

Maltz Jupiter Theatre, Inc.

Project Title: Maltz Jupiter Theatre Renovation

Grant Number: 22.c.cf.200.514

Date Submitted: Thursday, July 9, 2020

A. Applicant Profile Page 1 of 13

Applicant Information

- a. **Organization Name:** Maltz Jupiter Theatre, Inc. 
- b. **FEID:** 65-0985652
- c. **Phone number:** 561.972.6127
- d. **Principal Address:** 1001 E. Indiantown Road Jupiter, 33477-5010
- e. **Mailing Address:** 1001 E. Indiantown Road Jupiter, 33477-5010
- f. **Website:** www.jupitertheatre.org
- g. **Organization Type:** Nonprofit Organization
- h. **Organization Category:** Other
- i. **County:** Palm Beach
- j. **DUNS number:** 138463893
- k. **Fiscal Year End Date:** 06/30

1. Grant Contact *

First Name

Laurie

Last Name

Stanton

Phone

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Email

lstanton@jupitertheatre.org

2. Chief Financial Officer for the Applicant *

First Name

Kristen

Last Name

Feldman

Phone

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Email

3. Official with Authority to contract for the Applicant *

First Name

Andrew

Last Name

Kato

Phone

561.972.6103

Email

akato@jupitertheatre.org

4. Official with Authority to contract for the Property Owner *

First Name

Andrew

Last Name

Kato

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5. National Endowment for the Arts Descriptors

5.1. Applicant Status

Organization - Nonprofit

5.2. Institution Type

Performance Facility

5.3. Applicant Discipline

Theatre

B. Introduction Page 2 of 13

1. What is the legal status of the applicant *

- ☐ Public Entity
- ☒ Nonprofit, Tax-Exempt
- ☐ Other (not an eligible response)

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

The Maltz Jupiter Theatre is a professional, award-winning, not-for-profit regional theatre dedicated to the performing arts whose mission is to entertain, educate, and inspire our community.

3. Will the facility be used as a Cultural Facility at least 85% of the time?

3.1. Is the entire facility dedicated to arts and cultural programming, production, and its administration? *

- ☒ Yes
- ☐ No

3.1.1. If no, describe the other activities that take place in the facility.

3.2. How many days per week/hours per day is this facility open to the public? *

The Maltz Jupiter Theatre is open for administrative business Monday through Friday, 9:00am to 6:00pm, and as needed during the season. Programming takes place in the evenings or afternoons for matinee performances 7 days a week during the season and the Box Office is open daily from 10:00am-6:00pm, 1 hour prior to curtain for all performances, and Saturday mornings.

3.3. How many of the days per week/hours per day that the facility is open are arts and cultural programming, production, and administration taking place?* *

Any hours the facility is open are dedicated to the production and administration of arts and cultural programming.

3.4. Describe the types of arts and cultural programming, production, and administration that take place within the facility. *

Since 2004, the Maltz Jupiter Theatre has proudly produced the very best in regional theatre for audiences in South Florida. With 60% of its revenue earned and 40% contributed, the Theatre relies on the success of strong season programming and producing to ensure the longevity of the organization and has acquired a national reputation for developing innovative, Broadway-caliber productions in only 16 short years. A LORT B+ organization, the Theatre is the only professional, producing, non-profit theatre of this rank in the lower half of the US, and the largest of its kind in Florida. Recently, the Theatre completed the first phase of its Believe Capital Campaign, completely redesigning its parking lot and erecting an electrical outbuilding in preparation for future phases, and paid off a \$6.4 million debt, all while producing consistently high-caliber programming.

Throughout the season, the Theatre provides various opportunities for audience engagement in an effort to satisfy its objectives. Activities include:

- **Subscription Season:** The Theatre produces three musicals and two plays each season, inviting over 100 visiting artists to Jupiter every year. A 15,000 sq. ft. off-site scene shop is staffed full time to build sets and the production staff works in collaboration with renowned creative teams. During the 19/20 season, productions sold at an average of 94% capacity or higher and over 8,000 patrons subscribed to the series, with the reimagined *Chicago* and heartwarming *Brighton Beach Memoirs* selling out prior to opening night. The Theatre includes a "stretch play" in its season, providing a lesser-known, thought-provoking foil to more popular titles. Over the years, this list has included: *A Doll's House, Part 2*; *Frost/Nixon*; and *Other Desert Cities*.

