

FloriMezzo, Inc.

Project Title: General Program Support 2022

Grant Number: 22.c.ps.102.408

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 1

Discipline: Music

Proposal Title: General Program Support 2022

B. Contacts (Applicant Information) Page 2 of 12

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:** 05/31

1. Grant Contact *

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2. Additional Contact *

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3. Authorized Official *

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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 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)

D. Excellence Page 4 of 12

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, Florimesso, Inc. established the Tampa Metropolitan Youth Orchestra (TMYO) as its major program. More than 250 of the brightest young musicians, ages 6-19, 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 *Chamber Music Concert*.
- 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* where students have an opportunity to perform the music of 21st century composers commissioned by TMYO.

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.

Measurable:

- Maintain TMYO's membership numbers.
- Track number of new and returning students.
- Maintain, and if requested, increase the number of scholarships awarded based on financial need. Last year 23% 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 guest 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.
- Provide opportunities for advanced TMYO students to mentor beginning students.

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.
- Increase opportunities for TMYO students to mentor other young musicians.

Goal: Provide service and outreach opportunities for underserved populations.

Objectives:

- Continue a collaboration - "Prelude Strings" - with The Florida Orchestra and Prodigy Cultural Arts that provides free string group lessons and focuses on building fundamental ensemble skills to students from underserved populations.
- Continue to provide high-quality free concerts at different venues throughout the community.
- Expand community outreach concerts performed in an effort to bring music to those unable to access it themselves.
- Ensure accessibility to any TMYO concert for the elderly and people living with disabilities.

Measureable:

- Increase the number of participants in the Prelude Strings program by 5%.
- Maintain the number of TMYO student mentors in the Prelude Strings program.
- Increase by 10% the number of outreach performances in the community.
- Increase by 5% the number of students participating in community outreach concerts.

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 musicians from the Symphony Orchestra rehearsing and performing with TFO's professional musicians 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.
- "Prelude Strings" focuses on building fundamental ensemble skills. TFO provides the conductor. Prodigy Cultural Arts recommends students from around the county who have participated in their educational program of free violin lessons. TMYO provides the space and students who serve as mentors.

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: Work on logistics for activities and provide space and student mentors for Prelude Strings.

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.
- *Children's Day at the Victorian Holiday Stroll* in December. Students perform inside the Museum.

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 2021

- 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.
- Prelude Strings rehearsals begin.

October 2021

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

December 2021

- 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 2022

- Auditions for new students.
- Weekly rehearsals for four orchestras begin.
- Chamber ensemble rehearsals begin.
- Prelude Strings rehearsals begin.

February - April 2022

- Side-By-Side Concert with The Florida Orchestra.
- 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.
- Night at The Florida Orchestra.

May 2022

- Spring Concerts: Prelude Concert, Intermezzo Concert, Finale Concert.
- Evaluation of TMYO year.

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? *

13

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

13

3. How many Adults will be engaged? *

2,950

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

0

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

650

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?

3651

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)
- ☒ Older Adults (65+ years)

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

- ☒ Asian
- ☒ White

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

Students travel to attend weekly rehearsals from five different counties: Hillsborough, Pinellas, Pasco, Polk, and Citrus. However, the majority of the students come from Hillsborough County, and the rehearsal and performance venues are located there.

Hillsborough County is a large metropolitan area. According to the U.S. Census Bureau, Hillsborough County has a population of 1.44 million. The population in Hillsborough County increased 19.7% between April 1, 2010, and July 1, 2019. The population in the other counties from which TMYO draws students also has grown significantly ranging from 6% to 20%.

Of the five counties that TMYO students represent, Hillsborough has the most diverse population. In Hillsborough County, the racial and ethnic composition of the population is: 48% White; 29% Hispanic; 16% African American; and 4% Asian.

The Tampa Metropolitan Youth Orchestra reflects the diversity in Hillsborough County. During the 2019-2020 season, approximately 47% of the students were minorities. Students participating in TMYO are: 53% White; 27% Asian; 13% Hispanic; and 7% African American.

The U.S. Census Bureau says that children under 18 represent 22.5% of the population. The students of TMYO are between the ages of 6 and 19. Hillsborough County also has slightly more females with 51.1%. In TMYO, the students are 62% female, and 38% male.

