

Florida Symphony Youth Orchestra, Inc.

Project Title: General Program Support 2022

Grant Number: 22.c.ps.102.633

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: Music

Proposal Title: General Program Support 2022

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** Florida Symphony Youth Orchestra, Inc. 
- b. **FEID:** 59-2225301
- c. **Phone number:** 407.999.7800
- d. **Principal Address:** 4965 North Palm Ave Winter Park, 32792
- e. **Mailing Address:** P.O. Box 2328 Winter Park, 32790-2328
- f. **Website:** www.fsyo.org
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Orange
- j. **DUNS number:** 803962398
- k. **Fiscal Year End Date:** 06/30

1. Grant Contact *

First Name

Briana

Last Name

Scales

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2. Additional Contact *

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James

Last Name

Kisser, CFRE

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3. Authorized Official *

First Name

Briana

Last Name

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Phone

407.999.7800

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bscales@fsyo.org

4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Performing Group - Youth

4.3. Applicant Discipline

Music

5. Department Name 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.) *

Florida Symphony Youth Orchestras exists to encourage children and young adults, through the practice and performance of orchestral music, to become passionate leaders, thinkers, and contributors in their local community and beyond.

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.

ACTIVITIES:

The programs that makeup FSYO all reflect a commitment to provide young musicians with the opportunity to strengthen their musical talents and develop an appreciation of the arts through music. While strengthening talent, FSYO members are also developing strong leadership skills, dedication, discipline, accountability, and self-awareness that will lead them confidently into their future endeavors.

The seven FSYO orchestras and two supplementary programs are carefully structured so that students can grow with FSYO through their primary and secondary years. The full range of ensembles gives every student a place to excel with peers at a similar level, and all an opportunity to collaborate with and learn from seasoned music professionals, on the local and national level.

- **Overture Strings Orchestra**, conducted by Mrs. Raine Allen, introduces advancing string players to the orchestra experience, encouraging responsibility and practice along the way, and helping instill a love for orchestral play.
- **Prelude Orchestra**, under the direction of Mrs. Sarah Morrison, is an intermediate level orchestra where students regularly rotate seating positions - encouraging exploration, leadership, and musicality while playing as part of a whole.
- **Philharmonia Orchestra**, conducted by Mr. Matthew Davis is an advanced, full orchestra where students play standard classic literature and perform in a number of concert experiences.
- **Symphonic Orchestra**, under Music Director Hanrich Claassen, is a pre-professional, conservatory level orchestra in which students are challenged with exceptionally difficult literature, and perform at a number of extra concerts and engagements throughout the year.
- **Chamber Orchestra**, under the direction of Music Director and Symphonic Orchestra conductor Hanrich Claassen, is a selective program open to students participating in FSYO's Symphonic Orchestra who are interested in training in the art of small ensemble playing and professional small ensemble performance.
- **Jazz Orchestra I**, conducted by Jeff Rupert, is a 17-20 piece ensemble that focuses on the study of big band jazz music. Students learn the theory behind jazz composition and improvisation and have the

opportunity to do sectional work with some of the area's top jazz musicians.

- **Jazz Orchestra II**, conducted by Kenneth Boyd, is also a 17-20 piece intermediate ensemble that our youngest jazz musicians can participate in to prepare them to enter Jazz Orchestra I.
- **StringMania!** is a two-week musically enriching summer program for any string players ages 7-15 (not just current FSYO students) who are playing at a Suzuki Book 2 level or higher. Participants are provided with a challenging and fun musical experience that includes: orchestra & chamber ensemble experiences, chamber group coaching, private lessons, instruction in fiddling and improvisation, and more. The camp concludes with a showcase performance open to the community.
- The **FSYO Composer Program** is a collaboration with Central Florida Composers Forum to provide mentorship to young, blossoming composers. Five professional composers will be partnered with five students to jointly create pieces for FSYO orchestras. In addition to the 5 one-on-one mentorships, there are a series of workshops for FSYO members, including digital composition systems and instrument-specific composition concerns.