- **Goldner Conservatory of Performing Arts (COPA):** Since 2007, the Theatre's Conservatory has offered students classes across many disciplines, including ballet, voice, improv, and more. Courses are offered after school and, during the summer, camps provide opportunities for students to experience the process of mounting a musical in a professional theatre. The Conservatory enrolls 600 students a year and, with the ability to provide scholarships to 25% of students in need, has never denied a child the opportunity to enrich their lives through arts education.
- **ARC New Works Theatre Festival:** With a desire to cultivate new and innovative works, the ARC Festival provides an opportunity for writers and artists to collaborate in a workshop-style setting, culminating in a live reading of the work in front of an audience. In 2019, the Festival featured *Dracula: A Comedy of Terrors*, a comedic take on Bram Stoker's original novel. Commissioned by the Theatre, the first reading of the play was in New York City and then took further steps in Jupiter, where audiences participated as the creative team worked to build a staged production. The finished piece opened the Theatre's 19/20 season, receiving rave reviews and national attention and was recently presented as a radio play in support of The Actors Fund and Broadway Cares/Equity Fights in May 2020, featuring Christopher Sieber, Laura Benanti, and John Stamos, among other Broadway actors.
- **Student Matinee Series:** The "Kids Korner" Series offers area school students the opportunity to see performances based on popular children's literature. Over 2000 students come to the Theatre on field trips each year to experience the magic of live theatre, many of them for the first time. Teachers are supplied with state-standard-compatible study guides designed to develop students' critical thinking skills and reading comprehension through a series of "before and after" exercises. All students attending from Title I schools are admitted at no cost, as are educators, and other attendees paying a reduced cost of \$5 per ticket.

All administrative business is in service to the production of the Theatre's programming, as well as educational and community outreach and patron and donor development.

3.5. Who is responsible for the programming, production, and administration of the arts and cultural activities of the facility? Is there a qualified professional expert in the subject matter on staff either paid or volunteer? What are their qualifications? *

Andrew Kato recently celebrated his fifteenth anniversary at the Maltz Jupiter Theatre as the Producing Artistic Director/Chief Executive. During his tenure, he has produced over 70 productions and subscriptions have grown to over 8,000 patrons. Overall attendance has grown to nearly 100,000 guests annually, securing the Theatre to be one of the most successful regional theatres in the southeast. He was the Creative Consultant/Coordinating Producer on the Tony Awards® for 13 years (which has received the Emmy Award nine times). He was a Producing Associate on the Broadway productions of *Jelly's Last Jam*, *Angels in America* and the off-Broadway production of *Cryptogram*. Andrew conceived and developed several musicals, including: *Switch!*, *Academy*, *1001 Nights*, *Street Songs*, *Diva Diaries*, and *Through the Looking Glass*. Andrew received the 2012 Council's Choice Muse Award from the Cultural Council of Palm Beach County, the 2013 Silver Palm Award from the South Florida Theatre League for Outstanding Contribution, and the 2019 Richard G. Fallon Award for Excellence in Professional Theatre. Andrew was honored as one of the 2014 Leaders of Distinction by Florida Weekly and one of Palm Beach County's 100 Most Influential Business Leaders by Palm Beach Illustrated in 2020. He is a proud member of the Society of Directors and Choreographers (SDC).

4. Cultural Facilities Grant Status *

☐ Yes

☒ No

4.1. If yes, list grant numbers for any open Cultural Facilities and Fixed Capital Outlay grants. - (Maximum characters 500)

Request Amount *

\$500,000

6. Project Type *

☐ Acquisition

Acquisition is the purchase of land or building for the purpose of using or building a cultural facility.

☒Renovation

Renovation is the act or process of giving a property a state of increased utility or returning a property to a state of utility through repair, addition, or alteration that makes possible a more efficient use.

☐New Construction

New Construction is constructing a Cultural Facility on property where no building previously existed.

7. Project Title

Maltz Jupiter Theatre Believe Capital Expansion

8. Project Synopsis - (Maximum characters 500) *

Briefly summarize the project. Indicate how you will use grant funds, the major work items involved and the end product.

The Theatre's Believe expansion includes: expanding the main stage, adding three floors of state-of-the-art production facilities, doubling the size of the Conservatory, creating a 199-seat second space, a new dining experience entitled "Scene," and additional administrative offices. Grant funds will be applied to concrete, masonry, metals, doors, windows, electrical, and finishing costs.

The first phase of expansion, completed under a previous Cultural Facilities grant, included a redesigned parking lot and electrical outbuilding, the latter of which was constructed early to support future phases.

9. Project Physical Location *

Street Address

1001 E. Indiantown Road

City

Jupiter

State

FL

Zip

33477

County

Palm Beach

10. Will the acquisition, renovation, or construction of your project only occur between July 1 of the first year of the grant period and June 1 of the second year of the grant period (23 months)? *

☒Yes (required for eligibility)

☐No

What was your Total Support and Revenue for the last completed fiscal year? *

\$9,775,522

C. Project Documents Page 3 of 13

1. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project) are... *

- ☒ Complete (required for eligibility)
☐ Not complete

2. Construction documents are... *

- ☒ Complete
☐ Not complete

Project Land and Building

3. Are you leasing the project land or building? *

- ☒ No (If NO, proceed to question 4.)
☐ Yes, the land and the building
☐ Yes, the building
☐ Yes, the land

3.1. If leasing: How many years will remain on the land lease as of July 1 of the award year?

0

3.2. If leasing: How many years will remain on the building lease as of July 1 of the award year?

0

4. Who currently owns the land? *

Maltz Jupiter Theatre

5. Who currently owns the building? *

Maltz Jupiter Theatre

6. How old is the building in years? *

41

D. Scope of Work Page 4 of 13

1. Project Description

Describe what you are going to build, what you are doing to renovate the building, or what are you acquiring. Indicate how grant funds and match will be spent. Provide a timeline of when grant funds and match will be expended. Discuss any grants applied for or received from the Division of Historical Resources for the grant period. The Cultural Facility Program is a bricks and mortar program. State funding is not to be used for parking facilities, sidewalks, walkways or trails, which are the entire scope of work; fabrication or design of exhibits; nor commercial projects.

