic experience and appeals to South Florida Latino and other audiences. Arca produces an unusually large number of productions and events with very lean staffing through judicious

use of resources and strong artistic community support. Arca enjoys frequent sell-out performances at Miami-Dade County Auditorium (MDCA) in the heart of Little Havana, serving a neighborhood with a 98% Latino population.

Arca also provides an educational program, including a youth acting program taking place from September through June at Morphe Studio. Arca's co-founder and Educational Director, Larry Villanueva, leads weekly acting workshops and presents student performances, serving approximately 25-30 teen students and their families, as well as the local community. These workshops are provided for free.

Adult acting workshops taking place at the Miami Hispanic Cultural Arts Center, also taught by Villanueva, that consist of three 12-week sessions yearly and one annual production of a play in which workshop participants get to work in collaboration with professional actors, under the direction of Larry Villanueva.

Arca Images works in partnership with one of Miami's most important venues, Miami-Dade County Auditorium, and this partnership has aided Arca's growth through substantial fiscal support and discounted space rental, as well as production and promotional support for the purpose of disseminating Arca's programs among local audiences and encouraging a tradition of presenting ongoing top-quality bilingual cultural programming in Miami. Many of Arca's proposed season events will take place at this exciting and important venue.

PROGRAM GOALS

To create, produce and promote contemporary theater of the highest caliber in order to serve Miami's large bilingual population.

To present top quality contemporary theater that addresses issues of interest to Miami's majority Latino population that intersect with their personal lives and stories.

To provide the highest quality educational opportunities in professional bilingual theater for local artists and youth.

To nurture future audiences and artists who will keep professional theater thriving in the South Florida area by providing top quality theater workshops for local youth.

To expand Miami's reputation as the "Crossroads of the Americas" and as an important source of top quality cultural programs for Hispanic/Latino audiences residing in or traveling to the United States.

To increase Arca Images' and its affiliated artists' visibility and cultural impact at the local, regional, national, and international levels.

PROGRAM OBJECTIVES

To serve approximately 4,000 audience members, including locals and visitors, with top-quality bilingual cultural programs.

To provide paid equitable employment for some 63 artists, designers, and technicians.

To provide approximately 25-30 teen students with 36 top-quality theater workshops.

To contribute to the economic and artistic growth of the local theater community by providing 36 adult acting workshops serving approximately 75 local artists.

To expose audiences locally, regionally, nationally and internationally to Arca Images' programs, and to the importance of contemporary Hispanic/Latino theater and culture through an extensive marketing campaign.

To continue Arca's fundraising and development efforts through initiatives enacted by its Board of Directors that tap into each Board Member's resources, professional allies, and field of expertise.

ACTIVITIES

Arca will present 35 public performances, spanning 5 plays and 2 musical programs, during the 2021-2022 season.

Arca will provide live simultaneous interpretation in English of main stage plays presented in Spanish to serve diverse audiences.

Arca will provide 36 educational workshops for youth and 36 for local artists.

Arca will launch its yearly marketing campaign that exposes locals and visitors to programs and increases visibility for Arca and for participating artists.

Arca will garner important critical praise and reviews to cement its organizational reputation as well as to secure the validity and reputation of participating artists.

Arca's Board will continue to engage in personal fundraising activities, increasing their donations to the organization yearly.

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.

Arca's long-standing partnership with the Miami-Dade County Auditorium contributes significantly to Arca's productions through financial support and in-kind services such as discounted space rental, as well as technical and promotional support. MDCA co-presents many of Arca's year-round performances of plays by Nilo Cruz and other renowned playwrights, and thus supports top-quality bilingual theater for Miami audiences.

Arca's youth education program in partnership with Morphe Studio serves approximately 25-30 teen students annually. Donations from Morphe of classroom and performance space for this program helps to keep the workshops free for teen students. The teen student performances are presented at Morphe Studio, serving participating youth and their families, as well as the local community.

Arca's adult education program at Miami Hispanic Arts and Culture Center provides unique bilingual acting workshops for 25 adult actors each session, representing Miami's diverse Latino community, for a total of 75 adult students each year. Hispanic Cultural Arts Center in Little Havana, which offers Arca a discounted rate.

Arca also enjoys a long-term educational partnership with the University of Miami Cuban Digital Theater archive and its director, Dr. Lillian Manzor, a member of our Board of Directors. This valuable and mutually beneficial partnership ensures that Arca's work is regularly documented and archived as an educational resource serving the local, national, and international community of students, scholars, cultural historians, and theater professionals interested in Latin American theater, U.S. Latino theater, and local theater produced here in Miami.