GOALS:

Florida Symphony Youth Orchestra is known in the music community for the provision of comprehensive music education through orchestra participation from very early stages, group, and individual lessons, and peer teaching; instilling a passion for music, teamwork, and a shared commitment to the joy of music-making.

FSYO conductors work diligently and intensely with our student musicians, encouraging them to listen, correct, and perfect their performance, both individually and as a group. Rehearsals focus on rhythm, intonation, dynamics, matching musical genre, and style – all important aspects of ensemble playing.

Another critical part of FSYO's educational experience is the scheduling of sectional rehearsals, where instrument sections are separated from the full ensemble. The members of these sections then work with a coach who is a specialist on their instrument or instrument family; these coaches are able to concentrate on the specific challenges of instrumental parts in greater detail.

Youth involvement in music education has been linked to:

1. Elevated performance on standardized tests (math and verbal)
2. Higher GPA
3. Elevated self-esteem
4. Improved conduct

The rigorous process of ensemble-based learning also enhances the development of social skills such as goal-setting, accountability, mutual respect, teamwork, active listening, discipline, and focus – all critical to success in school and in life.

OBJECTIVES:

Success of the seven core ensembles of FSYO is based on Event/Concert Attendance, Student Matriculation, and Student Retention. For the 2021-2022 season, FSYO strives to achieve:

1. 10% increase in Event/Concert Attendance over previous year
2. 100% of seniors graduate and attend some form of higher education
3. 90% of students either advance to next orchestra or move to a higher seat in their current orchestra
4. 90% of students will remain with FSYO for the next season, unless they are no longer eligible.

Stringmania Summer Camp - Success is measured by students' ability to complete the program, open auditions results, which are held after the camp concludes. For the 2020-2021 season summer program, FSYO strives to achieve:

1. 100% of students have a firm grasp on the camp music, as evaluated through sectionals and one-on-ones with camp coaches, and can perform in the showcase performance.
2. 80% of students will participate in open auditions and either be accepted to FSYO or promoted to a higher chair/orchestra.

FSYO Composer Project - Success is measured by students' ability to create and complete a piece for their designated orchestra by the final performance of the 2021/2022 season as evaluated by the assigned mentor.

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.

FSYO partners with a wide range of local organizations to enhance the experience received by our students and audiences.

In 2016, FSYO began collaborating with the Orlando Ballet, performing as the pit orchestra for performances by their school and professional company. These performances have included:

- Excerpts from the Nutcracker by the Orlando Ballet School, presented at Mead Garden;
- Fast Forward (a showcase for Orlando Ballet School);
- Peter and the Wolf (Professional company, family series performances);
- The Nutcracker full run by the Orlando Ballet Company

FSYO has also collaborated to provide orchestration for performances by UCF Opera, Central Florida Vocal Arts, and Opera Orlando's Youth Company. These performances give our students the opportunity to experience accompanying other art forms and give other young artists the opportunity to perform with a live orchestra, all while giving our audiences an opportunity to explore the range of talent available in our area.

FSYO also partners annually with WKMG Local 6 to give students the opportunity to record performances in the studios, which are then aired on Christmas day. This collaboration gives our students a chance to experience professional recording and filming and to share their love of music with the community during the season of giving and love.

In 2018, we began a collaboration with the Central Florida Composers Forum to give local composers an opportunity to create and debut new works for classical and jazz ensembles. As the composers began working, we found how much interest our students also had in composition. From there, the program has evolved to include student mentorships and workshops for young composers.

Our small ensembles from our Chamber Orchestra volunteer to play at a variety of events for other local nonprofits and corporations.

2.3. Timeline - (Maximum characters 2000.)

List timeline of activities during the grant period.

In August 2021, weekly rehearsals will begin for FSYOs 65th season. Rehearsals run through the school year, ending in May, and are the primary avenue through which the FSYO mission is executed.