1.1. Construction/Renovation/Acquisition - (Maximum characters 3300.) *

Only one of these categories may be funded through a single Cultural Facilities application. What are you constructing, renovating, or acquiring? Be specific. (Example: 500 sq ft Visitor Center)

The Theatre's renovation and expansion was conceived as part of a strategic plan set forth by Theatre management and its Board of Directors. In identifying those goals the Theatre continuously works toward, it was discovered that a larger facility is necessary to meet those needs. Thus, a plan was designed that would double the footprint of the Theatre to 61,000 sq. ft., with both the renovation of existing structures and construction of new spaces combining to create the Theatre's vision.

The Theatre's strategic goals include developing the ability to launch pre-Broadway and National Tour productions, further cementing the Theatre's reputation as a producer of new and innovative works. The current stage and production facilities are created from original spaces built for the Burt Reynolds Dinner Theatre and, as such, are under-equipped to properly achieve this goal. In the expansion, the stage will increase by six feet on each side, the proscenium raised by three feet and the fly space heightened. The space underneath the stage will be excavated and a new, expanded orchestra pit and trap room will be created, as well as storage spaces and a locker room for musicians. In the expansion, an additional 30 seats will be installed in the orchestra section, allowing for increased revenue.

Three floors of production support will be built alongside the expanded stage in order to support the facility's needs. An innovative glass tower feature will adorn the southwest corner of the building, which will house the following: a new green room and dressing rooms on the first floor; costume shop, complete with fitting rooms, a wet area, and wig/makeup stations on the second; and two rehearsal spaces will comprise the entire third floor of the tower. Production offices, storage, and technical spaces will also be built to sustain programming and a double loading dock will be included on the first floor to load sets and other large scenic items with ease.

The Conservatory will double in size, allowing additional arts instruction to its students. Currently serving over 600 area youth per year, the new space will allow for increased enrollment and an upgraded educational experience. Located on the third floor of the new building, the Conservatory will include an expanded dance studio, a large acting studio, piano and voice studios, male and female locker rooms, a library, study rooms, and intern spaces. Purposefully designed to abut the production facilities, the new Conservatory will allow students to access and utilize the same area of the building as visiting actors during the season.

A new, 199-seat black box space will be built next to the main auditorium, allowing the Theatre to expand and diversify its programming. With the ability to stage readings and cabarets, show movie screenings, host lectures, and more, this space will not only provide a new revenue stream, but allow the Theatre to draw in entirely new audiences. This space will also provide opportunities for Conservatory students to perform while season programming occupies the main stage.

A new dining experience, aptly named "Scene" will stand at the expanded northwest corner of the current building. Featuring cocktails and light bites, this new space will provide patrons and donors a place to come prior to and after performances. With this inclusion, the Theatre becomes a one-stop-shop for those wishing to enjoy refreshments and entertainment prior to a show. The aim is to offer older Conservatory and Professional Training Program (PTP) students the opportunity to serve as waitstaff and perform on the intimate stage, helping them in their fledgling careers as artists.

Additional office space will allow for administrative expansion necessary to properly run the new facilities, as well as offer current staff the opportunity to expand from under-served offices.

Exterior upgrades will include a completely redesigned porte cochere, lighting features, and a custom-designed concrete walkway and a front terrace.

1.2. Spending Plan *

Indicate how grant funds and match will be spent. (Examples: permitting, site preparation, flooring, windows, HVAC, signage, lighting). Discuss any grants applied for or received from the Division of Historical Resources for the grant period.

The Theatre's expansion is planned to coincide with the grant period. Matching and contingency funds will be utilized to begin the process of permitting, site preparation, and other general requirements and, once the construction begins and payments begin to be issued, grant funds will be requested to aid in the payment of allowable proposal expenses.

No grants have been applied for or received from the Division of Historical Resources

1.3. Project Timeline *

Provide a timeline. The timeline should include permitting, site preparation, and actual construction. The grant period is 23 months.

10/16-9/19: Design Development/Construction Documents

10/16-3/22: Public Fundraising Phase

10/17-2/19: Act I Bidding and Permitting

4/19-11/19: Act I Construction

10/20-2/21: Act II Bidding and Permitting

4/21-12/21: Act II and III Simultaneous Construction

10/21-12/21: First 2 productions of 21/22 season produced offsite

1/22: Third production of 21/22 season opens at Theatre

9/22: Newly renovated Conservatory opens

10/22: Second space opens, construction is complete

E. Proposal Budget Page 5 of 13

1. Proposal Budget Summary *

Request Amount	\$500,000.00
Confirmed Matching Funds	\$8,786,712.00
Project Cost	\$9,286,712.00
Contingency	\$468,961.00

2. Have you requested or received funding from the Division of Historical Resources for this project? *

- ☐ Yes (not an eligible response)
- ☒ No

3. Are you requesting REDI match reduction? *

- ☐ Yes
- ☒ No

4. What other state dollars will go into the project? _____

#	Source	Amount
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5. Proposal Expense Details*

List your estimated expenses and how they will be paid (from match, grant funds, or both). Only include expenses that are specifically related to the project. Expenses may include an actual amount to be paid or the value of an in-kind contribution. See Help: Proposal Budget Terms for expense category descriptions and columns. Round amounts to the nearest dollar. Rows must have a value in State, or Cash Match, or In-Kind Match. If all three columns are 0 or blank, the row will not be saved.

