

# Beaches Fine Arts Series, Inc.

**Project Title:** General Program Support for Beaches Fine Arts Series, Inc.

**Grant Number:** 23.c.ps.180.337

**Date Submitted:** Thursday, June 3, 2021

## A. Cover Page Page 1 of 12

### Guidelines

Please read the current Guidelines prior to starting the application: 2023-2024 General Program Support Grant Guidelines

### Application Type

**Proposal Type:** Discipline-Based


**Funding Category:** Level 1

**Discipline:** Sponsor/Presenter

**Proposal Title:** General Program Support for Beaches Fine Arts Series, Inc.

## B. Contacts (Applicant Information) Page 2 of 12

### Applicant Information

- a. **Organization Name:** Beaches Fine Arts Series, Inc. 
- b. **DBA:**
- c. **FEID:** 59-2989136
- d. **Phone number:** 904.270.1771
- e. **Principal Address:** 1150 5th Street North Jacksonville Beach, 32250-4725
- f. **Mailing Address:** 1150 5th Street North Jacksonville Beach, 32250-4725
- g. **Website:** [www.beachesfinearts.org](http://www.beachesfinearts.org)
- h. **Organization Type:** Nonprofit Organization
- i. **Organization Category:** Other
- j. **County:**
- k. **DUNS number:** 796875693
- l. **Fiscal Year End Date:** 09/30

### 1. Grant Contact \*

**First Name**

Kathryn

**Last Name**

Wallis

**Phone** 904.270.1771

**Email** [kathy@beachesfinearts.org](mailto:kathy@beachesfinearts.org)

### 2. Additional Contact \*

**First Name**

Kathryn

**Last Name**

Wallis

**Phone** 904.270.1771

**Email** [kathy@beachesfinearts.org](mailto:kathy@beachesfinearts.org)

### 3. Authorized Official \*

**First Name**

Kathryn

**Last Name**

Wallis

**Phone** 904.270.1771

**Email** kathy@beachesfinearts.org

**4. National Endowment for the Arts Descriptors****4.1 Applicant Status**

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Organization - Nonprofit

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**4.2 Institution Type**

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Cultural Series Organization

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**4.3 Applicant Discipline**

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Music

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## C. Eligibility Page 3 of 12

**5. Are all grant activities accessible to all members of the public regardless of sex, race, color, national origin, religion, disability, age or marital status?**

Yes (required for eligibility)

No

**6. Project start date: 7/1/2022 - Project End Date: 6/30/2023 \***

Yes (required for eligibility)

No

**7. What is the legal status of your organization?**

Florida Public Entity

Florida Nonprofit, Tax-Exempt

**8. How many years of completed programming does your organization 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. Quality of Offerings Page 4 of 12

### 9. Applicant Mission Statement - (500 characters) \*

To enrich our communities by sharing the transforming power of music and art, free to all.

### 10. Programming Description - (2000 characters)

Briefly describe the project or program for which you are requesting funding. 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.

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During 2022-2023, Beaches Fine Arts Series will celebrate its 50th season of free concerts and educational outreach programs. This historic milestone will include favorite performers from past years. Our intention, as is our custom, is to present 8 to 10 free concerts and 12-15 free educational outreach programs during the 2022-2023 season. All programs will be offered free of charge to all people.

#### 10.1 Programming Goals (2000 characters)

Please list at least three goals associated with the project or program you are for which you are requesting funding.

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.

Sample goal: To provide residents and visitors with increased opportunities to view local art and meet local artists.

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Beaches Fine Arts Series enters its 49th season of free concerts and educational outreach programs in 2021, still facing a crisis caused by the COVID-19 pandemic. Our programs are set for 2021-22. Most of them are concerts rescheduled from the past two seasons which were cancelled because of the pandemic.

#### **GOALS:**

**Goal #1: To maintain excellence and variety in programming.** BFAS will celebrate our 50<sup>th</sup> Anniversary in 2022-23, and our intention is to look back at our history, and whenever possible, select favorite performers over the years to bring back for this special season.

**Goal #2: To reach a wide variety of student populations in unique free educational outreach activities, including newly established virtual programming for public schools.**

**Goal #3: To exhibit the artwork of local visual artists, giving them exposure during and following our concerts, featuring their work on our website and in our programs, and giving them the chance to market their artwork.**

**Goal #4: To further community outreach through our annual Beach Meets West! concert at UNF,** a collaboration with The Great American Jazz Series and Jazz Studies Program.

**Goal #5: To educate and prepare the next generation of arts administrators to understand the**

**workings of nonprofit presenting organizations.**

## **10.2 Programming Objectives (2000 characters)**

Please list the three corresponding objectives for the goals listed above.

Objectives: Specific, measurable ends that are achievable within a time frame and mark progress towards achieving goals.

Sample Objective: At least 300 residents and visitors will view local art and be invited to a "meet the artist reception"

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**Objectives for Goal 1:** Selection of a wide variety of performance genres which will engage diverse audiences and directly serve a larger community. Genres will include classical, jazz, and world music.

Selection of culturally and racially diverse performing artists. During 2022-2023, our goal is that half of our concerts will feature minority performers.

Selection of the finest musicians available to us within our financial capabilities.

**Objectives for Goal #2:** BFAS had considerable success during 2020-2021 by establishing a **virtual educational outreach program**, reaching thousands of students. During 2020-21, we reached 25,909, with 29 Title One schools participating. Our intent for 2022-2023 is to continue the virtual outreach programs and to add live educational outreach programming whenever possible. These virtual programs will be offered to all schools in Duval, St. Johns, Clay, Baker, and Flagler Counties. Title One schools will always be targeted.

