

Teatro Avante, Inc.

Project Title: 36th International Hispanic Theatre Festival of Miami

Grant Number: 23.c.pr.142.308

Date Submitted: Sunday, May 30, 2021

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: 2023-2024 Specific Cultural Project Grant Guidelines

Application Type

Proposal Type: Discipline-Based


Funding Category: Level 1

Discipline: Professional Theatre

Proposal Title: 36th International Hispanic Theatre Festival of Miami

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. **Organization Name:** Teatro Avante, Inc. 
- b. **DBA:** N/A
- c. **FEID:** 59-2255544
- d. **Phone number:** 305.984.8877
- e. **Principal Address:** 744 S.W. 8th St., 2nd Floor Miami, 33130-3311
- f. **Mailing Address:** 744 S.W. 8th St., 2nd Floor Miami, 33130-3311
- g. **Website:** www.teatroavante.org
- h. **Organization Type:** Nonprofit Organization
- i. **Organization Category:** Other
- j. **County:**
- k. **DUNS number:** 829424589
- l. **Fiscal Year End Date:** 12/31

1. Grant Contact *

First Name

Mario Ernesto

Last Name

Sanchez

Phone 305.445.8877

Email marioernesto@teatroavante.org

2. Additional Contact *

First Name

Belen

Last Name

Castres White

Phone 786.587.8386

Email belen@teatroavante.org

3. Authorized Official *

First Name

Mario Ernesto

Last Name

Sanchez

Phone 305.445.8877

Email marioernesto@teatroavante.org

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

Organization - Nonprofit

4.2 Institution Type

Performing Group

4.3 Applicant Discipline

Theatre

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)

9. Professional Theatre

Yes (required for eligibility)

No

D. Quality of Offerings Page 4 of 12

10. Applicant Mission Statement - (500 characters) *

To preserve, further develop, and enhance our Hispanic cultural heritage through the creation and presentation of universal theatre and educational programs, and to participate in the artistic growth and expansion of worldwide theatre by presenting an outstanding artistic and educational program through Teatro Avante's annual award-winning International Hispanic Theatre Festival of Miami.

11. Project 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.

The 36th IHTF will take place on July 14-31, 2022. Adrienne Arsht Center's Carnival Studio Theater, Miami-Dade County Auditorium's On.Stage Black Box Theatre and the Key Biscayne Community Center are the venues that will showcase 6 to 10 of some of the best productions from Latin America, Europe, and the United States. The IHTF brings together playwrights, directors, actors, designers, scholars, presenters, festival directors, researchers, and other theatre specialists, but most importantly, it provides South Florida audiences with the opportunity to experience our Hispanic cultural heritage with high artistic quality theatre. As part of our commitment to our mission, we provide an educational component that includes post-performance forums, theatre directors' roundtable, and workshops. These events are free and open to the public.

The IHTF will celebrate the popular International Children's Day on Sunday, July 24, 2022, at Miami-Dade County Auditorium, centrally located in Little Havana. This is an admission-free event for the entire family with the goal of providing an interactive artistic and educational encounter designed to enable children to develop their creativity and imagination through the performing arts. Activities include workshops in acting, painting, puppetry and music-percussion, recreational activities such as arts and crafts, face-painting, and train rides, concluding with the performance of an international professional children's theatre company. The young audience will be able to interact with company members at the conclusion of the performance during a Q & A session. It is also our goal to develop a new generation sensible to the arts that perhaps will foster future artists and audiences.

11.1 Project 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.

* Acquiring a permanent home continues, but it has been very difficult due to the cancellation or

strict requirements of capital investment programs available.

* To continue commission, produce, and present new works that reflect our multi-cultural community. Another new play has been commissioned to premiere July 2022.

Outstanding thought-provoking playwrights who strive to educate and bring to light society's pitfalls, reveal conflicts, humanize, and confront.

* To continue being a collaborative part in the cultural evolution of Miami to become the capital of Latino theatre in the U.S. and a cultural link between Europe and Latin America.

We craft an annual season that is well balanced while highlighting the work of the best Hispanic playwrights, coupled with our region's best playwrights, actors, designers, and composers.