5.6. Concrete

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Concrete costs	\$100,000	\$2,472,500	\$0	\$2,572,500
Totals:		\$100,000	\$2,472,500	\$0	\$2,572,500

5.10. Thermal And Moisture Protection

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
Totals:		\$100,000	\$759,952	\$0	\$859,952

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Thermal & Moisture Costs/Roofing, Caulking, Waterproofing	\$100,000	\$759,952	\$0	\$859,952
Totals:		\$100,000	\$759,952	\$0	\$859,952

5.11. Doors And Windows

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Doors & Windows/Doors, Frames, Hardware, Glass & Glazing	\$200,000	\$2,429,260	\$0	\$2,629,260
Totals:		\$200,000	\$2,429,260	\$0	\$2,629,260

5.19. Electrical

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Electrical costs	\$100,000	\$3,125,000	\$0	\$3,225,000
Totals:		\$100,000	\$3,125,000	\$0	\$3,225,000

State Total : \$500,000

Match Total (Cash + InKind) : \$8,786,712

6. How were your proposal expenses determined?

Explain how the estimated expenses in the Proposal Expense Details were derived, i.e. from an architect or engineer budget estimate, contractor quote, etc. You must provide documentation of the source of your proposal expenses as an attachment. See Guidelines: Attachments and Support Materials.

Proposal expenses were determined based on most recent architect estimates.

7. Proposal Income (Match) Details*

List your confirmed matching funds (resources presently available or pledged and designated to the project). You must provide documentation for matching funds at time of application. See Guidelines: Matching Funds Documentation. Include cash on hand, irrevocable pledges, and in-kind or donated services and materials. See See Help: Proposal Budget Terms for descriptions of income categories and columns. Round amounts to the nearest dollar.

Rows must have a value in Cash Match or In-Kind Match. If both columns are 0 or blank, the row will not be saved.

7.1. Private Support

Donations by individuals and non-corporate, non-government parties. Includes foundation grants awarded for this project (or a proportionate share of such grants allocated to this project), cash donations and the fair market value of donated goods or services (in-kind).

#	Source	Amount
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1	Golub Pledge Agreement	\$500,000.00
2	Maltz Grant Agreement	\$4,700,000.00

7.2. Corporate Support

Contributions to this project by businesses, corporations, and corporate foundations, or a proportionate share of such contributions allocated to this project.

7.3. Local Government Support

Contributions for this project by city, county, or other local government agencies, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations. Note: If the applicant is a city, county, or other local government agency, then their cash support should be shown under Applicant Cash and explained in the Budget Detail.

7.4. Federal Government

Support for this project by agencies of the federal government, or a proportionate share of such grants or appropriations allocated to this project. Includes in-kind and cash derived from grants and appropriations.

7.5. Applicant Cash

For the proposal budget, these are temporarily restricted funds and irrevocable pledges the applicant will dedicate to the project. Applicant cash must be documented with copies of financial statements from financial institutions, copies of grants and signed irrevocable pledges.

#	Source	Amount
1	Cash on hand	\$3,586,712.00

F. Matching Funds Page 6 of 13

1. Match Summary *

#	Match Type	Amount	% of confirmed match
1	Cash	\$4,055,673.00	44 %
2	Irrevocable Pledges	\$500,000.00	5 %
3	Other grants	\$4,700,000.00	51 %

2. Are these matching funds being used to match any other Department of State grants? *

☐ Yes (not an eligible response)

☒ No

Donor Profile

3. How many donors are supporting the project? *

170

What is the smallest contribution received for the project? *

\$10

What is the largest contribution received for the project? *

\$5,000,000

6. What is the population size of the community the project serves? *

1,400,000

7. Donor Profile: Description of Donors - (Maximum characters 1650.) *

Describe your donors (individual, local artist guild, parent teacher association, etc.). Additional donor information (including names) may be provided at your discretion. All information provided will become a part of public record. The Division must provide this information to the public on request.

The Town of Jupiter unanimously approved the renovation project in October 2015, which was an exciting milestone on the Theatre's projected timeline. Additionally, the Theatre is exploring funding opportunities from the Town of Jupiter. The Theatre has also been looking into funding from the county, a possible bond, and hopes to secure more grants in the coming months for

the renovation.

