

Miami International Ballet Competition Inc.

Project Title: Miami International Ballet Competition

Grant Number: 25.c.pr.101.141

Date Submitted: Thursday, June 15, 2023

Request Amount: \$25,000.00

A. Cover Page Page 1 of 12

Guidelines

Please read the current Guidelines prior to starting the application: **Specific Cultural Project Grant Guidelines**

Application Type

Proposal Type: Discipline-Based


Funding Category: Level 1

Discipline: Dance

Proposal Title: Miami International Ballet Competition

B. Contacts (Applicant Information) Page 2 of 12

Applicant Information

- a. Organization Name: Miami International Ballet Competition Inc. 
- b. DBA:
- c. FEID: 46-3963226
- d. Phone number: 305.948.4777
- e. Principal Address: 15939 Biscayne Blvd North Miami Beach, 33160
- f. Mailing Address: 15939 Biscayne Blvd North Miami Beach, 33160
- g. Website: www.miamiibc.org
- h. Organization Type: Nonprofit Organization
- i. Organization Category: Cultural Organization
- j. County: MiamiDade
- k. UEI: FV4ZDKHWKMU8
- l. Fiscal Year End Date: 12/31

1. Grant Contact *

First Name

Ruby

Last Name

Issaev

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2. Additional Contact *

First Name

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Last Name

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3. Authorized Official *

First Name

Vladimir

Last Name

Issaev

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4. National Endowment for the Arts Descriptors

4.1. Applicant Status

Organization - Nonprofit

4.2. Institution Type

Fair/Festival

4.3. Applicant Discipline

Dance

C. Eligibility Page 3 of 12

1. What is the legal status of your organization?

- Florida Public Entity
- Florida Nonprofit, Tax-Exempt

2. 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

3. Project start date: 7/1/2024 - Project End Date: 6/30/2025 *

- Yes (required for eligibility)
- No

4. 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

1. Applicant Mission Statement - (500 characters) *

To create an opportunity for young dancers from different cultures and countries to share their knowledge and passion for dance. In a positive, competitive atmosphere, these artists will gain confidence, develop friendships and connections, and become the chief protagonists in the development of their own futures.

2. 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 Miami International Ballet Competition (MIBC) is an internationally renowned event that brings together young dancers from diverse cultures and countries, providing them with a unique platform to showcase their talent, foster cultural exchange, and further their artistic development.

Scheduled to take place from January 14 to 19, 2025, at the Julius Littman North Miami Beach Performing Arts Theater, the MIBC is now in its seventh edition. The competition attracts participants from around the world, as well as from various states within the US, who come together in Miami to share their passion for dance and engage in a positive and competitive atmosphere.

The core component of the MIBC is a five-day event that includes a ballet competition, workshops, and masterclasses. In 2025, we anticipate over 200 competitors, who will receive training from respected international ballet masters. Additionally, they will have the opportunity to compete for cash awards and scholarships to prestigious schools and summer programs both nationally and internationally.

One of the highlights of the competition is the presence of a highly respected panel of international jurors, who offer valuable feedback to the participants and serve as a direct draw for students seeking apprenticeships and contract offers from professional companies. Even local dancers who choose not to participate in the competition can still benefit from the masterclasses which are open to the public.

MIBC promotes accessibility and engagement with the wider community. Therefore, the event is free and open to the public, attracting Miami's general audience to experience a first-class performance on the closing evening. This special showcase features international guest stars, MIBC competition medalists, and local invited dance companies, captivating audiences and creating a memorable dance experience.

The event has become a significant attraction for visitors to South Florida, as competitors, their families, coaches, and teams travel to our state to participate in this occasion, making North Miami Beach a vibrant ballet tourist destination. Moreover, the event supports local businesses and dance-related enterprises. Participants, their teams, and audiences contribute to the local

economy by staying in hotels, dining at restaurants, and shopping at local stores and dance retailers.

2.1. Project Goals (2000 characters)

Please list at least three goals associated with the project or program 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.

1. Cultivating Global Collaboration: Our primary goal is to create an exceptional platform for young dancers from diverse cultures and countries to share their knowledge, passion, and unique dance traditions. Through the Miami International Ballet Competition 2025, we aim to foster a collaborative environment that transcends borders, facilitating cultural exchange and the forging of lifelong connections among participants.

2.-Empowering Artistic Futures: We are dedicated to identifying and nurturing exceptional talent, providing expert advice, and offering unparalleled opportunities for the development of young artists. By bringing together acclaimed ballet professionals as jurors and conducting intensive workshops and masterclasses, we aim to empower participants with the knowledge, skills, and guidance needed to shape their artistic futures.

3.- Showcasing Talent to Global Audiences: The Miami International Ballet Competition serves as a prestigious platform for aspiring dancers to showcase their talents to international audiences. With a commitment to accessibility, we provide free admission to the closing evening performance, where participants share the stage with renowned international ballet stars. This unparalleled exposure helps participants gain visibility, expand their networks, and open doors to future opportunities.

Through these three goals, the Miami International Ballet Competition 2025 strives to create a transformative experience for young dancers, fostering collaboration, empowering their artistic journeys, and providing a global stage for talent to shine.

2.2. 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"

1.- Cultivating Global Collaboration:

a) Foster an atmosphere of inclusive and constructive cooperation among participants, their coaches, and the panel of experts, promoting cultural exchange and admiration for different dance traditions.

b) Enhance participants' skills through four days of intensive workshops and masterclasses in classical ballet and contemporary dance, providing measurable progress in technical proficiency and artistic expression.

c) Facilitate knowledge sharing by inviting international ballet masters and contemporary dance experts to conduct sessions, imparting their expertise to the youth interested in ballet.