The "kick-off" for the award-winning 36th International Hispanic Theatre Festival of Miami will take place on June 23, 2022, at the Miami-Dade County Auditorium at the Poster Unveiling and Meet the Artist reception. Both official posters (Festival & International Children's Day) are commissioned pieces that have become collectors' items. And since 2017, we are allowing the creation of the International Children's Day poster to a grateful patient from Nicklaus Children's Hospital. Attendees are introduced to the 36th IHTF program.

11.2 Project 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"

* To provide residents and visitors, perhaps for the first time, opportunities to experience theatre works from their country of origin.

* To always improve the artistic quality of our productions by identifying the best artists in Miami at our world premiere, and the best companies at the IHTF.

* To present some of the best theatre companies from Latin America, Europe, and the United States at the IHTF. We look for the style of play and message of emerging, contemporary, and/or adaptations of classical plays, nationalities, and cultures represented in the work. And adaptability for bilingual performances and touring.

* To celebrate International Children's Day, a full day, admission-free event for the entire family, at the Miami-Dade County Auditorium. In 2019 attendance was approximately 600.

* To position Miami-Dade County as the link between Europe and Latin America, and to contribute with efforts to become the cultural capital of Iberoamerican theatre.

11.3 Project 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.

PAD to attend the Iberoamerican Theatre Festival in Cadiz, Spain, and the Festival A Mil, Santiago, Chile, to see productions that have applied.

Selection of productions/companies to be presented the following year.

Confirm if selections are ready to tour, visa requests, technical coordination, lighting designs, production needs, such as sets, props, and other needs.

Marketing and social media schedule. Confirmation of hotel & restaurants for international groups.

Coordination of local transportation, airfares. Printing of posters, brochure, and program.

Poster Unveiling Reception & Meet the Artist. Finalize program for distribution at the Festival.

In July the Festival begins. Performances at the Adrienne Arsht Center, Miami-Dade County Auditorium and Key Biscayne Community Center.

Very popular forums immediately after each play opening with audience participation.

Theatre directors' roundtable.

Celebration of International Children's Day. A day of activities for the entire family. Arts & crafts, workshops (painting, puppetry, music, and percussion). The day ends with a performance of a children's play, presented by an internationally children's theatre company.

11.4 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.

Adrienne Arsht Center - Space & Marketing/PR/Adv.

Miami-Dade County Auditorium - Space & Marketing/PR/Adv.

Key Biscayne Community Center - Space & Marketing/PR/Adv.

Marriott, Biscayne Bay Miami - discounted rooms/breakfast.

Versailles Restaurant - discounted meals.

Camilas Restaurant - discounted meals.

Ministry of Culture, Uruguay - airfares

Consulate of Chile - marketing/reception/adv.

Consulate of Mexico - marketing/adv.

NuPress - discounted printing

Univision 23 - interviews and publicity

Diario Las Americas - publicity/interviews

El Nuevo Herald - publicity/interviews

We took a leadership role in the Theatre League of South Florida and in La Red (Network of International Cultural Promoters and Presenters of Latin America and the Caribbean), and have collaborated with other major non-profit organizations, such as the Adrienne Arsht Center for the Performing Arts, Miami-Dade County Auditorium, Miami Dade College, National Black Theatre Festival, Florida Dance Festival, Spanish Cultural Center, Cultural Institute of Mexico, Diaspora Arts Coalition, Broward Center for the Performing Arts, Miami-Dade Public Libraries, Parks and Recreation Dept. and Key Biscayne Community Center. We have presented our work to thousands of elementary, middle, and high school students in Miami-Dade County's public and private schools through the Division of Life Skills and Special Projects' nationally recognized outside agency theatre program.

Avante has gone beyond the typical role of a Miami-based theatre company. We strive to present works that arouse emotion, explore history, expand horizons, denounce abuse, wards of poverty, and inspire love, while also entertain on stage... educating through theatre. We continue to present our best work to all audiences, performing since 1995 with English supertitles, and participate in the development of Miami-Dade County's performing arts community and the local theatre movement.