The Theatre has raised over \$21 million in pledges and cash gifts, with just under \$4 million paid out for the first phase of the build out. A majority of these funds come from individual donors actively engaged with the Theatre who have expressed their passion and support for the project, and the dollars raised do not include the 2017-19 Cultural Facilities grant received in the amount of \$500,000. There are two lead gifts: a \$5 million pledge from a private foundation, and a matching challenge from a top donor who will match public funds raised dollar-for-dollar, up to \$5 million. There are over 150 donors supporting the project, with gifts ranging from \$10 to \$5 million.

8. Donor Profile: Percentage of Community Support *

Support Type	Percentage
Corporations	%
Foundations	24 %
Individuals	74 %
State	2 %
Other	%
Total:	100 %

G. Need for Project and Operating Forecast Page 7 of 13

1. Need for Project - (Maximum characters 3300.) *

Describe your need for the project (or portion of the project on which grant funds will be spent). Discuss need for additional space (performance, exhibition, office, work, or storage) and your history of organization growth. Discuss increased square footage or increased utility. Reference long term construction or renovation needs documented in a long-range plan.

A long-term strategic plan set forth by Theatre management and its Board of Directors identified several objectives essential for the continued growth and success of the organization:

- To produce pre-Broadway shows and national tours;
- To impact an even greater number of children through the Goldner Conservatory of Performing Arts;
- To further enrich the cultural landscape of American theatre by strengthening a national reputation for fostering and producing original programming;
- To continue educating patrons and donors through program-related events, talkbacks, workshops, tours, and other special engagements; and
- To continue offering non-traditional audiences an opportunity to experience the performing arts through educational and community outreach efforts.

In evaluating its ability to properly achieve each of these objectives, the Theatre discovered they all relied upon the expansion and/or construction of its current facilities.

The current stage was built for the Burt Reynolds Dinner Theatre and fails to meet the size of other LORT B+ organizations and Broadway houses. The production rehearsal space is extremely small, allowing actors to rehearse in a taped-off area specced out to replicate the size of the stage, but lacking any surplus space. In addition, dressing rooms, green room spaces, and offices are grossly undersized and unable to fully accommodate the Theatre's casts, creative teams, and production staff.

By increasing the size of the stage, expanding the fly space, renovating the orchestra pit, and creating a trap room underneath the stage, the Theatre will be able to properly produce pre-Broadway and national tour productions, drawing in nationally-renowned artists to collaborate in its facilities. Producers hoping to launch the next Broadway smash-hit will be eager to work in Jupiter, and the Theatre will further its reputation for fostering the creation of new dramatic works. Including amenities like a new green room, updated dressing rooms, two new rehearsal halls, and other state-of-the-art upgrades will ensure an extraordinary production experience for cast, crew, and creative teams. In addition, the inclusion of extra orchestra seating will allow the Theatre to provide additional outreach opportunities for engagement with the arts, offering a greater number of free and reduced tickets to area non-profit organizations.

The Conservatory is presently enrolled to capacity with 600 students per year. The current space will be doubled in the renovations, allowing more students the opportunity to participate in educational programming in a greater variety of disciplines, and in new facilities that offer an advanced training experience. In addition, the PTP, the only two-year certificate program of its kind affiliated with a regional theatre in Florida, will be able to recruit and enroll a greater number of students. Planned Conservatory construction will include a new dance studio, piano and voice studios, acting studios, study and internship spaces, locker rooms, and a library, all designed so that students will be training alongside industry professionals in the adjacent rehearsal halls.

A third facet of the Theatre's strategic plan will be achieved through the addition of a second performance space. During the season, the five produced shows and limited engagements occupy the main stage, limiting the Theatre's ability to diversify its programming. With the addition of a 199-seat black box space, the Theatre will be able to showcase play readings, film series, lectures, traveling museum exhibits, among other programming more suitable for an intimate space. Diverse programming will draw in diverse audiences, and the Theatre will be able to provide myriad arts experiences throughout the year.

Additional public spaces, such as the Scene Lounge and an Atrium designed to house local artists' work, will further enhance the Theatre's reputation as a destination for arts enthusiasts.

2. Operating Forecast Detail - (Maximum characters 3300.) *

Describe how the space will be used and the related costs. Incorporate budgetary figures where appropriate. You may reference a budget spreadsheet (provided as support material) or incorporate the revenue and expense figures into the narrative. Consider both staffing and programming needs. Include:

- New staff that will be needed
- Programs that will be added, expanded or improved
- Additional expenses to the organization
- New revenue sources that will be used to offset the added expense

The Maltz Jupiter Theatre expects a modest increase in operating staff and overhead expenses required to manage the newly renovated/expanded Theatre. Personnel expansion includes hiring new Conservatory administration in addition to marketing, operations, fundraising, and production employees. The Theatre has also anticipated increases in landscaping, maintenance, utilities, and insurance needs.

While the expansion will lead to increased operating costs, it also leads to new sources of revenue which will offset those costs. The main house will gain an additional 30 seats which, when fully sold, will lead to an additional \$242,944 in revenue. Second Space programming will occur in conjunction with main stage shows, optimizing ticket revenue during the limited window created by the seasonality of our patrons in South Florida. The inclusion of Scene will become a new source of revenue, and will provide PTP students the opportunity to serve as waitstaff so that they can support their fledgling careers. Finally, with the expanded Conservatory, both class and summer camp revenues will increase, and student productions staged during the summer will bring in additional ticket sales.