- Educational outreach programs will range from classical to world musicians, targeting elementary school students in Duval and St. John's Counties and integrating core curriculum guidelines whenever possible.
- **Bus funding** will be made available to transport students to the venues.
- **Master classes** at local colleges will be offered.
- **Extended residency** at the college level will be offered, during which the artists teach and perform with a wide segment of the college population, teaching master classes, workshops, historical overviews and professional insights.
- **After school outreach programs** will be held in a local venue in the center of Jacksonville, targeting children in programs benefiting disadvantaged youth.
- BFAS will reestablish its annual collaboration with the University of North Florida which takes place in the Fall each year, bringing over 1200 public school children to Lazzara Hall for programs of music performed by the UNF Orchestra with special guests frequently including outstanding young musicians.

### **Objectives for Goal 3:**

- **Post-concert receptions feature one visual artist**, whose work is also featured on the stage during the concert.
- **Annual Juried Art Show** will be held in Winter, 2022 to select the artwork to be featured on our website, and on the cover of our programs and schedules.
- BFAS will feature all artists with bios and artwork on our website for the season.

### **Objectives for Goal 4:**

- BFAS reaches a wider audience through this annual concert, coupled with the aforementioned residency, held at the University of North Florida, introducing more people in the greater Metro area to our programs. The 2021-2022 concert/residency will feature famed percussionist Jamison Ross, a Florida-born native, in a weeklong residency, culminating in a concert featuring Mr. Ross and the UNF Jazz Ensemble 1, reaching over 1200 people. A similar arrangement will take place in 2022-2023 with an artist to be determined.

#### **Objectives for Goal #5:**

- Beaches Fine Arts will continue its **internship program**, selecting one promising college student in the music field with an interest in the arts administration business. This student receives a thorough introduction to all aspects of the workings of a nonprofit arts organization with a focus on concert and educational outreach presenting. The unpaid internship runs for a semester.
- BFAS will also maintain an **official student board member**, with all rights and privileges of our Board membership. Student board membership can be for one or two years.

### **10.3 Programming Activities (2000 characters)**

Please list the project or program activities.

Activities: These are the specific activities that achieve the objectives.

Sample Activities: Work with local arts and tourism organizations to promote art shows. Communicate with local art teachers to encourage students to attend shows. Schedule artist commentaries and news articles to promote the shows.

**Beaches Fine Arts Series will celebrate its 50<sup>th</sup> season of free concerts, visual arts exhibits, and educational outreach programs during 2022-2023.** To focus on this extraordinary achievement, the series will bring favorite performers from the past. Historically, our concerts have always included a wide variety of genres as well as diverse artists from around the world.

**An overview of the upcoming 2021-2022 season** illustrates the diversity of our performers as well as the wide variety of music offered.

- October 10: **Rastrelli Cello Quartet**, hailing from St. Petersburg, Russia
  - Educational Outreach: Master Class for university students
- October 29: **VOCES8**, British a cappella ensemble
  - Educational Outreach: Workshop for high school choirs
- November 6: **María Dolores Gaítan**, pianist and cultural ambassador from Spain
  - Educational Outreach program TBD
- December 10: **The Kingdom Choir**, which sang at Prince Harry's wedding
  - Educational Outreach: Concert for elementary school students
- January 23: **David Hurd**, African American organist
  - Educational Outreach: 2 workshops—one for elementary schools and one for after school programs
- February 11: **Parker String Quartet**
  - Educational Outreach: Master Class for university students
- March 3: **UNF Jazz Ensemble 1 with special guest artist Jamison Ross**

- Extended Residency Activities from February 28-March 3
- March 27: **Sphinx Virtuosi** chamber orchestra, featuring African American, Latino, and Indigenous players
  - Educational Outreach program for elementary schools
- May 6: **“The River” with ETHEL and Native American flutist Robert Mirabal**
  - Educational Outreach program on site at Timucuan Preserve in collaboration with the National Park Service

In addition, BFAS plans to present 4 virtual educational outreach programs, following the success of our 2021-2022 virtual outreach activities. These programs are still in development.

For **2022-2023, 50<sup>th</sup> Anniversary Season** will be developed utilizing many great performers from the past.

Discussions with the following artists/agents include:

**Pablo Ziegler Trio:** This trio is led by Mr. Ziegler, who performed extensively with Astor Piazzolla, the founder of Argentine Tango. Members of the trio are from Argentina.

**Imani Winds:** This wind quintet of African American artists has performed to acclaim on the series several times.

**Soweto Gospel Choir:** Hailing from South Africa, this choir is a huge favorite of the series.

**Italian Saxophone Quartet:** One of the most frequently featured performances from BFAS on *Performance Today*.

**Kalichstein Laredo Robinson Trio:** This famed piano trio of equally famous solo performers Jaime Laredo, Sharon Robinson and Joseph Kalichstein is well loved by the series.

**Harlem Quartet:** The award-winning string quartet will add famed Cuban pianist Aldo Galivan to form a quintet for this concert.

Jazz concert, possibly **Marcus Roberts Trio**, in collaboration with University of North Florida **Great American Jazz Series, School of Music, Jazz Studies Program, and UNF’s Jazz Ensemble 1**.

**Piano Recital:** Artist TBD

**Organ Recital:** Artist TBD

**Chamber Orchestra:** Ensemble TBD

### **Educational Outreach Activities for 2022-2023**

BFAS’ award-winning educational outreach programs will continue to bring the artists as listed on our series, in master classes, workshops, and mini-concerts for younger students, both in the North Florida schools as well as in after school programs for disadvantaged youth. These programs are typically developed once the concert season is set and contracted, usually by Spring 2022.

### **Virtual Educational Outreach Programs**

BFAS will study the results and the successes/challenges of the newly established virtual programming, which we hope to continue during our 50<sup>th</sup> season in addition to the live programming associated with our concert performers. The virtual programming will be selected to enhance the curriculum of the schools in Duval, St. John’s, Clay, Baker, and Nassau Counties,



utilizing ensembles with expertise in working virtually with elementary school students. Much has been learned during the pandemic, and we intend to take advantage of that knowledge to further the education of these children!