In 2019-2020, TMYO hired 35 professional musicians to work with the students. This is also a diverse group of instructors, ranging in age from 22 to over 65. They were 51% female, and 49% male. The racial and ethnic breakdown of the artistic staff is 68% White; 17% Asian; 8% African American; and 5%

Hispanic.

Audiences for TMYO concerts mirror the diversity of the community and the students of the orchestral program.

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.

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

During the 2019-2020 season:

- TMYO provided orchestra training for more than 250 young musicians.
- TMYO students represented 80 schools.
- Students traveled to weekly rehearsals from 5 counties.
- 23% of TMYO members received full or partial scholarships.

TMYO hires musicians to work with students.

- Four orchestra conductors, one assistant conductor, and three ensemble coaches lead weekly rehearsals.
- More than 25 professional musicians, music educators, and USF students work with the students throughout the year.

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.

☒ Hillsborough

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.

TMYO creates jobs, generates revenues, 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. Four 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 2019-2020 season.

- TMYO and its audiences spent over a quarter of a million dollars (\$266,623), on event-related expenses.
- The expenditures made by TMYO and its audiences support the equivalent of seven full-time jobs.
- \$213,440 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 \$32,162 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 family 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 61% of TMYO's expenses covered salaries and payments for artistic and administrative personnel, and outside professional services. 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.

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.

TMYO has three main goals that relate to marketing and promotion: 1) to build awareness of TMYO throughout the community, 2) to recruit new students, audiences, and donors, and 3) to foster a sense of community among TMYO musicians, families, private teachers, school music teachers, friends, 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 provides links to other arts opportunities in the community. One such link connects students to The Florida Orchestra's At Home and Virtual Learning website pages, which include virtual performances from the homes of TFO musicians, and over 50 educational videos that help young string players structure their at-home practice time with scales, vibrato, fundamentals of shifting, and warm-up exercises.

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

Online Newsletter

TMYO uses *Constant Contact* to send electronic newsletters to TMYO friends and families. The newsletters feature 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.

Social Media

TMYO continues to reach a wider audience through social media by posting events and pictures regularly on Facebook, Instagram, and Twitter. During 2019-2020, the number of social media posts increased by approximately 10%, and the number of followers increased by 5%. The website provides links to TMYO's social media accounts.

Advertising

TMYO primarily pays for online advertising, including a business advertisement on Google. To promote TMYO's auditions and concerts, TMYO purchases Facebook ads. Print advertising included an advertisement in the school concert program of the performing arts high school. In addition to online and print advertising, TMYO also posts events on community calendars such as the Arts Council of Hillsborough County's Arts Calendar.

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*.

Marketing Materials

Students are all given a TMYO t-shirt on Orchestra Day and are asked to wear these t-shirts for outdoor concerts. Of course, students also wear them to school and during All-County and All-State rehearsals, thus marketing TMYO to other young musicians.

During community performances and outreach activities, TMYO uses small signs to identify TMYO musicians.

Word-of-Mouth

TMYO's best form of marketing and promotion is word-of-mouth. By offering a quality orchestral program, TMYO attracts some of the most talented musicians from a five-county area. Often the students encourage their friends to audition; private and public school music teachers send students to TMYO; and parents share information with other interested parents. Potential students and their parents are invited to observe rehearsals and attend concerts. Music teachers are offered complimentary tickets to TMYO's formal concerts. Building and maintaining a strong sense of community is the best marketing tool available.

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.

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 has been committed to gradual and intentional growth for this orchestra program.

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.

Since its inception, TMYO has maintained a growing revenue stream and consistent numbers for both student enrollment and concert attendance. Fortunately, this growth plan along with TMYO's financial reserves should sustain the organization during these unpredictable times.

From 2011 through 2019, TMYO operated in the black, and each year TMYO showed an increase in income. However, this current fiscal year due to the pandemic and the abrupt and early end to the season, TMYO will show a loss, which will be offset by reserve funds. This shortfall is based on:

- No spring concert revenue.
- Partial refunds offered to TMYO families for the spring semester.
- Continued salaries to administrative and artistic staff through the end of the fiscal year.