Please see the document entitled "Effects on the Organization After Construction," in the additional support materials for detailed forecasts of additional revenue and expense after construction is complete.

3. Fiscal Stability - (Maximum characters 1655.) *

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposed acquisition/renovation/new construction after the grant period.

The Maltz Jupiter Theatre's fiscal condition and sustainability continues to be strong. In 2013, \$2.5 million was raised for a renovation that added 62 new Club Level seats on the second-floor, expanded the Theatre's lobby, created The Green Room Club Level Lounge and a concierge-style Box Office, and added additional accessible restrooms. The renovation increased seating capacity from 554 to 617. The 2019/20 season sold at 95% capacity and the number of subscribers exceeded 8,200. Ticket revenue continues to increase; during the 2018/19 season, sales exceeded \$4 million in ticket income and that year's production of *Mamma Mia!*, which ran for four weeks, generated \$1.2 million in ticket sales alone. During the 2019/20 season, productions of *Chicago* and *Brighton Beach Memoirs* sold out prior to opening night, and the Theatre is on target to meet budget projections for the end of this fiscal year, despite the unexpected postponement of its final production due to the outbreak of COVID-19. The Theatre has consistently exceeded its fundraising projections and established a \$10 million endowment, confirming that its patrons and donors are invested in the continued legacy of the organizations.

The Theatre's diligent and experienced management team is poised to usher in a new era for the organization once the grant period ends and the expansion is complete, bolstered by increased revenue and opportunities for public engagement.

4. Changes in Operating Expenses* *

#	Description	Award Year Expenses	Project Completion Year Expenses	Expenses 1 Year After Completion
1	Production Expenses	\$3,457,294.00	\$3,715,159.00	\$3,900,917.00
2	Fundraising Expenses	\$663,475.00	\$696,649.00	\$731,481.00

3	Conservatory Expenses	\$741,040.00	\$881,115.00	\$970,473.00
4	Administrative Expenses	\$1,551,961.00	\$1,629,559.00	\$1,711,037.00
5	Operations Expenses	\$689,798.00	\$1,218,219.00	\$1,279,130.00
6	Marketing Expenses	\$632,812.00	\$664,453.00	\$709,453.00

5. Changes in Operating Income* *

#	Description	Award Year Income	Project Completion Year Income	Income 1 Year After Completion
1	Ticket Sales	\$3,791,722.00	\$4,258,886.00	\$4,471,830.00
2	Contributions (individual donor, private, foundation, corporate, state and county support	\$2,770,412.00	\$2,908,932.00	\$3,054,378.00
3	Conservatory Revenue	\$646,058.00	\$746,704.00	\$853,778.00
4	Endowment Redistribution	\$569,624.00	\$598,105.00	\$628,010.00
5	Miscellaneous Income	\$136,071.00	\$142,875.00	\$150,018.00
6	Program Ad Sales	\$80,500.00	\$84,525.00	\$88,751.00
7	Concession Sales	\$102,694.00	\$107,829.00	\$113,220.00

H. Project Impact Page 8 of 13

1. Community Impact of Project - (Maximum characters 3300.) *

Discuss how the project will serve the city, county, or region, especially regarding new or improved programming and community services. Include information on:

- organizations and local artists that will use the facility
- educational or research opportunities
- access for underserved groups
- economic, historical, environmental or architectural significance

If the matching funds for the proposed project are from a single source (i.e. County/Municipality Resolution, single donor, etc.), include information on efforts to include the community in the needs assessment and planning stages of the project.

The Theatre's renovation will create a national presence, make the area an attractive tourist destination, increase the number of patrons and students it serves, drive the local economy, and diversify its programming. It allows the community to be part of a creative force by becoming a central destination for local talent, bringing in nationally-recognized artists, and providing many more educational experiences to the next generation of artists, both on and off campus. This project brings the core components of the Theatre's mission to life.

By expanding its stage, the Theatre will have the opportunity to produce pre-Broadway and National tour tryouts. The Theatre's seasonal audience base, comprised of many theatergoers who are from New York and the Tri-State area, make the Theatre the perfect home for producers of national recognition to test their new plays and musicals. The local community benefits by having the opportunity to engage in thoughtful dialogue with visiting artists through talkbacks and behind-the-scenes events, and be part of the creative process through workshops and forums.

As arts programs continue to be cut in schools, the Conservatory fills this gap by educating hundreds of local students on an annual basis. With enrollment numbers growing significantly each semester, the Conservatory has reached its capacity. When its physical space is doubled, the Conservatory will be able to serve more students and offer additional programming such as master classes, training opportunities, and pre-graduate college internship courses. Expanding the Conservatory's facility provides the opportunity to grow our current number of 600 students to over 3,000 annually. New, innovative technologies such as green screen, camera and voiceover training will be made available to give students a robust educational experience. Additionally, the new design of the Theatre has the Conservatory directly positioned next to the third floor production rehearsal hall. This will allow for synergy between students and visiting artists, creating an additional opportunity for students to be mentored by professionals in the theater industry.