### **Visual Arts Programming**

- BFAS supports local and regional visual artists by exhibiting their work at our concerts. Our Board Visual Arts Coordinator selects visual artists to be highlighted at each of our concerts, where their work is displayed and offered for sale.
- One piece is also chosen to be featured on the stage during the performance. All artists' work and bios are featured on our website and in our concert programs.
- In addition, each year, a Juried Art Show is conducted with an independent jury. The winning piece is featured on our programs and website, as well as on social media, and the graphics design for that season is based upon the chosen work.
- Most recently, BFAS has presented an **Art Auction, "Art for the Love of Music"**, featuring the original work of many artists who support the series. This auction may be continued in 2022-2023.

### **Major fundraiser supporting Beaches Fine Arts Series**

The BFAS major fundraiser is **First Coast Dancing with the Stars**.

- Since 2013, BFAS has chosen local celebrities and paired them with professional ballroom dancers, to raise funds to support our free programs.
- The event is always sold out.
- 7-10 restaurants, "Best of Jax" restaurants, donate food to create an elegant buffet for our guests.
- WJCT, the local public radio/TV station, provides studio space for the event at a considerable discount.
- Other businesses also contribute time/product/energies to make it a great event.

## **10.4 Partnerships & Collaborations**

Describe any partnerships and/or collaborations with organizations directly related to General Programming (GPS) or the Specific Cultural Project (SCP). Discuss the responsibilities and benefits of the relationship and whether any formal agreements are in place.

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### **Partnerships/Collaborations:**

- **Duval County Public Schools Music District Specialist:** The BFAS Executive Director works with the Music Specialist to develop programs that are suitable for elementary schools in particular but also middle and high school programs.
- **St. Paul's by-the-Sea Episcopal Church:** provides office space & concert/educational outreach venue. A contract is in place for this arrangement.
- **St. John's Cathedral:** provides downtown concert venue and educational outreach space.
- **University of North Florida School of Music:** collaborates with BFAS in several important ways.
  - BFAS offers master classes
  - UNF donates space in their concert halls

- BFAS and UNF Jazz Studies Dept host jazz performers to coach & perform with UNF's Jazz Ensemble.
- BFAS and UNF Orchestra host an annual concert for elementary school students, reaching 1200+ students.
- **Jacksonville University:** a second location for master classes.
- **St. Augustine Music Festival** partners with BFAS to bring a collaborative concert. In 2021-2022, Florida's relationship with Spain will be highlighted in **Tribute 1781**, featuring Award winning pianist María Dolores Gaítan in a joint concert. Additionally, BFAS loans its piano to the series when necessary. A contract is in place for this arrangement.
- **Community hosts** for each concert are civic organizations, churches, schools, and student organizations.
- During 2021-2022, BFAS may work with the **National Park Service** and **Timucuan Preserve** to bring an outdoor program to elementary school students, featuring Native American flutist Robert Mirabal with quartet ETHEL in a program entitled "The River", with environmental and historical significance.
- **BFAS and other arts organizations in the community** work together to advocate for municipal and state arts funding. The BFAS ED meets monthly with key execs to plan positive endeavors towards funding the arts.
- Businesses in the area offer in-kind products and services that help us to fulfill our mission to keep our programs free to all. They include service/product providers such as restaurants; radio/TV stations; and hotels.
- **American Public Media/Performance Today:** Beaches Fine Arts concerts are recorded for national/international broadcast on Performance Today, heard by 1.5 million people with each broadcast. BFAS is notified when one of our concerts is broadcast, and we share that information with our Social Media and contact lists.

## 11. Project/Program Evaluation

How will you determine if your Goals and Measurable Objectives are achieved? Who will conduct the evaluation, and who will the evaluation target? What methods will be used to collect participant feedback? (Surveys, evaluation forms, interviews, etc.) When will you collect the information, and how will it be used to inform future programming?

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Because our concerts are free to everyone, we estimate our success through attendance, but we have no concrete ticket stub count since there are no tickets. We use the following tools to measure the effectiveness of our programs:

- We **estimate attendance through seats filled** at our venues, since we know the number of seats and the number of physical programs distributed.
- **ZIP CODE surveys.** Each year, we ask our audiences at each concert to complete a demographic survey, yielding interesting statistics, including age, gender, and zip code. The current survey results indicated that 40% of our audience came from the Jacksonville/Ponte Vedra beaches, 34% came from the greater Jacksonville Metro area, and 26% from outside the beaches and Metro areas.

- **Annual Survey:** Personal feedback from our audiences through letters and responses to our annual audience survey, distributed to our emailed contact list of 5000.
- **Educational outreach numbers** are accurate, since schools must make reservations to attend these programs, and we also know the number of buses that we hire for transport to our events.
- **Teacher Survey:** Feedback from teachers includes participation in a survey regarding the programs their students attended.
- Regular appearances of portions of our concerts on **American Public Media's *Performance Today*** exhibits our effective and highly regarded programming throughout the nation. Our concerts are recorded for this broadcast and frequently heard as part of *Performance Today*.

The Surveys and feedback from audiences are evaluated to determine effectiveness of our programs, concentrating on excellence, diversity, and appeal of the programs to audiences. Please note the attached surveys.

### **11.1 Artist Projects only**

Describe the expected outcomes of the project. How will you determine the success of the project?

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## E. Impact - Reach 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.