Rehearsals are on Sundays at the following times:

- Overture Strings - 2:00 - 4:00 pm
- Prelude, Philharmonia, Symphonic - 2:00 - 5:00 pm
- Chamber - 12:30 – 1:30 pm
- Jazz I and II - 11:00 am – 1:00 pm

July 2021

- Stringmania summer camp is held

August 2021

- Open auditions are held for any unfilled seats from the May auditions

- Rehearsals begin for the 2021-2022 season. General Membership meeting held. Tour location/information distributed for Summer 2022 international tour
- Students apply for composer positions

September 2021

- Sectionals are held
- Concerto Competition applications go live
- Composer mentors/mentees are chosen

October 2021

- Season Opener Concert is held for classical orchestras
- Concerto Competition preliminary auditions held
- FSYO participates in Creative City Project
- FSYO hosts Florida Music College Fair, where representatives from Music Schools all over the country come to Orlando to talk to potential students. This is a free event open to all music students of all disciplines.

November 2021

- Concerto Competition Finalists' Recital
- Season Opener concerts for Chamber and Jazz orchestras
- Taping annual WKMG Holiday student performances for airing on Christmas Day

December 2021

- Sounds of the Season Holiday Festival, feat. all FSYO classical orchestras and collaborations from local vocal/dance arts organizations, at Mead Botanical Garden

January 2022

- Sectionals held

February 2022

- Celebration Foundation Classical Concert Series feat. Symphonic Orchestra and a Concerto Competition winner
- Pops in the Garden concert feat. the Jazz orchestras
- FSYO audition applications open for the 2022-2023 season

March 2022

- Spring Classics concert feat. Overture Strings, Prelude, and Philharmonia

April 2022

- Sectionals held
- Collaboration with UCF Opera for UCF Celebrates the Arts
- Chamber/Jazz orchestras final concerts
- Open house for new applicants to observe rehearsal

May 2022

- Season Finale concert held – seniors recognized, composer pieces debuted, concerto competition winner performs
- Auditions held for 2022/23
- Collaboration with Orlando Ballet
- Tour rehearsals begin

June 2022

- Students receive audition results
- 2022 International Tour begins

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? *

30

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

30

3. How many Adults will be engaged? *

12,000

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

2,000

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

6,000

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? *

45

6.2. Number of Florida artists directly involved?

45

Total number of individuals who will be engaged?

20045

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

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

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

- ☒ Asian
- ☒ Hispanic/Latino
- ☒ White

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

FSYO hosts students from 9 Central Florida counties; Orange, Osceola, Seminole, Polk, Lake, Volusia, Brevard, Marion, and Alachua. Based on reporting estimates, this region is majority White/Caucasian at around 70%. Black/African American and Hispanic populations make up another 25% and Asian, Native American and Multiracial round out the region.

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.

Included in Estimated Numbers

- Proposal events: Rehearsals, Summer Camp classes and performances, Workshops, Concerts, Open-Houses, and Tour performances
- Adults Engaged: Ticketed and non-ticketed college students, adults, seniors
- Youth:
 - School-Based: Performance collaborations with schools, i.e. Montverde Academy, and college fair participants
 - Non-School Based: Student musicians, college fair participants, youth campers, ticketed and non-ticketed youth, youth workshop attendees
- Artists Directly Involved: Conductors, soloists, sectional coaches, and substitute musicians

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.

- ☒ Lake
- ☒ Orange
- ☒ Osceola
- ☒ Seminole
- ☒ Volusia

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.