The creation of a second space with 199 flexible seats allows the Theatre to diversify its programmatic offerings to reach new audiences and continue to attract high-level talent. The second space will provide the community with many more opportunities for participation not currently available. The Theatre can host film screenings, readings of new works, cabarets, Conservatory productions, museum exhibits, and community events. Expanding the Theatre's programmatic offerings will create new opportunities for local performers and artists in our community to showcase their talents. Use of the second space will be maximized during rehearsal periods and technical weeks when the Theatre is dark, as performances will be held in the new space on the "shoulder" of each production to allow for new points of engagement with the community. This will also become a new source of revenue.

The Theatre proudly serves as an arts ambassador throughout the community and provides opportunities for engagement in the form of tours, pre-show discussions, and offsite events. The Youth Touring Company performs throughout the area at assisted living and memory care facilities, libraries, malls, and more. Last season, Theatre staff presented information on Ibsen's *A Doll's House* to provide context for *A Doll's House Pt. 2*. Circle of Friends donor events have included a puppet-making session with puppeteers working on *Beauty and the Beast*, and the ongoing Rounds Lunch series brings Theatre patrons in for a behind-the-scenes tour of the Theatre and a sneak peek at various technical elements of the current production. With additional space, more opportunities will be offered on-site, inviting area residents to experience arts programming in addition to the outreach services already provided.

2. Financial Impact of Project - (Maximum characters 3300.) *

Discuss the financial impact the project will have on your operations, maintenance, and programming? Address plans for community development, fundraising campaigns, operational grants, and endowment opportunities.

The Theatre supports the economy by driving visitors to hotels, restaurants, and other businesses. In addition to the impact of pre-and-post-show activity, the Theatre recorded 1724 out-of-town room nights for housing 215 visiting artists across all season programming during the 2019/20 season. In terms of dollars funneled into the community, the Arts & Economic Prosperity 5 calculator estimates the Theatre and its audiences contribute 331 FT jobs to its community, \$387,817 in local government revenue, and \$549,957 in state government revenue. When the Theatre expands its facilities, its impact on the community will only increase.

With the expansion and construction of the new production facilities, the Theatre's reputation as a producer of new works, as seen through the Theatre's previous productions of *Academy* and *Dracula: A Comedy of Terrors*, will increase. Producers provide millions of dollars in "enhancement money" to regional theaters who have the artistic and production personnel that can create sets, costumes, and elevate the producer's vision to ensure their product is ready for Broadway and beyond. As a regional theater, this will allow the organization to create more jobs and filter additional money back into our local economy, while devoted patrons will be even more delighted by season productions.

The national visibility of producing Pre-Broadway and National Tours will bring more tourists who will stay in area hotels, eat at local restaurants, and spend money in Palm Beach County. Currently, 26% of the Maltz Jupiter Theatre's audience base is comprised of out-of-county visitors. When the Theatre becomes a prime destination spot that can accommodate, produce, and create pre-Broadway and National Tours, this percentage will undoubtedly increase.

As a producing regional theater, the Theatre currently collaborates with over 100 visiting artists that are housed in condominiums and hotels for 27 weeks in season. In addition to employing seasonal and full-time artistic and production personnel, the Theatre stimulates the local economy through its extensive partnerships with hotels restaurants, and collaborations with area businesses. With this renovation, these partnerships will continue to expand, allowing more opportunities for the local community to become engaged with us. When a second space is added and utilization of the Theatre increases, the economic impact of the Theatre will grow significantly as more cultural opportunities and events are offered.

The expanded Conservatory will allow for new enrollment, generating additional revenue for the Theatre. The creation of the second performance space will allow for new sources of revenue from private donors and foundations who support the development of new works.

With the renovation of its facilities, the Theatre anticipates additional job creation for production, operations, fundraising, administrative, and marketing personnel, thus driving up the number of jobs and dollars the organization funnels into the local economy.

3. Environmental Impact of Project - (Maximum characters 3300.) *

Discuss the impact your project will have on Florida's environment. Describe any environmentally friendly/sustainable aspects of your facility (existing or planned). Consider:

- Impact on human health and the environment (light pollution, low emitting materials, etc.)
- LEED, Energy Star or green building certifications
- Water and energy efficiencies
- Site features (building reuse, habitat preservation, etc.)

The Maltz Jupiter Theatre will utilize sustainability principals for the construction of the project and will be seek a Florida Green Building Certification. This theater has undergone several modifications, alterations and additions throughout the life of the structure. Working with existing structures instead of demolition and reconstructing is a core method of sustainability by reducing impact to our landfills. The proposed project is to remodel and create an addition that will support the existing auditorium. Due to the building design, the Theatre will be able to minimize additional impervious pavement as well as the heat island effect, thereby resulting in a smaller number of parking spaces per square foot of building.

Other, more specific, site considerations include: the use of 50% native vegetation, meaning trees that must be moved will be relocated on the site; the storm water will be maintained on site during storm events to ensure compliance with the local water management agency and the parking lot lighting, erected during the first phase of the buildout, now consists of LED cut-off luminaries in order to reduce light pollution.