The operating budget for the next fiscal year (2020-2021) will change depending on what services TMYO can offer. These services range from a year of virtual classes and performances, to resuming rehearsals in Fall 2020 or Spring 2021. Expenses will be kept to a minimum. If necessary, TMYO will use money from reserves.

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. The TMYO board and staff will continue to be good stewards of the organization, so that there will continue to be a youth orchestra for the young musicians of West Central Florida.

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.

In addition to the normal evaluation process described below, in May TMYO staff asked parents, students, and artistic staff to share ideas and concerns as to how TMYO moves forward. After gathering and analyzing different options, the staff and board will evaluate recommendations for 2020-2021 with the goal of resuming a normal schedule in 2021-2022.

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 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.*

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) *

5/31/2019

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$27,425	\$26,020	\$12,000

2.	Personnel: Programmatic	\$48,144	\$47,540	\$42,800
3.	Personnel: Technical/Production			
4.	Outside Fees and Services: Programmatic	\$25,543	\$20,702	\$12,000
5.	Outside Fees and Services: Other	\$1,910	\$1,800	\$1,601
6.	Space Rental, Rent or Mortgage	\$16,785	\$31,148	\$25,000
7.	Travel			
8.	Marketing	\$6,990	\$6,200	\$6,500
9.	Remaining Operating Expenses	\$19,191	\$23,595	\$15,500
A.	Total Cash Expenses	\$145,988	\$157,005	\$115,401
B.	In-kind Contributions	\$2,500	\$2,500	\$26,000
C.	Total Operating Expenses	\$148,488	\$159,505	\$141,401
	Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions	\$18,670	\$10,220	\$17,000
11.	Revenue: Contracted Services			
12.	Revenue: Other	\$93,935	\$76,412	\$65,000
13.	Private Support: Corporate	\$1,800	\$3,000	\$2,000
14.	Private Support: Foundation	\$11,918	\$10,000	\$10,000
15.	Private Support: Other	\$1,836	\$2,440	\$2,400
16.	Government Support: Federal			\$1,000

17.	Government Support: State/Regional	\$2,678	\$6,342	\$6,000
18.	Government Support: Local/County	\$19,443	\$17,161	\$12,000
19.	Applicant Cash			
D.	Total Cash Income	\$150,280	\$125,575	\$115,400
B.	In-kind Contributions	\$2,500	\$2,500	\$26,000
E.	Total Operating Income	\$152,780	\$128,075	\$141,400

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. Last year 23% of TMYO members received financial assistance. In Spring 2020, all families were offered a partial refund.

TMYO's rental expense increased as the orchestras moved to a new rehearsal venue, where all groups could rehearse on the same night. Advanced students had the opportunity to mentor younger students. The new rehearsal site had more available spaces for opportunities with small groups. The rental expense also included a security guard.

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 Salaries/Taxes	\$0	\$28,520	\$0	\$28,520
Totals:		\$0	\$28,520	\$0	\$28,520

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Music Director	\$10,100	\$10,195	\$0	\$20,295
2	Philharmonic Conductor	\$5,800	\$5,985	\$0	\$11,785
3	Symphonic Strings Conductor	\$5,000	\$5,135	\$0	\$10,135
4	String Concertino Conductor	\$4,400	\$4,470	\$0	\$8,870
Totals:		\$25,300	\$25,785	\$0	\$51,085

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$11,250	\$14,250	\$0	\$25,500

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Ensemble Coaches	\$4,500	\$4,500	\$0	\$9,000
2	Outreach Director	\$1,750	\$1,750	\$0	\$3,500
3	Sectional Coaches/Seating Judges	\$5,000	\$6,000	\$0	\$11,000
4	Artistic Assistants	\$0	\$1,000	\$0	\$1,000
5	Guest Artists	\$0	\$1,000	\$0	\$1,000
Totals:		\$11,250	\$14,250	\$0	\$25,500

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Accountant, Consultants, Bookkeepers	\$0	\$2,000	\$3,000	\$5,000
Totals:		\$0	\$2,000	\$3,000	\$5,000

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Rehearsal Space	\$23,675	\$0	\$23,675
2	Concert Venues	\$8,325	\$0	\$8,325
Totals:		\$32,000	\$0	\$32,000

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing	\$950	\$6,050	\$0	\$7,000
Totals:		\$950	\$6,050	\$0	\$7,000