Economic Impact:

Florida Symphony Youth Orchestras creates jobs in the present and talented employees and leaders for the future. FSYO indirectly impacts the Central Florida economy by:

- Employing experienced local staff, conductors, sectionals coaches, subs, and soloists resulting in work for over 45 musicians every season
- Maintaining a private teacher list available to all local musicians, allowing instructors to post their information and increase their client base
- Collaborating with other local arts organizations, bringing more awareness to their mission and events
 - Example: we've collaborated with the Central Florida Composer's Forum to commission new orchestral pieces, allowing local composers to create and debut new works. This program is growing to include workshops and mentorships, which allows us to employ even more local composers and gives them a platform to promote themselves
- Collaborating with local businesses as sponsors, vendors, and volunteers for our events and concerts - promoting our partner companies and generating demand for their products and services
 - Examples: bringing food vendors into performances, allowing people to sample their product and become future patrons. Putting ads for our sponsors in our collateral material and allowing them to share information about their services at events. Giving businesses volunteer opportunities to offer to their employees.
- Renting a variety of rehearsal venues and performance spaces throughout Central Florida
- Encouraging parents to visit local businesses and vendors while waiting for their students to complete rehearsals and concertgoers to explore areas around performance venues before and after the events
 - Example: when people attend a show, they often "make a day" out of it. By hosting performances and rehearsals in different neighborhoods, we bring in more potential traffic for the surrounding businesses with many of the potential patrons being people who would not have otherwise been in that area to gain exposure to the business.

Education and Outreach:

FSYO continues its mission to create leaders through music. Through our programs, students:

- Gain performance opportunities and experiences performing with a variety of art forms, including ballet, opera, and rock bands
- Work and perform with professional musicians who are experts in their field
- Develop cultural awareness through meeting and cooperating with a diverse group of musicians and traveling both nationally and internationally
- Develop leadership skills and personal accountability which are skills necessary to excel as a musician in an orchestra

- Use the commitment to personal excellence cultivated within their orchestras to launch themselves to careers in college and beyond

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.

The FSYO marketing and promotion plan continues to reach out to the greater Central Florida community through:

- **Television:** WKMG Local 6 has opened the door to various media outreach advantages increasing our presence on TV and social media. For example, WKMG Local 6 opens its studios to our students to record performances, broadcast on Christmas day.
- **Print-Media:** Orlando Utilities Commission provides over \$10,000 of in-kind services annually for printing and other materials. Ad trades with other arts organizations put our information in their event programs. FSYO also utilizes free local calendars and arts updates.
- **Direct Mail:** This is mainly used for fundraising and recruitment as audition brochures are mailed to local art/music teachers and locals in Mid-February to reach a larger member base. This strategy has netted over 300 auditionees from 9 counties.
- **Press Releases:** FSYO distributes press releases regarding upcoming events and organizational accomplishments to over 500 press contacts throughout Central Florida.
- **Adwords:** Gravitational Marketing provides an in-kind partnership to manage FSYO \$10,000 monthly grant, measured by Google analytics.
- **Website:** Managed in house, allowing real-time updates.
- **Radio:** FSYO seeks interviews to promote its programs. Through collaboration with iHeart radio, we run PSAs about upcoming events and programs.
- **Social Media:** FSYO will deliver planned and measured social media updates to targeted groups, including FSYO members, Central Florida arts and cultural community, potential/current funders, schools, global arts and cultural nonprofits, and other orchestras. The goal is to communicate our mission of educating, inspiring, and encouraging Central Florida's young musicians. Social media values are from FSYO mission to educate, inspire, and encourage young musicians:
 - Passion for orchestral music
 - Collaboration of students and staff in rehearsals and performances
 - Attention to global music groups and youth orchestras
 - Approachable, user-friendly online interactions
 - Honest in messaging
 - Display unique FSYO personalities in creative ways
- **Collaborations:** FSYO sends volunteer Chamber Orchestra ensembles to perform at events for local organizations, which are jointly announced and attract new interest to the programs of FSYO. Larger performance collaborations, like The Nutcracker with Orlando Ballet, increase the use of traditional media outlets, such as print, television and local cable news, local magazines, independent publications, radio, and online media.

The FSYO 2020-2025 Strategic Plan places emphasis on expanding the reach and profile of the organization.