Teatro Avante was chosen by the Adrienne Arsht Center for the Performing Arts Trust (PACT) as the Hispanic-American artistic organization to represent the needs, perspectives, resources, and cultural heritage of Miami-Dade County's Hispanic American arts organizations and their audiences.

12. 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?

Audience surveys are conducted through the following methods:

- A bilingual, simple eight-question survey is distributed to audiences and collected at the end of each performance. Through this questionnaire, we are able to gather information on demographics, how they learned about the IHTF, preferences and contact information.
- As part of our educational component, post-performance forums are conducted during the IHTF. During this open mic forums, audiences openly discuss the performance and evaluate the IHTF itself. These comments are noted and seriously considered for the future.

Next year, our survey will be revised and transferred into a digital format, so that we may obtain more information and in a more effective way.

Through our participation in the Golden Tickets (elderly) and Culture Shock (youth) programs, along with our discounted tickets for the special needs community, seniors, and students, we are able to know how we are reaching this population.

Achievement of objectives are measured by the following:

- New and increased funding sources from private and public sectors.
- Additional local, national, and international print, radio, and television coverage which includes reviews and interviews.
- Audience participation: an increase in ticket sales to include multi-ethnic/nationalities audiences; (our productions and some IHTF performances are presented with supertitles in English).
- Letters/comments of support from partner organizations and collaborators.
- Support from the Embassy's and Consular community and foreign cultural dignitaries.
- Additional performances of Avante's productions in other cities and increased invitations to represent South Florida at national and international theatre festivals.
- Increased international theatre companies wishing to participate at our event.

12.1 Artist Projects only

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

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.

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

11

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

23

15. How many Adults will participate in the proposed events?

4,600

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

200

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

350

18. 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.

18.1 Number of artists directly involved?

65

18.2 Number of Florida artists directly involved?

20

Total number of individuals who will be engaged?

5215

19. How many individuals will benefit through media?

0

20. 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.

20.1 Race Ethnicity: (Choose all that apply) * Hispanic or Latino

20.2 Age Ranges (Choose all that apply): * Adults (25-64 years)
 Older Adults (65+ years)

20.3 Underserved/Distinct Groups: * Individuals below the Poverty Line
 Individuals with Limited English Proficiency

21. Describe the demographics of your service area.

Our programs have grown in depth and sophistication in the past several years while we continue to strengthen our ties in the community. Through our growth as professionals, we have entered an international dialogue regarding the artist/community interaction. This is no easy task in an urban area home of almost three million residents (approx. 70% Hispanic, 15% Afro-American, 15% White non-Hispanic,). These statistics are rapidly changing but offer a current view of our community’s complexity. Our programs consciously reflect the cultural profile of Miami’s Hispanic community.

As an artist-driven organization, one of our main motivations is to create an environment where Florida artists can work and flourish. During our forty-one years as a company, we have employed many artists. Increasingly, our company has been asked to represent the U.S. at international theatre festivals. We have performed in Latin America, Europe, and the U.S.

With the same mission since 1979, Avante is also the producer and presenting organization of the annual International Hispanic Theatre Festival of Miami since its establishment in 1986, winner of the

“Lorca”, “Ollantay” and “Atahualpa del Cioppo” awards in Spain, the “Kusillo” award in Bolivia and “UCSUR” in Perú.

Avante has gone beyond the typical role of a Miami-based theatre company. We strive to present our best artistic work to as many audiences as possible and participate in the development of South Florida’s performing arts community and the local theatre movement.

22. 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.

We are desperately still trying to attract the younger generation, but without the efforts of parents and teachers, it's difficult. We present at least one play dealing with youth themes.

Our audience expects the arrival of the Festival and is eager to experience our presentations from Latin America, Spain, and the U.S. Miami has grown into a multi-national metropolis and the Festival always caters to residents and visitors of several nationalities.

The IHTF remains the only festival of its kind in the U.S. We are unique in that we present from 6 to 10 theatre companies from Latin America and Spain within the three weeks period of the Festival, in one of the most diversified cities in the U.S.

23. 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.