Sustainable principals applied to the building include glazing that will be insulated, tinted and solar shade devices that will minimize the heat load to the building and maximize views for the interior inhabitants. Also proposed is solar hot water heating and a roof that will have a high solar reflectance value. The plumbing will have low flow and automatic fixtures and bathrooms will have hand dryers instead of paper which will provide better sanitation for the health of the users. All lighting, except for the theatrical performance areas, will be LED to reduce the electrical and heating loads. The HVAC system will be a chiller system that will provide high efficiency and personal control to individual rooms for comfort. All specified interior paints, adhesives, solvents etc. will be low VOC to comply with Florida Green Building Certification.

I. Project Team Page 9 of 13

1. Organization Staff - (Maximum characters 1655.) *

List the organization staff dedicated to the completion of the project and their project related responsibilities. How many paid staff will be dedicated to this project?

Andrew Kato, Producing Artistic Director/Chief Executive

Kristen Feldman, Director of Finance and Administration

Patrick Wilkinson, Director of Operations

Laurie Stanton, Capital Campaign Manager

2. Project Team

List the project team including the names of the architect, engineer, design consultants, and general contractor. A licensed contractor or architect must be hired to manage and certify the Scope of Work. A project team must be named to be considered for funding.

2.1. Project Architect/Engineer *

Saluation

Project Architect/Engineer

Mr.

First Name

Oscar

Last Name

Garcia

2.2. Project Contractor

Saluation

Project Contractor

Mr.

First Name

Scott

Last Name

Davis

2.3. Additional Project Team Information - (Maximum characters 1655.)

Stephen Placido - Consultant, TSG Design Solutions, Inc.

J. Attachments and Support Materials Page 10 of 13

1. Required Attachments

Attachments may be of any of the following formats:

- documents (.pdf, .txt, .doc, .docx, etc) up to 10 MB
- images (.jpg, .gif, .png, .tiff etc) up to 5MB
- audio/video files (.mp3, .mp4, .mov, or.wmv) up to 200 MB

MacOS productivity files such as Pages, Keynote, and Numbers are not acceptable formats. Please save files into .pdf format before submission.

1.1. Matching Funds Documentation (include a list or spreadsheet with totals with documentation) *

File Name	File Size	Uploaded On	View (opens in new window)
21-22 Cultural Facilities Matching Funds Documentation.pdf	749 [KB]	7/9/2020 12:32:25 PM	View file

1.2. Documentation of Unrestricted Use *

File Name	File Size	Uploaded On	View (opens in new window)
Documentation of Unrestricted Use.pdf	8462 [KB]	5/28/2020 1:00:25 PM	View file

1.3. Documentation of Total Support and Revenue *

File Name	File Size	Uploaded On	View (opens in new window)
Audited FS 2019.pdf	501 [KB]	5/29/2020 3:25:41 PM	View file

1.4. Current Architectural Plans certified by a licensed architect or engineer (or contractor project proposals or working drawings if no architectural plans are required for the completion of the project) *

File Name	File Size	Uploaded On	View (opens in new window)
Current Architectural Plans & Budget.pdf	558 [KB]	7/9/2020 12:38:37 PM	View file

1.5. Documentation of Cultural Programming *

File Name	File Size	Uploaded On	View (opens in new window)
1920 Brochure.pdf	2851 [KB]	7/9/2020 1:11:44 PM	View file

1.6. Documentation of Project Support *

File Name	File Size	Uploaded On	View (opens in new window)
Documentation of Local Support.pdf	797 [KB]	5/28/2020 1:12:03 PM	View file

1.7. IRS Determination Letter (not required for Public Entities (County or Municipality) *)

File Name	File Size	Uploaded On	View (opens in new window)
MJT IRS Tax Letter 2014 & 2005.pdf	743 [KB]	5/28/2020 1:14:48 PM	View file

1.8. Current Substitute W-9 *

File Name	File Size	Uploaded On	View (opens in new window)
Sub W9.pdf	542 [KB]	5/28/2020 1:15:54 PM	View file

Support Materials (Optional)

2. Additional Support Materials

File	Title	Description	Size	Type	View (opens in new window)
Effects on Organization After Construction.pdf	Effects on Organization After Construction		400 [KB]		View file
1920 COPA Brochure.pdf	19/20 COPA Brochure		38648 [KB]		View file
1819 Believe Information Packet draft 5.pdf	Believe Brochure		23652 [KB]		View file
1819_Believe_newspaperhandout_final.pdf	Maltz Match Announcement		8400 [KB]		View file
1920MarqueeMagazine_Spring.pdf	Marquee Magazine - Spring 2020		34300 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
MJT 2019 Believe Video v3.mp4	Believe Video		197713 [KB]		View file

2.1.

K. Notification of International Travel Page 11 of 13

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.

L. Florida Single Audit Act Page 12 of 13

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

M. Review & Submit

Page 13 of 13

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 Maltz Jupiter Theatre, 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)

Laurie Stanton