Goals to be realized:

- Minimum 8 editorial placements yearly in regional PR markets
- Achievements announced in press releases, email blasts, and press-distributions
- Yearly marketing plan by May 1st
- Quarterly marketing calendars in alignment with the marketing plan
- Establish yearly baseline event attendance comparisons with information of marketing efforts
- Increase attendances on average 10% - years 2020-2023

- Increase attendances on average 18% - years 2024-2025

Fulfillment of these components will result in extending outreach into Central Florida, improving the effectiveness of marketing and promotions. Programming will be planned to attract diverse audiences in upcoming seasons.

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.

FSYO receives almost 65% of its income from earned revenue sources which include member tuition fees and concert ticket sales. FSYO is also fortunate to receive consistent foundation support from local foundations. FSYO pursues paid concert opportunities for our orchestras when possible. Private support acquired through individual donations, our annual campaign, special fundraisers and events, and online fundraising efforts provide additional revenue, and interest income from our endowment investments help to round out our budget and keep it balanced.

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.

1. **Event/Concert attendance** – FSYO maintains detailed records of drop count for ticket sales.
2. **Student advancement** – Pre and post-testing is conducted through individual auditions each year. Artistic staff evaluates the students who they feel are not making steady progress. Weekly data is collected through attendance records.
3. **Student retention** – Evaluated by tracking students who do not return the following season. Exit interviews help identify their reason not to return (relocation, lack of resources, lack of interest in music, etc). The average number years of participation in FSYO is currently 4.5, indicating opportunity for long-term, sustainable impact in the students' lives and communities. Parent/Guardian surveys are also collected on a yearly basis to evaluate the program and consider changes to create a better experience for all involved.
4. **Stringmania** – Students' progress is measured daily through sectionals and small ensemble work with mentors; allowing the opportunity for regular feedback/growth. Success is also measured through open auditions, which are held after the camp concludes. For those who choose not to participate in open auditions, reasons include scheduling conflicts for the FSYO regular season (non-FSYO students) or no open seats available for their instrument/level (all students).
5. **Tour** – In summer 2019, FSYO's touring orchestra traveled to China and performed in Beijing, Xi'an, Shanghai, and Hangzhou. All members of the orchestra and shadow tour evaluated the tour and said that 100% of them would sign up for another international tour.
6. **Quality of Orchestral Training** - FSYO participates in orchestra competitions against other youth orchestras from all over the world. In 2017, FSYO received 2nd place in the Summa Cum Laude international music festival competition. In 2020, FSYO received 1st place in the Youth Symphony Orchestra division of the ASTA National Orchestra Festival.

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	\$113,979	\$111,437	\$132,800
2.	Personnel: Programmatic	\$66,087	\$67,632	\$68,615
3.	Personnel: Technical/Production	\$15,020	\$3,002	\$3,375
4.	Outside Fees and Services: Programmatic	\$13,550	\$15,315	\$12,800
5.	Outside Fees and Services: Other	\$29,267	\$13,324	\$6,950
6.	Space Rental, Rent or Mortgage	\$48,501	\$50,978	\$46,910
7.	Travel	\$3,450	\$2,732	\$2,500
8.	Marketing	\$9,246	\$7,727	\$2,000
9.	Remaining Operating Expenses	\$427,617	\$107,175	\$49,800
A.	Total Cash Expenses	\$726,717	\$379,322	\$325,750
B.	In-kind Contributions	\$104,000	\$35,000	\$30,000
C.	Total Operating Expenses	\$830,717	\$414,322	\$355,750
Income		Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions	\$517,768	\$206,821	\$180,000
11.	Revenue: Contracted Services	\$25,958	\$44,250	\$21,000
12.	Revenue: Other	\$11,037	\$10,715	\$9,750
13.	Private Support: Corporate		\$13,386	\$25,000
14.	Private Support: Foundation	\$5,356	\$20,880	\$25,000
15.	Private Support: Other	\$109,039	\$53,477	\$55,000

16.	Government Support: Federal			
17.	Government Support: State/Regional	\$3,081	\$19,970	
18.	Government Support: Local/County		\$6,000	\$10,000
19.	Applicant Cash	\$54,478	\$3,823	
D.	Total Cash Income	\$726,717	\$379,322	\$325,750
B.	In-kind Contributions	\$104,000	\$35,000	\$30,000
E.	Total Operating Income	\$830,717	\$414,322	\$355,750

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.