Miami-Dade

24. 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.

Broward

Miami-Dade

Monroe

25. 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.

Teatro Avante does not believe in virtual programming. Our theatre, since 1979, has been one that requires a physical audience we can hear breathing, and of course, their applause. And our audience needs to see the actor, feel their emotions, and bring them to tears or laughter.

We are not television. However, should we need to cancel the festival once again due to Covid-19, then we will convert our rehearsal space into a television set and instead of Hallmark, we will become Avante's Hall of Fame.

26. 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.

Miami-Dade County's nonprofit arts and cultural organizations represent a significant business industry in Miami-Dade County--one that generates almost \$1.1 billion in local economic activity, an almost 17% increase over the last study released five years ago. This spending--\$673.95 million by nonprofit arts and cultural organizations and an additional \$402.2 million in event-related spending by their audiences--supports 29,792 full-time equivalent jobs.

Attendance at cultural events also shows an increasing trend, demonstrating that Miami-Dade's audiences are growing, representing over 13.5 million cultural attendees annually as compared to 12.7 million 5 years ago when the last study was conducted. These results put Miami-Dade County among the top tier of comparable metropolitan areas and demonstrate how the arts are effective catalysts for strengthening the economy and making Miami-Dade County more competitive nationally for business, tourism, and the arts.

Teatro Avante's International Hispanic Theatre Festival of Miami proudly feels a part of these statistics since 1986 when the festival began.

27. Marketing and Promotion

27.1 How are you marketing and promoting your organizations offerings? *

Brochures

Collaborations

Direct Mail

Email Marketing

Magazine

Newspaper

Radio

Organic Social Media

Paid Social Media

Television

27.2 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?

The IHTF promotes South Florida as a center of vibrant regional, national and international cultural and artistic programming. Our strategic marketing plan is as follows:

- Press releases are sent to all Spanish and English media outlets
- A pocket-size IHTF brochure is widely distributed and available at all venues.
- Posters – An internationally renowned artist is commissioned to create the official poster for the IHTF. The poster is unveiled at the Poster Unveiling and Meet the Artist reception in June. This free event is the kick-off event and receives extensive media coverage, thereby creating “the buzz”. Posters are free to audiences and distributed around the world, decorating theatres, offices, and public places. Since 2017, in collaboration with the Nicklaus Children's Hospital, the International Children's Day poster is created by a grateful patient.

. "Save The Date" materials are email blasted and posted on social media and our website.

- Festival program – The comprehensive bilingual program is distributed at all performances, featured on our website, and included in our “welcome bags,” to all festival participants. The program is distributed locally and throughout Latin America and Europe.
- Full-color postcard – International Children’s Day (ICD). As part of our community outreach, these cards are distributed to elementary schools in the area and over 20 day-care centers in Little Havana, along with an ICD poster. The postcard will also be email blasted.
- E-mail blasts - An email is created for the entire program and one for each production. They are sent to our local, national, and international database of more than 5,000. Recipients include all media outlets, patrons, and friends of the IHTF, collaborating partners, sponsors, consulates, academia, and cultural organizations. This form of communication has proven to be our best marketing/publicity tool. All recipients are asked to “share” the information.
- Our web site, www.teatroavante.org, is visited by thousands and links with several other sites related to Teatro Avante. Our site is simple to navigate and clearly details all of the activities of the IHTF and other Avante programs. It is also linked to our most important sponsors.
- Social media – Teatro Avante is on Facebook with the limit, 5,000 friends. However, we contract with Constant Contact for a much larger list of emails. We continuously post all IHTF events, interviews, and reviews.
- Television: The major Hispanic television stations, 23Univision, Unimas, Univision America, along with local cable channels such as Mega TV, and America TV provide coverage and support.
- Radio stations: All Univision radio stations provide coverage and support: Radio Mambi 710AM, MIX 98.3, Amor 107.5, and Univision Deportes Radio 1140 AM.
- The Adrienne Arsht Center for the Performing Arts is one of the venues. We are featured in Arsht's summer brochure. This brochure is mailed, emailed, and posted on their website and social media, reaching approx. 1M households in South Florida. The Arsht also email blasts several times the summer program that includes the IHTF.
- Printed media: extensive coverage of the IHTF will be featured in print media and prestigious theatre magazines such as:
U.S. - The Miami Herald, El Nuevo Herald, Diario Las Américas, Miami New Times, Miami Today, Coral Gables Magazine. American Theatre and Linden Lane (New York), Latin American Theatre Review (University of Kansas).
Foreign- newspapers and magazines of the participating countries, such as Argentina, Chile, Colombia, Ecuador, Mexico, Spain, Uruguay, and others.