#### 12. What is the estimated number of events related to this proposal?

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25

#### 13. What is the estimated number of opportunities for public participation for the events?

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25

#### 14. How many Adults will participate in the proposed events?

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7,000

#### 15. How many K-12 students will participate in the proposed events through their school?

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5,000

#### 16. How many individuals under the age of 18 will participate in the proposed events outside of their school?

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150

#### 17. 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.

**17.1 Number of artists directly involved?**

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70

**17.2 Number of Florida artists directly involved?**

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10

**Total number of individuals who will be engaged?**

12220

**18. How many individuals will benefit through media?**

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15,000,000

**19. Proposed Beneficiaries of Project**

Select all groups of people that your project intends to serve directly. For each group, you can select more than one answer if applicable. If your project/program served the general public without a specific focus on reaching distinct populations, then select the “No Specific Group” options.

**19.1 Race Ethnicity: (Choose all that apply) \***  No specific racial/ethnic group

**19.2 Age Ranges (Choose all that apply): \***  No specific age group.

**19.3 Underserved/Distinct Groups: \***  No specific underserved/distinct group

**20. Describe the demographics of your service area.**

Duval/St. Johns Counties population: 1,268,240

Median Age: 39.95

Racial Demographics in Duval:

White: 52.2%

Black/African American: 29%

Hispanic: 7.48%

Asian: 4.58%

Two or more races: 3.25%

Native American: .23%

Other: 3.26%

St. John's County Demographics: The county is largely White (90.92%)

Beaches Demographics: The beaches cities are largely White (88.2%).

## 21. Additional impact/participation numbers information (optional)

Use this space to provide the panel with additional detail or information about the impact/participation numbers. Describe what makes your organization/programming unique.

Beaches Fine Arts Series offers a varied roster of artists and genres in order to engage the wider diverse population of Northeast Florida. Although many of our concerts take place at the beach, BFAS concerts are attended by the wider Northeast Florida community, as exhibited in our **Zip Code surveys**.

Our concert series is intentionally set up to be diverse and wide ranging in genre. During 2021-2022, the roster includes performers from Russia, UK, and Spain as well as the USA, and the artists include **45 BIPOC players**. We will feature an entirely African British vocal group as well as the Detroit based Sphinx Virtuosi, made up of Latino/African American players.

In 2021-22, we will also offer a **collaborative free concert** by Spanish pianist María Dolores Gaitán, with sponsorship by **Instituto Nauta** and **Accion Cultural de Espana**, at the St. Augustine Basilica in St. John's County. This concert will introduce a new audience to our programs, as we collaborate with the St. Augustine Music Festival.

The large number reached by media includes millions who have access to our programs on **Performance Today** by **American Public Media**. Generally, parts of our concerts are featured 15-20 times a year.

During 2022-2023, our 50th Anniversary Season, BFAS will feature great successes from the past, including Soweto Gospel Choir, Pablo Ziegler Quartet, Imani Winds, Harlem Quartet, and the Italian Saxophone Quartet.

## 22. 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.

- Duval
- St. Johns

## 23. What counties does your organization serve?

Select the counties in which your organization provides services. For example, if your organization is located in Alachua County and you provide resources and services in Alachua as well as the surrounding counties of Clay and St. Johns, you will list all three counties. This might include groups that visit your facility from other counties.

- Baker

- Clay
- Duval
- Nassau
- St. Johns

#### 24. Describe your virtual programming - (Maximum characters 3500.)

Briefly describe any virtual programming that you provide to the public. This information should include who is able to access the programming and any payment structure.

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During the pandemic, our virtual programming became a conduit to our audiences.

- BFAS hired several of the artists who could not travel to perform live, and they created and performed **virtual concerts** for our constituents. All of these programs were offered free to the community.
- Importantly, we also created a **virtual educational outreach program** to reach thousands of school children during 2020-2021. These programs reached 29 schools and over 20,000 elementary aged students. Please note a flyer with the programs featured in attachments.
- Because of its success, we will continue to provide **virtual educational programming for elementary schools** during 2021-22, and hope to make this outreach a fixture of our mission to provide free programs to students in Northeast Florida. Please note the attached survey/comments from teachers regarding the offerings.
- The virtual educational outreach programming may be accessed by anyone who registers to receive it on our website.
- Each year for the past 13 years, portions of our concerts have been featured nationally (and internationally via computer) on the iconic radio broadcast, **Performance Today**. This program is produced by **American Public Media** and is heard by approximately 1.2 million with each airing.

#### 25. Proposal Impact - (Maximum characters 3500.)

How is your organization benefitting your community .What is the economic impact of your organization?

*Solo or Individual Artists:* Include any positive social elements and community engagement anticipated from the project.

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- **BFAS concerts and educational programs are offered free to all**, regardless of economic status. Many who could not afford to hear concerts of this caliber attend, including retirees on fixed incomes, parents introducing their children to music, and students with limited resources.
- The impact of BFAS concerts was recognized in 2013 by its "**Give Back Award**" from **Beaches Watch**, and also by its impressive "**Distinguished Service Award**" from the **Florida Music Educators Association**. Both of these awards honor BFAS' positive impact on our communities.