Budget deficit for LFY is a result of the China tour. FSYO board approved using investment income to make up the difference and allow us to offer more scholarships

The largest variance between LFY and CFY is the result of the FSYO touring schedule. FSYOs budget is about \$300,000 more on International tour years. (in remaining operating expenses)

Additional variances are results of impacts from COVID-19. We canceled performances and lost tuition and contract revenue in the CFY. We surveyed students and found over 50% will need some aid to participate NFY (less income). We also anticipate smaller audiences.

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	FT Executive Director	\$0	\$48,000	\$0	\$48,000
2	FT Development Coordinator	\$0	\$38,000	\$0	\$38,000
3	PT Marketing Coordinator	\$0	\$15,600	\$0	\$15,600
4	PT Operations Coordinators	\$0	\$31,200	\$0	\$31,200
5	Volunteers	\$0	\$0	\$12,000	\$12,000
Totals:		\$0	\$132,800	\$12,000	\$144,800

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Classical Conductors	\$24,000	\$30,215	\$0	\$54,215
2	Jazz Conductors	\$5,000	\$6,250	\$0	\$11,250
Totals:		\$29,000	\$36,465	\$0	\$65,465

2.3. Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$5,000	\$5,000	\$0	\$10,000

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Production Labor	\$5,000	\$5,000	\$0	\$10,000
Totals:		\$5,000	\$5,000	\$0	\$10,000

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Guest Artist/Sub Conductors/Sub Players	\$0	\$4,000	\$0	\$4,000
2	Sectional Coaches	\$6,200	\$0	\$0	\$6,200
3	Stringmania Coaches	\$2,500	\$500	\$0	\$3,000
4	Composer Mentors	\$3,000	\$7,000	\$0	\$10,000
Totals:		\$11,700	\$11,500	\$0	\$23,200

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Annual Dues and Fees	\$0	\$1,750	\$0	\$1,750
2	Ensemble Fees/Expenses	\$0	\$3,000	\$0	\$3,000
3	Performance Expenses	\$0	\$3,000	\$0	\$3,000
4	College Fair Expenses	\$0	\$4,000	\$0	\$4,000
Totals:		\$0	\$11,750	\$0	\$11,750

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Performance Hall Rentals	\$8,500	\$0	\$8,500
2	Rehearsal Hall Rentals	\$28,000	\$6,000	\$34,000
3	Office/Storage	\$19,500	\$0	\$19,500
4	Stringmania Space Rental	\$2,000	\$0	\$2,000
Totals:		\$58,000	\$6,000	\$64,000

2.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Transportation/Mileage	\$2,000	\$0	\$2,000
Totals:		\$2,000	\$0	\$2,000

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing/Advertising	\$4,000	\$0	\$0	\$4,000
2	Merchandise	\$0	\$2,000	\$0	\$2,000
3	Printing Expenses	\$0	\$300	\$11,000	\$11,300
4	Program and Brochure Design	\$3,000	\$0	\$2,000	\$5,000
Totals:		\$7,000	\$2,300	\$13,000	\$22,300

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Music Purchases/Rentals/Fees	\$4,000	\$1,000	\$0	\$5,000
2	Insurance Fees	\$0	\$3,500	\$0	\$3,500
3	Postage	\$0	\$2,000	\$0	\$2,000
4	Phone/Internet	\$0	\$3,000	\$0	\$3,000
5	Office Print/Copy	\$0	\$3,000	\$0	\$3,000
6	Office Supplies	\$0	\$5,000	\$0	\$5,000
7	Fundraising Expenses	\$0	\$3,000	\$0	\$3,000
8	International Summer Tour	\$0	\$300,000	\$0	\$300,000
Totals:		\$4,000	\$320,500	\$0	\$324,500