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

28. 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.

Teatro Avante abides by the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973, as amended.

As applicants to the Miami-Dade County Department of Cultural Affairs, we are required to comply with the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973, as amended. These laws prohibit discrimination against individuals with disabilities and require effective communication and reasonable accommodations for individuals with disabilities to attend and participate in funded programs open to the public.

All our venues, Adrienne Arsht Center, Miami-Dade County Auditorium, and the Key Biscayne Community Center abide by the Americans with Disabilities Act (ADA) and Section 504 of the Rehabilitation Act of 1973, as amended.

Accessibility symbols in our printed materials are displayed, and Avante's productions are presented with supertitles in English for the benefit of the non-Spanish speaker and the hearing impaired. We participate in the Miami-Dade County Cultural Affairs Council's Golden Ticket (elderly) and Culture Shock (youth) Miami outreach programs (www.CultureShockMiami.com).

And our programs include the following paragraph: "The International Hispanic Theatre Festival of Miami offers wheelchair accessibility at all venues. Some productions are performed with English supertitles. To request materials in an accessible format, sign language interpreters, and/or any disability accommodation, please contact us at 305. 445-8877 or write to belen@teatroavante.org at least five days prior to the event. TTY users may also dial 711 (Florida Relay Service)."

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

29. Policies and Procedures

Yes

No

30. Staff Person for Accessibility Compliance

Yes

No

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

Belen Castres White

31. 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.

31.1 If yes, when was the evaluation completed? 1/1/2021

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

Yes

No

32.1 If yes include here:

TEATRO AVANTE celebrates equity, diversity, and inclusiveness. We embrace these pillars of excellence as crucial to healthy people and healthy communities. Avante believes that its core values are strengthened when all members have a voice and are encouraged to contribute. Every member of humanity has a contribution to make to the whole. It is our duty to encourage and promote that contribution. Equity, diversity, and inclusion are an active process that requires continuous commitment to promote healthy people, healthy communities and the overall success of present and future generations.

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

Accessibility is a broad topic that ranges from abstract legal rulings to specific coding guidelines. The industry-standard guidelines for web content accessibility are organized about four principles: perceivable, operable, understandable, and robust.

The Festival is being held at venues that cover all four. Adrienne Arsht Center, Miami-Dade County Auditorium, and Key Biscayne Community Center's websites cater to the blind, deaf, low vision, and color blind, make completing tasks easy; all texts are clearly written and all of the interactions are easy to understand, and developed with the best practices.

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

Staff, volunteers, and board members are mainly English and Spanish-speaking Hispanic-Americans, 50/50 women and men, age range from 25 to 75. They are from different social and ethnic backgrounds and of different genders, and sexual orientations. Several countries (of origin) are represented in our mix. Equality and diversity should be supported for their own sake.

We are a pretty diversified group, defined mainly by high artistic talent and intense interest to do our best in all positions.

G. Track Record Page 7 of 12

35. 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.

Avante consistently checks and balances budgets. Our fiscal condition is healthy. We are debt-free and expenses are usually not incurred unless we have the funds.

We have a mandate to constantly balance money and mission while collecting and sharing data on social and financial performance. We have limited finance staff and usually struggle to make ends meet. We have always wished to do more but our limited finances do not allow such a pleasure.

Covid-19 changed everything and forced a worldwide work-from-home culture, especially in the non-profit world, and with it, a chance to hit the reset button on how we think about sustainability and work.