- We select performers from throughout the world to perform in our venues--**St. Paul's by-the-Sea Episcopal Church**, listed in 2012 as one of the top 100 buildings in Florida by American Institute of Architects; **University of North Florida Fine Arts Center**; and **St. John's Cathedral in the inner city**.
- Our artists and our audiences further the economy by staying in local hotels and eating in local restaurants. Our local visual artists sell their work at our concerts, furthering their businesses.
- Beaches Fine Arts Series was chosen 13 years ago to be featured regularly on American Public Media's iconic program, **Performance Today**, a distinct honor that shares our programs, our name, and our location to millions nationally.
- Our major fundraiser, **First Coast Dancing with the Stars**, introduces area community leaders (our "Stars") to our free programs as they take on the task of raising funds to support the series. Through their efforts, we are able to spread the news of our great programs to more people in the area, garnering support not otherwise realized, and bringing new audiences to the concerts. This event also receives the generous support of 8 local restaurants that provide the food and drink for over 350 people who attend.
- **BFAS educational outreach programs** (2013 Distinguished Service Award, Florida Music Educators Association) **feature our artists in a variety of settings**, targeting Title One schools, other public schools, after school programs, and university students. All of these programs are free, and we offer bus funding for public school children to attend them. In 2021-2022, BFAS will partner with the National Park Service and its Timuquan Preserve and Fort Caroline to present "The River", with famed Native American flutist Robert Mirabal and ETHEL in a riverfront outreach for elementary schools.
- Each year, we partner with UNF to bring a major jazz star in a week-long residency, culminating in a free concert featuring the UNF jazz students with the artist. For the 2021-2022 season, BFAS will partner with UNF's Great American Jazz Series to bring young award-winning percussionist Jamison Ross to the residency.
- During 2021-22, we will bring our concerts to the Cathedral Basilica of St. Augustine--with a Spanish program that is historically significant to the heritage of the area, in partnership with the St. Augustine Music Festival.
- BFAS creates and distributes study guides and booklets for some of our programs so that students can learn through these materials before they attend the activity. These workbooks are given to every child who attends the activity, in advance.
- BFAS shares our artists at least once a year to students who are enrolled in after school programs for disadvantaged youth. These programs take place in an inner city location for convenience of the programs.
- Annually, we partner with the UNF Orchestra to bring 1200 children to the UNF Fine Arts Center. While we have been forced to cancel this event due to the pandemic, we hope to bring it back in 2022.

As a small organization with limited resources, BFAS offers the communities it serves the unique opportunity to benefit from the transforming power of music and art, a gift to all.



## 26. Marketing and Promotion

### 26.1 How are you marketing and promoting your organizations offerings? \*

Brochures

- Collaborations
- Direct Mail
- Email Marketing
- Radio
- Organic Social Media

### 26.2 What steps are you taking in order to build your audience and expand your reach? - (Maximum characters 3500.)

How are you marketing and promoting your organizations offerings?

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Beaches Fine Arts Series has never charged admission to our concerts or our extensive educational outreach opportunities, and does not spend an enormous amount of its limited funds on advertising.

- Through innovative partnerships, we expand our outreach into the community each year. During 2021-22, we continue our annual presentations in collaboration with St. Augustine Music Festival and with UNF School of Music.
- We utilize the services of a professional graphics designer so that our publications maintain professional appeal.
- We engage a substantial number of local papers, web promoters, and magazines that give us free or greatly reduced pricing on publicity, ranging from web links to in-kind advertising to blogging.

Our strategies include:

- **Annual solicitation letter** which includes our professionally printed season schedule and a return envelope for donations, reaching 2000.
- Press releases to all printed and electronic media outlets to announce the season, and also to announce each concert separately.
- "**Constant Contact**" e-blasts prior to each concert event, reaching over 5000.
- **Advertising** in partner organization program booklets.
- **Paid advertising** on local public radio station WJCT.
- **ARBUS** (Arts and Business magazine) **calendar listings and ad.**
- **Website blogs** from our two websites, connecting to social media (Facebook, Twitter, Instagram).
- **Social Media:** Regular promotion on three Facebook sites.
- Poster distribution announcing our events, distributed locally prior to each concert.
- **NPR Exposure** through national airing of our concert recordings on **Performance Today.**

#### **Audience Development**

1. To expand our audience to a greater area, we present two or three concerts each season at venues outside of the beaches area.

These venues include the Southside location of University of North Florida as well as the inner-city location of Saint John's Cathedral, and most recently the Basilica in St. Augustine, offering our concerts to new audiences.

2. We partner with UNF's Fine Arts Center and Music Department to introduce our programs to their students, thereby furthering current and future audience development. We speak to their music classes to explain the mission of Beaches Fine Arts Series to students.

3. Each year, we select a college student as a full-fledged Board member to our Board of Trustees. The student board member is an asset to BFAS, promoting our activities to a wider, younger audience, while contributing a youthful perspective to our Board.

4. Our acclaimed educational outreach programs reach thousands of public school students, engendering a love of music and helping to develop future generations of audiences.

5. Our annual Patron Appreciation Party is limited to donors who make significant financial contributions to BFAS. This party features student musicians from UNF, giving those students the opportunity to showcase their talents to a sophisticated audience. The event gives the BFAS Board and staff the chance to more fully engage our most generous donors.

6. Our extremely eclectic and wide-ranging concerts feature genres ranging from classical to jazz to world music. By presenting diverse programs, we further our goal of attracting more diverse audiences.

7. Our major fundraiser also introduces our programs to people in our community who might not be aware of them.

8. We advertise in ARBUS Magazine's arts issue in the fall of each season, promoting our full series. This magazine reaches businesses and the general public throughout the Greater Jacksonville Metro area.

9. Annually, we send a comprehensive electronic survey to our e-blast list to gather responses and reactions to our just-completed season as well as to receive input for our upcoming seasons. A copy of the most recent survey, which will be distributed after the grand deadline, is attached.

## F. Impact - Diversity, Equity and Inclusion Page 6 of 12

**27. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility.\* In addition to your facility, what step are you taking to make your programming accessible to persons of all abilities and welcoming to all members of your community?)**

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.

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The majority of our concerts are presented in our home venue, a church with ramps into the venue. All bathrooms are handicap accessible. There are devices for hearing impaired people. Our programs and our schedules have accessibility symbols. One downside is that our green room for artists is down a flight of stairs, with no elevator. However, should we need to utilize another space for artists on the main floor, we do have one that is accessible.

Please note our schedules and our programs with accessibility symbols.