Press partners include the Miami Herald and El Nuevo Herald and Diario las Americas. Broadcast partners include WLRN and Noticiero Telemundo. These partnerships help Arca secure advertising and promotional services at special discounted rates, along with booking artist interviews to promote our

performances.

Based on current season, Arca Images projects at least one international partnership for the 21-22 season, to be determined.

2.3. Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

Arca's 2021-2022 season will challenge and engage local residents and visitors with exciting classic and contemporary works performed in English and Spanish, and enrich the community and build future audiences through educational programs, and provide ongoing career opportunities for local theater professionals.

FROM JULY 1 2021 THROUGH JUNE 2022

September 2021 – June 2022 at Morphe Studio in Little Havana Weekly Saturday theater workshops for young people taught by Larry Villanueva.

Year-round at Miami Hispanic Cultural Arts Center in Little Havana Weekly adult acting workshops taught by Larry Villanueva.

August 2021 at MDCA

Play and artists TBD, for Spanish-language production with simultaneous English interpretation, with six performances.

September 2021 at Paseo Wynwood

"Su novela romántica en el aire (His Romantic Novel On the Air)," written and directed Javier Vidal, a play from one of Venezuela's top living playwrights, with six performances, in Spanish only. This was postponed from 2020.

October 2021 at Morphe Studio

Play TBD with students from Arca's youth workshops, directed by Larry Villanueva, with three performances, in Spanish only.

November 2021 at MDCA

"Sistema (System)" written and directed by Abel Gonzalez Meelo, the acclaimed Spanish-Cuban playwright, six performances presented with simultaneous English interpretation.

December 2021 at Miami Hispanic Arts and Culture Center

Play TBD with students from Arca's adult workshops, directed by Larry Villanueva, with three performances, in Spanish only.

December 2021 at MDCA

"Musical evening," musical director Carlos Silva, a showcase of Latin American music, one performance.

March 2022 at MDCA "The Actress and the Truck Driver (An Apocalyptic Play)," written and directed by Nilo Cruz, world premiere of an Arca Images commissioned new work by the Pulitzer Prize winning playwright, with three performances, in English with simultaneous interpretation in Spanish.

April 2022 at Paseo Wynwood

"El chico de la última fila (The Boy in the Last Row), a staged reading of a play by Juan Mayorga, directed by Larry Villanueva.

May 2022 at MDCA

"Musical evening," musical director Carlos Silva, a showcase of Latin American music, one performance.

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? *

9

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

95

3. How many Adults will be engaged? *

3,600

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

0

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

400

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? *

6.2. Number of Florida artists directly involved?

Total number of individuals who will be engaged?

4063

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

- 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): *

- Hispanic/Latino

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

Arca's programming has expanded since 2017 to include three musical presentations yearly that focus on traditional Latin American culture. These programs expand the audience base dramatically and attract different audiences than those at the main theatrical productions. This programming has significantly increased the participation of seniors over age 65, who now represent almost 25% of audiences at events.

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.

- Miami-Dade

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.

This proposal strengthens the economy of the South Florida Area by providing paid employment to some 63 actors, designers, and technical crew members, paying out over \$100,000 in fees to these local professionals. By extension, Arca's proposed performances will also provide increased hours for ushers and security personnel hired by the theater for each event.

The education programs also build the local economy by providing free, accessible educational opportunities for up to 30 local youth, building future theater audiences and professionals. Adult workshops contribute to the area's economic growth by helping emerging theatre professionals become more skilled and thereby more employable.

Arca also contributes to the local economy by spending some \$10,000 on marketing, web design, and rehearsal space rental, supporting local businesses. All of this money is invested into the local economy directly by Arca Images.

Audience members will also contribute by spending money on such things as parking, public transportation, and local restaurants while attending events, also providing a boost to the local economy. In the long term, the standards of excellence that are set for local theater productions will also benefit the local economy by confirming Miami's importance in the international, and particularly the cultural scene of the Americas, thus attracting more visitors to Miami who specifically seek cultural offerings when choosing a travel destination.

Arca Images' performances provide local audiences with exposure to top-quality classical and contemporary theater, educating the public and raising the cultural standards of the region. Artistic Director Nilo Cruz is known for his complex works that provide insights into historical, social and political circumstances, either past or present, that expand viewers' perspectives on these subjects.