36. Completed Fiscal Year End Date (m/d/yyyy) * 12/31/2020

37. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$58,906	\$54,000	\$54,000
2. Personnel: Programmatic	\$71,835	\$75,000	\$75,000
3. Personnel: Technical/Production	\$40,089	\$45,000	\$45,000
4. Outside Fees and Services: Programmatic		\$1,800	\$1,800
5. Outside Fees and Services: Other	\$1,358	\$20,000	\$22,000
6. Space Rental, Rent or Mortgage	\$76,877	\$60,000	\$60,000

7.	Travel	\$42,119	\$24,000	\$24,000
8.	Marketing	\$41,571	\$18,000	\$24,000
9.	Remaining Operating Expenses	\$70,415	\$50,200	\$55,200
A.	Total Cash Expenses	\$403,170	\$348,000	\$361,000
B.	In-kind Contributions	\$47,817	\$75,000	\$75,000
C.	Total Operating Expenses	\$450,987	\$423,000	\$436,000
	Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10.	Revenue: Admissions	\$56,500	\$56,500	\$66,500
11.	Revenue: Contracted Services		\$10,000	\$10,000
12.	Revenue: Other		\$5,000	\$5,000
13.	Private Support: Corporate	\$62,355	\$50,000	\$30,000
14.	Private Support: Foundation	\$52,500	\$21,000	\$30,000
15.	Private Support: Other	\$5,065	\$5,000	\$3,000
16.	Government Support: Federal	\$25,000	\$30,000	\$30,000
17.	Government Support: State/Regional	\$25,000	\$25,000	\$25,000
18.	Government Support: Local/County	\$176,750	\$145,500	\$161,500
19.	Applicant Cash			
D.	Total Cash Income	\$403,170	\$348,000	\$361,000

B. In-kind Contributions	\$47,817	\$75,000	\$75,000
<hr/>			
E. Total Operating Income	\$450,987	\$423,000	\$436,000

38. 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."

No deficit.

39. 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

40. Hours *

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

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

- Yes
- No

H. Track_Record Page 8 of 12

42. Rural Economic Development Initiative (REDI) Waiver

Yes

No

43. 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).

43.1 Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	PAD	\$0	\$30,000	\$0	\$30,000
2	Adm. Assist.	\$12,000	\$12,000	\$0	\$24,000
Totals:		\$12,000	\$42,000	\$0	\$54,000

43.2 Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Fees	\$0	\$75,000	\$0	\$75,000
Totals:		\$0	\$75,000	\$0	\$75,000

43.3 Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Tech. Dir.	\$5,000	\$20,000	\$0	\$25,000
2	Tech Crew	\$8,000	\$12,000	\$0	\$20,000
Totals:		\$13,000	\$32,000	\$0	\$45,000

43.4 Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Supertitles English	\$0	\$1,800	\$0	\$1,800
Totals:		\$0	\$1,800	\$0	\$1,800

43.5 Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Translations	\$0	\$6,000	\$0	\$6,000
2	Photography	\$0	\$6,000	\$0	\$6,000
3	Video	\$0	\$10,000	\$0	\$10,000
Totals:		\$0	\$22,000	\$0	\$22,000

43.6 Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Venues Rental	\$60,000	\$35,000	\$95,000
Totals:		\$60,000	\$35,000	\$95,000

43.7 Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	International Travel	\$21,000	\$25,000	\$46,000
Totals:		\$24,000	\$25,000	\$49,000

#	Description	Cash Match	In-Kind Match	Total
2	In-Country	\$3,000	\$0	\$3,000
Totals:		\$24,000	\$25,000	\$49,000

43.8 Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Adv./Printing	\$0	\$14,000	\$15,000	\$29,000
2	Web.Support	\$0	\$10,000	\$0	\$10,000
Totals:		\$0	\$24,000	\$15,000	\$39,000

43.9 Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Insurance	\$0	\$1,000	\$0	\$1,000
2	Utilities	\$0	\$9,000	\$0	\$9,000
3	Supplies/Mat.	\$0	\$5,200	\$0	\$5,200
4	Educ.Comp.	\$0	\$5,000	\$0	\$5,000
5	Prod.Exp.	\$0	\$35,000	\$0	\$35,000
Totals:		\$0	\$55,200	\$0	\$55,200

Amount of Grant Funding Requested: \$25,000

Cash Match: \$336,000

In-Kind Match: \$75,000

Match Amount: \$411,000

Total Project Cost: \$436,000

44. 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.