Our other three venues:

- University of North Florida Fine Arts Center is a modern facility that is completely ADA compliant.
- St. John's Cathedral maintains ramps in numerous locations, ADA compliant restrooms, and elevators where needed.
- St. Augustine Basilica has ramps into the venue and ADA compliant restrooms.

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

### **28. Policies and Procedures**

Yes

No

### **29. Staff Person for Accessibility Compliance**

Yes

No

**29.1 If yes, what is the name of the staff person responsible for accessibility compliance?**

Kathryn Wallis

### 30. 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.

**30.1 If yes, when was the evaluation completed?** 5/1/2020

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

- Yes
- No

#### 31.1 If yes include here:

**Diversity Statement:** Recognizing that the arts and culture are among our most vital tools for bringing diverse people together, the Beaches Fine Arts Series, Inc., seeks to enhance the dimensions of diversity, which include ethnicity, race, age, gender, disability, religion, sexual orientation, marital status, socio-economic considerations and geographic location, throughout all aspects of governance, programming and outreach.

**Non-Discrimination Statement,** placed in the By-Laws as well as in the concert program, adopted 6/12/03: The Beaches Fine Arts Series, Inc. does not discriminate against any individual with regard to race, color, creed, gender, age, disability, sexual orientation, national or ethnic origin.

### 32. Accessibility includes other factors besides physical. What efforts has your organization made to provide programming for all?

Because our concerts are free and open to anyone who would like to attend them, we do not create barriers for people of differing physical or mental capacities. We have welcomed people with autism and other cognitive conditions. On occasion, a facility specializing in memory care will bring a bus to our concerts.

Our educational outreach programs frequently host students "on the spectrum", and they are enriched by the experience.

### 33. Describe the Diversity of your staff, volunteers, and board members.

BFAS maintains a very diverse board. Our Board President is Latina; our Vice President is African American. The Board itself is comprised of 25% African American; 22% Hispanic/Latin; 7% Asian; and 46% white people.

Our Executive Director, due to the success of our programs, was selected to present a speech to **Florida Presenters** about the difficulties encountered and the methods used to diversify our programming and Board development.

Our volunteer corps is also diverse, although we do not maintain a count of those numbers.

Our staff of two people is white.

Annually, our performing artists are extraordinarily diverse. In the upcoming season, we will present 1 African American/Latino chamber orchestra; 1 African British choir; 1 African American Jazz artist; 1 African American organist; 1 largely Asian string quartet; 1 Hispanic pianist; and 1 Native American performer.

## G. Track Record Page 7 of 12

### 34. Fiscal Condition and Sustainability

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.

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Beaches Fine Arts has maintained a balanced budget during its 48 year history, and frequently shows a small surplus which is placed into our endowment. We continue to maintain cash balances of approximately one year's expenses, to cover unexpected expenses, including downturns in the economy.

During the current COVID-19 crisis, we applied for and have received two PPP grants and one CARES Act funding administered by the City of Jacksonville. The past year has been challenging, with the cancellation of concerts and our major fundraising event as well as decline in corporate sponsorships. Our financials show the challenges.

Responsible management by our two person staff is supported by our Executive Board, which focuses on protecting the financial position of future concert seasons. The Finance Committee meets monthly to discuss challenges and report on accomplishments.

We lower operating costs whenever possible and continue to encourage corporate and patron donations.

As the COVID 19 crisis diminishes, we will again rely upon successful fundraising to fund our free concerts and award-winning (FMEA Distinguished Service Award) educational outreach programs. These fundraisers are essential to the health of our organization. With the support of considerable In-Kind donations, BFAS is able to achieve great profits from these events. Due to the COVID-19 crisis, however, our major fundraiser was cancelled for 2020, and has resumed in 2021. We have added an art auction in Spring 2021 in hopes of garnering additional support.

With a limited staff, we benefit from a large cadre of volunteers, and we annually grow our base by forming new relationships and fostering greater awareness of who we are and what we do for our community. Consequently, we are able to successfully complete our programs on an annual basis with the energy of staff, volunteers, loyal inkind and financial support from local businesses, our generous donor base, successful grant awards, and our prudent fiscal management.

The state grant enables us to fulfill our mission to keep our concerts and educational outreach programs free to all people; were the funding to disappear or be reduced, our programs would necessarily also be reduced.

**35. Completed Fiscal Year End Date (m/d/yyyy) \*** 9/30/2020

**36. Operating Budget Summary**

<b>Expenses</b>	<b>Previous Fiscal Year</b>	<b>Current Fiscal Year</b>	<b>Next Fiscal Year</b>
1. Personnel: Administrative	\$121,058	\$121,058	\$121,058
2. Personnel: Programmatic			
3. Personnel: Technical/Production			
4. Outside Fees and Services: Programmatic	\$46,850	\$53,343	\$71,000
5. Outside Fees and Services: Other	\$17,125	\$25,000	\$25,000
6. Space Rental, Rent or Mortgage	\$600	\$3,050	\$3,000
7. Travel	\$234	\$200	\$1,000
8. Marketing	\$6,539	\$8,000	\$8,000
9. Remaining Operating Expenses	\$25,158	\$35,000	\$31,442
<b>A. Total Cash Expenses</b>	<b>\$217,564</b>	<b>\$245,651</b>	<b>\$260,500</b>
<b>B. In-kind Contributions</b>	<b>\$24,298</b>	<b>\$29,783</b>	<b>\$28,944</b>
<b>C. Total Operating Expenses</b>	<b>\$241,862</b>	<b>\$275,434</b>	<b>\$289,444</b>
<b>Income</b>	<b>Previous Fiscal Year</b>	<b>Current Fiscal Year</b>	<b>Next Fiscal Year</b>
10. Revenue: Admissions			
11. Revenue: Contracted Services			
12. Revenue: Other	\$4,819	\$40,000	\$100,000
13. Private Support: Corporate	\$15,600	\$15,000	\$20,000
14. Private Support: Foundation	\$11,295	\$10,000	\$10,000