Under the Artistic Direction of Nilo Cruz, Arca has become one of the most important professional theater companies in South Florida, inspiring younger companies to rise to higher production, acting and programming standards. The vast majority of performances at the MDCA On.Stage Black Box have sold out, and audience demand often requires that extra performances be added to each run. By continuing to elevate local cultural standards, present the highest quality of artistic work, and challenge audiences with diverse cultural offerings, Arca Images sets a strong example for other companies in the area while motivating local audiences to support theater, contributing to the growth and expansion of bilingual theater culture in Miami.

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.

Arca Images has an impressive track record with an average of over 85% capacity across all events, with many sellout performances at its most frequent venue, the Miami-Dade County Auditorium's On.Stage Black Box theater. This testifies to the efficacy of Arca's regular marketing efforts. Standard marketing for all shows includes press releases to an extensive list of local, national, and international English and Spanish-language media outlets. Media advertising is placed through partners that promote all MDCA events, as well as Arca's own media sponsors. These include for print The Miami Herald and El Nuevo Herald, Diario las Americas, Miami New Times, and Miami Art Guide; broadcast partners including WLRN and Telemundo, and Arca's own social media such as the Facebook page. E-blasts go out to over 50,000 subscribers between Arca's and MDCA's mailing lists, as well as other arts and community promotional partners.

Arca artists also appear in radio and TV interviews, as well as internet and print media promotions. Events are listed in all local community calendars, and promoted nationally and internationally online. Arca's Board of Directors has also helped to raise increased support for events among the professional and academic communities, local businesses, restaurants, and people who support local culture and top quality theater and performing arts in Miami.

Arca's teen students are recruited through flyers, e-blasts, social media, and outreach to school populations, regularly reaching at least the 25 participant mark. All of Arca's teen workshops are offered free of charge. Arca's adult workshops are marketed by distributing flyers to local businesses, and community centers, on social media platforms such as Facebook and Instagram, and with regular email blasts to Arca's subscriber list and to partners' lists, reaching some 50,000 recipients. The adult workshops generally fill up during each of the three yearly sessions, with most sessions attended by 20-25 students. Arca press and media partners, Miami Herald/El Nuevo Herald and WLRN, also support the student performances at the Miami Hispanic Cultural Arts Center with artist interviews and press previews.

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.

Arca Images has grown extensively since Nilo Cruz joined the company in 2013, and in 2017 the organization significantly expanded educational offerings, then recently added musical and musical theater events. In the past two years Arca has added additional performance venues beyond Miami-Dade County Auditorium, all signs of a healthy, expanding cultural non-profit.

While expanding programming, marketing, and audience reach, Arca maintains a low overhead that ensures availability of cash flow to cover programming needs.

Arca receives ongoing support from one of Miami's most well equipped venues, MDCA, which provides significant fiscal support, discounted space rental, production and promotional services. The growing box office from Arca's performances is split between the company and venue.

Arca also maintains other community partnerships, with such organizations as Miami Herald and El Nuevo Herald, Diario las Americas; broadcast partners WLRN and Noticiero Telemundo, as well as private businesses in the hospitality and marketing sector, all of whom provide discounted services.

While Arca's teen educational program is free, the adult educational program generates modest income (\$20 per student per class session). Arca provides two scholarships each session so that six local actors may participate for free each year.

All of Arca's Board members are active contributors to Arca's growth and development, providing many in-kind services as well as cash support, and encouraging others in their respective communities to also contribute. Thanks to their efforts, Arca has seen a steady increase in private individual and corporate donations every year.

Arca receives yearly major funding from the National Endowment for the Arts (NEA), and the Miami-Dade Department of Cultural Affairs through multiple programs with expansion in 2019-20, and in the current fiscal year a new major grant from the Knight Foundation.

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.

Arca images evaluates each of its cultural offerings to determine whether the work presented is successfully fulfilling the organizational mission and creating a local legacy. Ticket sales, press and media coverage, social media engagement, and critical response from audience members, participating artists, and community partners are all considered.

Audience feedback during post-performance Q&A sessions, and conversations that artists are engaging in throughout the whole process, including their experience of production logistics, and overall satisfaction among all of performers, are also part of the evaluation process. Additionally, each cast participates in a post-performance debriefing session where what worked and didn't work is assessed.