44.1 Revenue: Admissions *

#	Description	Cash Match	Total	
1	Admissions	\$66,500	\$66,500	
Totals:		\$0	\$66,500	\$66,500

44.2 Revenue: Contracted Services *

#	Description	Cash Match	Total	
1	Performance Fees	\$10,000	\$10,000	
Totals:		\$0	\$10,000	\$10,000

44.3 Revenue: Other *

#	Description	Cash Match	Total	
1	Revenue Individual	\$5,000	\$5,000	
Totals:		\$0	\$5,000	\$5,000

44.4 Private Support: Corporate *

#	Description	Cash Match	Total	
1	UAAF/Toy/Global	\$10,000	\$10,000	
2	U.S.Century Bank	\$5,000	\$5,000	
3	Spanish Cultural Center	\$5,000	\$5,000	
4	Consulate General of Uruguay	\$5,000	\$5,000	
5	Mexican Cultural Institute	\$5,000	\$5,000	
Totals:		\$0	\$30,000	\$30,000

44.5 Private Support: Foundation *

#	Description	Cash Match	Total	
1	Key Biscayne Community Foundation	\$2,500	\$2,500	
2	Funding Arts Network	\$10,000	\$10,000	
3	The Miami Foundation	\$10,000	\$10,000	
4	Marlins Foundation	\$7,500	\$7,500	
Totals:		\$0	\$30,000	\$30,000

44.6 Private Support: Other *

#	Description	Cash Match	Total	
1	Private Support	\$3,000	\$3,000	
Totals:		\$0	\$3,000	\$3,000

44.7 Government Support: Federal *

#	Description	Cash Match	Total	
1	NEA	\$30,000	\$30,000	
Totals:		\$0	\$30,000	\$30,000

44.8

44.9 Government Support: Local/County *

#	Description	Cash Match	Total	
1	MDC-DCA	\$125,000	\$125,000	
2	Village of Key Biscayne	\$1,500	\$1,500	
3	MDC Auditorium	\$35,000	\$35,000	
Totals:		\$0	\$161,500	\$161,500

44.10

Total Project Income: \$436,000

44.11 Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$25,000	\$25,000	6%
B.	Cash Match	\$336,000	\$336,000	77%
	Total Cash	\$361,000	\$361,000	83%
C.	In-Kind	\$75,000	\$75,000	17%
	Total Proposal Budget	\$436,000	\$436,000	100%

45. 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.

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.

46. Required Attachment List

Please upload your required attachments in the spaces provided.

46.1

Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
DCA.W9 2020 SIGNED (3).pdf	647 [KB]	5/30/2021 6:44:54 PM	View file

47. Support materials (required)

File	Title	Description	Size	Type	View (opens in new window)
XXXIV - IHTF - Poster.2019.pdf	XXXIV - IHTF - Poster		4589 [KB]		View file

File	Title	Description	Size	Type	View (opens in new window)
XXXIV - IHTF - Program.Cover.2019.jpg	XXXIV - IHTF - Program Cover		2090 [KB]		View file
XXXIV - IHTF - Poster.ICD.Julissa.2019.jpg	XXXIV - IHTF - Children's Poster		36905 [KB]		View file
XXXIV - IHTF - Brochure.2019.pdf	XXXIV - IHTF - Brochure		6384 [KB]		View file
XXXIV - IHTF - ICD.Key.Biscayne.Community.Center.5.19.docx			131 [KB]		View file
TEAXXIV - ICD.POSTCARD FINAL (2).pdf	XXXIV - IHTF - ICD.Postcard		1554 [KB]		View file

47.1

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.

48. 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 following the close of your fiscal year.

49. 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

50. 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.

51. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Teatro Avante, 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.

51.1 Signature (Enter first and last name)

Mario Ernesto Sanchez