15. Private Support: Other	\$89,501	\$75,000	\$80,500
16. Government Support: Federal	\$25,200	\$25,220	
17. Government Support: State/Regional	\$12,954	\$16,032	\$15,000
18. Government Support: Local/County	\$59,316	\$86,802	\$35,000
19. Applicant Cash			
<b>D. Total Cash Income</b>	<b>\$218,685</b>	<b>\$268,054</b>	<b>\$260,500</b>
<b>B. In-kind Contributions</b>	<b>\$24,298</b>	<b>\$29,783</b>	<b>\$28,944</b>
<b>E. Total Operating Income</b>	<b>\$242,983</b>	<b>\$297,837</b>	<b>\$289,444</b>

**37. Additional Operating Budget Information - (Maximum characters 500.)**

Use this space to provide the panel with additional detail or information about the operating budget. Please explain any deficits, excess revenue, or major changes to any line items or budget totals. If not applicable, then write "not applicable."

**Line 4:**

19-20 change due to cancellation/reschedule of 2 concerts

20-21 change due to cancellation/reschedule of 6 concerts

**Line 12:**

19-20 change due to cancellation of fundraiser, usually nets 100K

20-21 change due to projection of fewer funds earned for fundraiser

21-22 this projection shows our historically normal fundraising total

**Line 16:**

BFAS received PPP funds 19-20 and 20-21. In 21-22, there will be no Federal funds.

**Line 18:**

BFAS received CARES Act funds through the city of Jacksonville in 19-20 and 20-21 but will not receive those funds in 21-22.



**38. Paid Staff**

- Organization has no paid management staff.
- Organization has at least one part-time paid management staff member (but no full-time)
- Organization has one full-time paid management staff member
- Organization has more than one full-time paid management staff member

**39. Hours \***

- Organization is open full-time
- Organization is open part-time

**40. Does your organization have a strategic or long range plan?**

- Yes
- No

# H. Track\_Record Page 8 of 12

## 41. Rural Economic Development Initiative (REDI) Waiver

Yes

No

## 42. 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.

The expense section contains three columns:

- a. Grant funds (these are the funds you are requesting from the state)
- b. Cash Match (theses are earned or contributed funds supplied by your organization))
- c. In-kind (the value of donated goods and services)

Do not include any non-allowable expenses in the proposal budget. (see non-allowable expenses).

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

### 42.1 Personnel: Administrative \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Executive Director Salary	\$40,000	\$22,064	\$0	\$62,064
2	ED FICA/Medicare salary	\$0	\$4,748	\$0	\$4,748
3	Director of Development Salary	\$0	\$50,393	\$0	\$50,393
4	FICA/Medicare Development/Financial Director	\$0	\$3,855	\$0	\$3,855
<b>Totals:</b>		<b>\$40,000</b>	<b>\$81,060</b>	<b>\$0</b>	<b>\$121,060</b>

42.2

42.3

42.4 Outside Fees and Services: Programmatic \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Performing Artists Fees	\$0	\$73,000	\$0	\$73,000
2	Artists transport, hotel, per diem	\$0	\$20,000	\$0	\$20,000
3	Instrument Maintenance	\$0	\$2,000	\$0	\$2,000
4	Printing	\$0	\$8,000	\$0	\$8,000
5	Concert Receptions	\$0	\$4,000	\$2,000	\$6,000
<b>Totals:</b>		<b>\$0</b>	<b>\$107,000</b>	<b>\$2,000</b>	<b>\$109,000</b>

#### 42.5

#### 42.6 Space Rental (match only) \*

#	Description	Cash Match	In-Kind Match	Total
1	St. Paul's by-the-Sea Office and Venue Rental	\$3,000	\$15,000	\$18,000
2	Saint John's Cathedral Venue Rental	\$0	\$1,000	\$1,000
3	WJCT Studio Rental for fundraiser	\$3,000	\$1,000	\$4,000
4	UNF Lazzara Hall Rental for Children's Program	\$0	\$1,000	\$1,000
5	UNF Robinson Hall Rental for Jazz Concert	\$0	\$1,000	\$1,000
<b>Totals:</b>		<b>\$6,000</b>	<b>\$19,000</b>	<b>\$25,000</b>

#### 42.7 Travel (match only) \*

#	Description	Cash Match	In-Kind Match	Total
1	Professional Development for ED and Dir. Development	\$2,000	\$0	\$2,000
<b>Totals:</b>		<b>\$2,000</b>	<b>\$0</b>	<b>\$2,000</b>

### 42.8 Marketing \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Graphics Designer	\$0	\$5,000	\$1,000	\$6,000
2	Paid Advertising	\$0	\$2,500	\$0	\$2,500
<b>Totals:</b>		<b>\$0</b>	<b>\$7,500</b>	<b>\$1,000</b>	<b>\$8,500</b>

### 42.9 Remaining Proposal Expenses \*

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Fundraising expenses for special events	\$0	\$25,000	\$10,000	\$35,000
2	Office Supplies	\$0	\$5,340	\$0	\$5,340
3	Postage, Computer	\$0	\$5,000	\$0	\$5,000
4	Financial Statement and 990 Prep	\$0	\$4,000	\$0	\$4,000
5	Liability and Instrument Insurance	\$0	\$5,000	\$0	\$5,000
6	Dues and Subscriptions	\$0	\$2,000	\$0	\$2,000
<b>Totals:</b>		<b>\$0</b>	<b>\$46,340</b>	<b>\$10,000</b>	<b>\$56,340</b>

**Amount of Grant Funding Requested: \$40,000**

**Cash Match: \$249,900**

**In-Kind Match: \$32,000**

**Match Amount: \$281,900**

**Total Project Cost: \$321,900**

### 43. Proposal Budget Income:

Detail the expected source of the cash match (middle column) your organization will be using in order to match the state funds (first column) outlined in the expense section. Use the budget categories listed below. Do not include your grant request (first column) or in-kind (third column). Include only income that

specifically relates to the proposal. The Proposal Budget income must equal to the Proposal Budget cash match in the expenses.