Amount of Grant Funding Requested:**\$56,700**

Cash Match:**\$580,315****In-Kind Match:****\$31,000****Match Amount:****\$611,315****Total Project Cost:****\$668,015****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	Concert Tickets	\$30,000	\$30,000
2	Audition Fees	\$15,000	\$15,000
3	Membership Fees	\$150,000	\$150,000
4	Summer Camp Fees	\$17,000	\$17,000
5	Chamber Orchestra Fees	\$5,000	\$5,000
6	Tour Fees	\$250,000	\$250,000
Totals:		\$0	\$467,000

3.2. Revenue: Contracted Services *

#	Description	Cash Match	Total
1	Contract Performances (Full Orchestra and Small Ensemble)	\$25,000	\$25,000
Totals:		\$0	\$25,000

3.3. Revenue: Other *

#	Description	Cash Match	Total
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#	Description	Cash Match	Total
1	Season Program Ads	\$5,000	\$5,000
2	Investment Disbursement	\$25,000	\$25,000
3	Merchandise Sales	\$3,315	\$3,315
Totals:		\$0	\$33,315

3.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Concert and Tour sponsorships	\$25,000	\$25,000
Totals:		\$0	\$25,000

3.5. Private Support: Foundation *

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

3.6. Private Support: Other *

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

Total Project Income:

\$668,015

3.11. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$56,700	\$56,700	8%
B.	Cash Match	\$580,315	\$580,315	87%
	Total Cash	\$637,015	\$637,015	95%
C.	In-Kind	\$31,000	\$31,000	5%

Line	Item	Expenses	Income	%
	Total Proposal Budget	\$668,015	\$668,015	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.

The 2021/2022 Season will be an international touring season. Costs are projected around \$300,000.

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 rehearsal and performance facilities are kept easily accessible for those who have disabilities, including stage and seating accessibility for the students and audience. Rehearsals for our 64th concert season will be held in venues that accommodate people with physical disabilities by providing ramps, handicapped parking spaces, and elevators. All FSYO concert venues also provide such accommodations. Accessibility symbols can be found on all FSYO concert posters.

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?

Briana Scales

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?

5/1/2020

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

☒ Yes

☐ No

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

FSYO admits qualifying students of any race, religion, color, or national or ethnic origin to all the programs and activities generally accorded or made available to its students. It does not unlawfully discriminate on the basis of race, color, religion, disability, nationality, sexual orientation or ethnicity in administration of its educational policies, admission policies, scholarship programs, or other programs it administers.

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)
fsyosubw9.pdf	33 [KB]	6/1/2020 3:55:19 PM	View file

2. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
Significant Personnel.pdf	Significant Personnel	Information about FSYOs primary conductors and leadership	95 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
Screenshot 2020-06-01 at 4.04.01 PM - Edited.png	FSYO Season Concert Poster	Note accessibility symbols	1340 [KB]		View file
FSYO Partners with Central Florida Composers Forum - Media Alert .pdf	Composers Forum Partnership Press Release		400 [KB]		View file
Nutcracker Collab Poster.png	Nutcracker Collaboration Poster	Poster from collaboration with Orlando Ballet	199 [KB]		View file
10000000_163039005211244_5442296466317173894_n.mp4	FSYO 2019- 2020 Senior Slideshow	Recognition of seniors from the FSYO 19/20 season with colleges and majors	12475 [KB]		View file
FSYO China Videos Link.pdf	FSYO China Tour Videos Link	Link to dropbox folder with performance footage for the Summer 2019 tour to China	22 [KB]		View file
FSYO debut performance of Pulse.pdf	Link for FSYO Pulse Performance	Performance of the piece "Pulse" created as part of the composer partnership	20 [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 Florida Symphony Youth Orchestra, 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)

Briana Scales