Arca also distributes a short audience survey to further assist in the evaluation of projects and to gain a better understanding of local audience demographics and interest in the work that is presented. Education programs are evaluated by student questionnaires and direct conversations with students, parents and audience members, as well as audience surveys.

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

12/31/2019

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$30,000	\$33,000	\$33,000
2. Personnel: Programmatic	\$19,000	\$40,000	\$25,000
3. Personnel: Technical/Production			
4. Outside Fees and Services: Programmatic	\$72,000	\$87,000	\$90,000
5. Outside Fees and Services: Other	\$27,900	\$38,000	\$38,000
6. Space Rental, Rent or Mortgage	\$9,300	\$10,800	\$11,000
7. Travel	\$700	\$5,636	\$6,500
8. Marketing	\$14,450	\$15,700	\$16,000
9. Remaining Operating Expenses	\$19,210	\$58,500	\$58,500
A. Total Cash Expenses	\$192,560	\$288,636	\$278,000
B. In-kind Contributions	\$23,177	\$48,500	\$48,500

Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
C. Total Operating Expenses	\$215,737	\$337,136	\$326,500
10. Revenue: Admissions	\$29,000	\$29,000	\$28,000
11. Revenue: Contracted Services	\$75,000	\$100,000	\$95,000
12. Revenue: Other	\$12,000	\$12,000	\$11,000
13. Private Support: Corporate	\$16,000	\$16,000	\$14,000
14. Private Support: Foundation		\$50,000	\$10,000
15. Private Support: Other	\$12,000	\$12,000	\$11,000
16. Government Support: Federal	\$10,000	\$15,000	\$15,000
17. Government Support: State/Regional	\$4,309	\$5,000	\$40,000
18. Government Support: Local/County	\$18,969	\$49,636	\$54,000
19. Applicant Cash	\$16,000		
D. Total Cash Income	\$193,278	\$288,636	\$278,000
B. In-kind Contributions	\$23,177	\$48,500	\$48,500
E. Total Operating Income	\$216,455	\$337,136	\$326,500

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 line item listed as Contracted Services in fact represents the Co- Presenter Contributions from Miami-Dade County Auditorium, as well as one additional Co-Presenting theater company partner each year for current and next year, since there was no other place to list this.

Major increase in Miami-Dade County grants for current year and beyond is due to Arca Images moving into a different program support category, plus Tourism and International Exchange grants not applied for before. The NEA and Foundation increases are due to commissioning funds for a world premiere by Nilo Cruz.

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	Executive Director	\$5,000	\$28,000	\$6,000	\$39,000
Totals:		\$5,000	\$28,000	\$6,000	\$39,000

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Director	\$6,000	\$19,000	\$6,000	\$31,000
Totals:		\$6,000	\$19,000	\$6,000	\$31,000

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside Artistic Fees	\$27,750	\$62,250	\$0	\$90,000
Totals:		\$27,750	\$62,250	\$0	\$90,000

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$0	\$38,000	\$4,000	\$42,000

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Outside fees	\$0	\$38,000	\$4,000	\$42,000
Totals:		\$0	\$38,000	\$4,000	\$42,000

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Venue rentals	\$11,000	\$7,500	\$18,500
Totals:		\$11,000	\$7,500	\$18,500

2.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Travel	\$6,500	\$0	\$6,500
Totals:		\$6,500	\$0	\$6,500

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing	\$1,250	\$14,750	\$7,000	\$23,000
Totals:		\$1,250	\$14,750	\$7,000	\$23,000

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Documentation	\$0	\$0	\$8,000	\$8,000
2	Supplies/Materials	\$0	\$18,000	\$1,000	\$19,000
3	Co-Prod & Exchange Costs	\$0	\$40,500	\$9,000	\$49,500
Totals:		\$0	\$58,500	\$18,000	\$76,500

Amount of Grant Funding Requested:

\$40,000

Cash Match:

\$238,000

In-Kind Match:

\$48,500

Match Amount:

\$286,500

Total Project Cost:

\$326,500

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	Admissions	\$28,000	\$28,000
Totals:		\$0	\$28,000

3.2. Revenue: Contracted Services *

#	Description	Cash Match	Total
1	MDCA Co-Presenter Contribution	\$75,000	\$75,000
2	Maison de l'Amérique Latine Co-Presenter Contribution	\$20,000	\$20,000
Totals:		\$0	\$95,000