**43.1**

**43.2**

**43.3 Revenue: Other \***

#	Description	Cash Match	Total
1	First Coast Dancing with the Stars Revenue	\$100,000	\$100,000
2	Art for the Love of Music Auction	\$5,000	\$5,000
<b>Totals:</b>		<b>\$0</b>	<b>\$105,000</b>

**43.4 Private Support: Corporate \***

#	Description	Cash Match	Total
1	PGA Tour	\$10,000	\$10,000
2	Publix Supermarkets	\$3,000	\$3,000
3	Ameris Bank	\$5,000	\$5,000
4	American Guild of Organists	\$1,500	\$1,500
5	Mayo Clinic	\$3,000	\$3,000
<b>Totals:</b>		<b>\$0</b>	<b>\$22,500</b>

**43.5 Private Support: Foundation \***

#	Description	Cash Match	Total
1	Lazzara Family Foundation	\$5,000	\$5,000
2	Thurston Roberts Foundation	\$3,000	\$3,000
3	Mary M. McDonald Endowment	\$2,900	\$2,900
<b>Totals:</b>		<b>\$0</b>	<b>\$11,900</b>

#	Description	Cash Match	Total
4	Berg Family Foundation	\$1,000	\$1,000
<b>Totals:</b>		<b>\$0</b>	<b>\$11,900</b>

**43.6 Private Support: Other \***

#	Description	Cash Match	Total
1	Individual Donations	\$65,000	\$65,000
2	Concert Offerings	\$8,000	\$8,000
<b>Totals:</b>		<b>\$0</b>	<b>\$73,000</b>

43.7

43.8

**43.9 Government Support: Local/County \***

#	Description	Cash Match	Total
1	Cultural Council of Greater Jacksonville	\$35,000	\$35,000
2	City of Atlantic Beach	\$2,500	\$2,500
<b>Totals:</b>		<b>\$0</b>	<b>\$37,500</b>

43.10

**Total Project Income: \$321,900**

**43.11 Proposal Budget at a Glance**

Line	Item	Expenses	Income	%
A.	Request Amount	\$40,000	\$40,000	12%
B.	Cash Match	\$249,900	\$249,900	78%
	Total Cash	\$289,900	\$289,900	90%
C.	In-Kind	\$32,000	\$32,000	10%
	Total Proposal Budget	\$321,900	\$321,900	100%

#### **44. Additional Proposal Budget Information (optional)**

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.

---

3.3 Art auction is a new endeavor and is still in development.

3.4 Private support: Corporate varies annually, although the listed businesses normally give at the levels indicated. Ameris Bank will be a new sponsor, and that application will be delivered in July.

BFAS In-Kind is \$62,000 per year, but with your formula, the amount is reduced considerably.

# 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 DAC 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.

## 45. Required Attachment List

Please upload your required attachments in the spaces provided.

45.1

### Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
2021 Substitute W9.pdf	33 [KB]	5/26/2021 12:20:03 PM	<a href="#">View file</a>

## 46. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
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File	Title	Description	Size	Type	View (opens in new window)
BFAS-2021- CBrassProgram- FULL.pdf	This attachment is a sample program for Canadian Brass, held at Florida Theatre. Please note recognition on page 5 and 18 of State of Florida, DCA and back cover for disability icons.		1754 [KB]		View file
2021-2022 BFASConcerts.pdf	Attached is the 49th annual season of free concerts. Please note recognition of DCA and accessibility symbols.		3342 [KB]		View file
2020-21 BFAS Virtual Educational Outreach.pdf	Due to the pandemic, BFAS created a VIRTUAL Educational Outreach Program reaching North Florida Elementary Schools. Because of popularity, BFAS plans to continue these programs in the future.		3574 [KB]		View file
2020-21 End of Season Survey.pdf	Attached is the BFAS Annual Season Survey for 2020-21. It will be sent to our contact list by June 15.		51 [KB]		View file
2020-21 Educational Programs Teachers Survey.pdf	Attached is the 2020-21 Educational Outreach Survey, sent to teachers who participated from over 25 schools. These survey responses are incomplete because the survey was just sent out on May 22.		82 [KB]		View file
Wilkes Letter of Support 2021_BFA.pdf	This letter of support from Meaghan Wilkes, elementary school teacher at a Title 1 Duval County school, praises the BFAS virtual education offerings during the past year.		473 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
SupportLetter.pdf	This letter of support from Mittie Jordan describes how she encountered our series, even though she lives in Ohio. She has become a fan.		773 [KB]		View file

**46.1**

## **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.

### **47. 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

In accordance with Section 215.97(2)(a) and 215.97(8)(a), Florida Statutes, and the policies and procedures established by the Division of Arts and Culture, the grantee is required to certify annually if your organization with FEIN (insert FEIN here) expended \$750,000 or more from all combined state sources and all combined federal sources during your organization's fiscal year. If your organization has exceeded the threshold of \$750,000, your organization will be required to comply with the Florida Single Audit Act. You will be required to complete a separate certification form in [dosgrants.com](https://dosgrants.com) following the close of your fiscal year.

### 48. Florida Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with Section 215.197, Florida Statutes, Florida Single Audit Act and the policies and procedures established by the Division of Arts and Culture.

# L. Review & Submit Page 12 of 12

## 49. 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.

## 50. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Beaches Fine Arts Series, 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.

### 50.1 Signature (Enter first and last name)

Kathryn Wallis