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
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#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic & Operating Expenses	\$0	\$19,500	\$0	\$19,500
Totals:		\$0	\$19,500	\$0	\$19,500

Amount of Grant Funding Requested:

\$37,500

Cash Match:

\$128,105

In-Kind Match:

\$3,000

Match Amount:

\$131,105

Total Project Cost:

\$168,605

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	Tickets for Concerts	\$22,000	\$22,000
Totals:		\$0	\$22,000

3.3. Revenue: Other *

#	Description	Cash Match	Total
1	Membership Fees	\$85,000	\$85,000
Totals:		\$0	\$85,000

3.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Corporate Donations	\$2,600	\$2,600
Totals:		\$0	\$2,600

3.5. Private Support: Foundation *

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

3.6. Private Support: Other *

#	Description	Cash Match	Total
1	Individual Donors	\$3,505	\$3,505
Totals:		\$0	\$3,505

3.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Arts Council of Hillsborough County	\$5,000	\$5,000
Totals:		\$0	\$5,000

Total Project Income:

\$168,605

3.11. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$37,500	\$37,500	22%
B.	Cash Match	\$128,105	\$128,105	76%
	Total Cash	\$165,605	\$165,605	98%
C.	In-Kind	\$3,000	\$3,000	2%
	Total Proposal Budget	\$168,605	\$168,605	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.

This proposed budget represents the 2021-2022 season -- over a year from now.

The budget has been prepared with the following assumptions:

- Rehearsals, activities and performances will resume in 2021-2022.
- Student membership may be lower due to lingering fears of gathering in groups and financial constraints of families.
- Scholarship requests may increase due to the economic situation.

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.

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.

TMYO rehearses at 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.

TMYO performs 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.

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.

One parent shared that TMYO was a great program for students with special needs. Music is a way for them to express themselves -- it is a unifying experience -- rather than focusing on the differences among students. TMYO gives all young musicians an opportunity to socialize -- they are able to interact through their music.

Next year, TMYO will continue to promote 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 provides a link to the VSA Florida website. This gives TMYO families more information about opportunities in the arts.
- If a parent expresses interest, TMYO would nominate a young musician to the VSA Florida Student of the Month Program.

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?

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?

5/1/2019

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

☒ Yes

☐ No

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

This statement can be found on the website: The Tampa Metropolitan Youth Orchestra is committed to ensuring that young musicians have opportunities to participate in the orchestral program and that TMYO performances are accessible to community audiences. Rehearsal and performance facilities are all ADA compliant.

On the website, there is also a statement regarding scholarships. TMYO has a financial assistance program which offers scholarships to help students with financial need offset tuition fees. And again, the statement is repeated, 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.

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)
W-9 Form Substitute.pdf	33 [KB]	5/20/2020 10:12:01 AM	View file

2. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
TMYO 2019 Winter Concert Sample.mp4	TMYO Work Sample	Selections from the TMYO 2019 Winter Concert, which featured the four ensembles: Symphony Orchestra, Philharmonic Orchestra, Symphonic Strings, and String Concertino.	163549 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
TMYO 2019 Winter Concert Program.pdf	TMYO 2019 Winter Concert Program		1034 [KB]		View file
TMYO Video.mov	TMYO Video	TMYO promotional and student recruitment video.	154793 [KB]		View file
TMYO Schools 2019- 2020.pdf	2019-2020 Schools Represented	Schools attended by TMYO students in 2019- 2020.	2392 [KB]		View file
TMYO Board of Directors .pdf	TMYO Board of Directors		67 [KB]		View file
TMYO Artistic - Administrative Staff .pdf	TMYO Staff	TMYO Artistic and Administrative Staff	63 [KB]		View file
Screen Shot 2020-05-23 at 9.41.58 AM.png	Accessibility Screenshot	Accessibility screenshot from TMYO website.	176 [KB]		View file
TMYO Letters of Support.pdf	Letters of Support	Letters of collaboration from The Florida Orchestra, the Henry B. Plant Museum, Gasparilla Music Festival	1465 [KB]		View file
Thoughts from TMYO Students and Parents.pdf	Thoughts on TMYO		90 [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 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.

2.1. Signature (Enter first and last name)

Nancy Lorenzen