3.3. Revenue: Other *

#	Description	Cash Match	Total
1	Workshop tuitions	\$11,000	\$11,000
Totals:		\$0	\$11,000

3.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Corporate support	\$14,000	\$14,000
Totals:		\$0	\$14,000

3.5. Private Support: Foundation *

#	Description	Cash Match	Total
1	Foundation grants projected	\$10,000	\$10,000
Totals:		\$0	\$10,000

3.6. Private Support: Other *

#	Description	Cash Match	Total
1	Individual donations	\$11,000	\$11,000
Totals:		\$0	\$11,000

3.7. Government Support: Federal *

#	Description	Cash Match	Total
1	NEA	\$15,000	\$15,000
Totals:		\$0	\$15,000

3.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Miami-Dade County Hannibal Cox	\$29,000	\$29,000
2	Miami-Dade County Tourism Development	\$5,000	\$5,000
3	Miami- Dade County International Cultural	\$20,000	\$20,000
Totals:		\$0	\$54,000

Total Project Income:

\$326,500

3.11. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$40,000	\$40,000	12%
B.	Cash Match	\$238,000	\$238,000	73%
	Total Cash	\$278,000	\$278,000	85%
C.	In-Kind	\$48,500	\$48,500	15%
	Total Proposal Budget	\$326,500	\$326,500	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.

Major increases in the budget for Arca Images are due to a) County grants committed starting in 2020 increasing by almost \$40,00 because of organizational expansion into higher funding categories, international exchange projects, and tourism funding; b) increase in co-production partnering contributions; and c) increase in the NEA grant amount due to moving into commissioning of original work.

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.

Arca is committed to accessibility for all audiences. Programs are presented at fully ADA compliant venues that are accessible to people with various disabilities and which use disability symbols in promotional materials. Arca's commitment to making its work available for diverse audiences extends to audiences of diverse abilities, and to selection of ADA compliant venues. Arca has a policy of full inclusion of disabled artists and technicians.

The youth educational programming specifically serves teens, about 5% of who are youth with disabilities.

Arca also provides bilingual Spanish-English programs with simultaneous interpretation to make its work more accessible to audiences with limited language proficiency.

By expanding Arca's offerings to include musical concerts and Zarzuela, there are now more seniors, who also are often members of the disabled community.

Arca keeps its programs financially accessible to economically-limited audiences by keeping ticket prices low, and participating in the Miami-Dade County Culture Shock and Golden Ticket programs that provide discounts for youth and seniors, as well as providing two scholarships during each session of the adult workshops so that six economically-limited local actors can participate for free each year. All of youth workshops are offered free for local youth, so that no child misses out due to lack of economic access.

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?

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?

5/1/2018

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

- Yes
- No

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

Arca Images central mission is to create and present theater for Miami's diverse English-Spanish bilingual audiences. Hispanic audiences and artists are often underserved by mainstream cultural institutions, especially when it comes to producing world-class quality work. Arca goes against that tendency, including Latinx culture and voices in the center of their year-round activities. This carries through to providing professional opportunities for primarily Hispanic playwrights, directors, actors and theater workers, and bilingual acting workshops for adults and youth.

The fact that Arca Images' major theatrical productions include simultaneous English or Spanish translation achieves two major goals for the organization. First, Spanish-dominant audiences are able to experience theater of excellence in the language that speaks to them, or through translation, providing access that they often do not have. Second, English-dominant audiences are able to experience the best of Hispanic theater, and expand their exposure to diverse cultures beyond the U.S. mainstream

In addition, Arca Images has at times included simultaneous translation in other languages, such as French, which expands its impact to other groups in South Florida. The organization is female-led, and has a commitment to providing equity for woman working in theater at all levels.

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 W9.pdf	53 [KB]	5/26/2020 7:56:51 AM	View file

2. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
Alexa Kuve CV.pdf	Alexa Kuve CV		133 [KB]		View file
Nilo Cruz cv theatre recent.pdf	Nilo Cruz CV		117 [KB]		View file
Final Press Arca Grants 2020.pdf	Press Arca Images		12325 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
Video samples Arca Images for Grants 2020.pdf	Video samples Arca Images		91 [KB]		View file
Photos Arca Images for Grants 2020.pdf	Photos Arca Images		11854 [KB]		View file
Flyers Arca Images for Grants 2020.pdf	Flyers Arca Images		19097 [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 Arca Images, 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)

Alexa Kuve