2.- Empowering Artistic Futures:

a) Award scholarships to the most prestigious dance programs worldwide, ensuring access to high-quality training and education for talented participants, while also measuring the impact of the scholarships on their artistic growth.

b) Create professional opportunities by facilitating connections with renowned ballet companies and dance groups, offering apprenticeships, contracts, or performance opportunities to exceptional participants, thereby enabling their career advancement.

c) Provide personalized advice and mentorship to identified talents, guiding them in their future career paths within the dance industry, including recommendations for further training, networking, and artistic development.

3.- Showcasing Talent to Global Audiences:

a) Encourage youth engagement in the arts by fostering a platform that inspires and motivates young dancers to pursue their passion, contributing to the growth of the artistic community and ensuring the continuity of the art form.

b) Offer free-of-charge opportunities for audiences to experience the artistic performances of talented youth, providing access to diverse dance styles and promoting audience appreciation and support for emerging artists.

c) Create memorable experiences for participants and audiences by inviting international ballet stars to the State of Florida, facilitating collaborations where youth dancers share the stage with renowned professionals, enriching the cultural landscape, and providing exceptional performances for audiences to enjoy.

2.3. 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.

Workshop and Master Classes:

Date: January 14, 15, 16, 17, 18, and 19, 2025

Location: Arts Ballet Theatre of Florida's studios

Description: Participants engage in intensive workshops and master classes conducted by renowned ballet professionals, including Ivy Chung, Miao Zong, Karina Gonzalez, Diana Vishneva, Mary Carmen Catoya, Vladimir Issaev and Yanis Pikieris. These sessions aim to enhance participants' technical skills, artistic expression, and knowledge of ballet.

Competition Rounds:**Dates: January 15 to 19, 2025****Location: Julius Littman North Miami Beach Performing Arts Theater**

Description: Open to the public, the competition rounds showcase the talents of participants from around the world. Dancers compete in various categories, demonstrating their skills and artistry to the esteemed jury panel. This aspect of the event serves as a platform to identify exceptional talent and highlight the diversity of dance styles and techniques.

Evening Closing Performance:**Date: Sunday, January 19, 2025****Time: 7:00 pm****Location: Julius Littman North Miami Beach Performing Arts Theater**

Description: The closing performance is a highly anticipated event, open to the public and free of charge. It features the competition winners and guest stars from the international ballet world. Audiences have the opportunity to witness a captivating showcase of talent, artistry, and creativity, providing a memorable experience.

Marketing and Promotion:

The event is extensively marketed worldwide through media sponsors, including international and national media.

Key Personnel:

Vladimir Issaev and Yanis Pikieris serve as the founders of the Miami International Ballet Competition, lending their respected names and reputations to attract participants and ensure the event's prestige.

Ruby Issaev, Executive Director, contributes her expertise and guidance to the overall management and artistic direction of the competition.

Eva Grossi serves as the coordinator and tabulator of the competition, ensuring smooth logistics and accurate evaluation of participants' performances.

The Miami International Ballet Competition 2025 anticipates attracting approximately 1750 individuals, including participants and audiences, further solidifying its position as a premier international ballet event.

2.4. Partnerships & Collaborations (2000 characters)

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.

We have established valuable partnerships and collaborations with several organizations that bring various responsibilities and benefits to our event. While formal agreements may exist with some organizations, others engage in cooperative arrangements.

Educational partnerships provide scholarships to participants and competitors, fostering artistic development and educational opportunities and contributing to their training and

advancement in the field of ballet. These prestigious organizations support participants' growth and career aspirations, giving them access to renowned mentorship under prestigious faculty members, and granting them the chance to study with world-class ballet companies and academies.

USA organizations:

Dance Theater of Harlem

The Florida Ballet

Orlando Ballet School

The Sarasota Ballet School

The Harid Conservatory

The Rock School for Dance

Houston Ballet

Dimensions Dance Theatre

American Ballet Theater

Elmhurst Ballet School, UK

The Royal Ballet School of Antwerp, Belgium

Soki Ballet, Japan

Asia Ballet Academy, Malaysia

Canaan International Ballet Competition, Malaysia

Accademia Internazionale Coreutica, Italy

Fundacja Balet W Szczecinie, Poland: Provides a cash award and a statue to a special participant, recognizing and celebrating excellence.

Arts Ballet Theatre of Florida: plays a significant role in hosting the event, offering scholarships and performance opportunities to talented individuals.

Additionally, various dance-related businesses collaborate with us, either by renting booths or offering products as part of the participants' awards. These partnerships contribute to the event's success and offer benefits to both parties involved. Our partnerships extend to organizations that provide marketing, promotion, and advertising opportunities with discounts or free of charge.

Furthermore, several organizations and venues support the logistical aspects of the competition. Sergio's Printing offers a discount on all printing materials, while South Dade Toyota Kia provides free transportation to jury members. Patricia's Photography contributes by capturing the event's memorable moments. The Hilton Aventura, Marco Polo Beach Resort, and Aventura Courtyard serve as hosting hotels for jury members, guest artists, participants, and their families, ensuring their comfort and convenience.

3. Project/Program Evaluation (2000 characters)

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?

To determine if the goals and measurable objectives of the Miami International Ballet Competition 2025 are achieved, we will employ a comprehensive evaluation process that incorporates various sources of feedback and assessment. The evaluation will be conducted by a dedicated team responsible for assessing different aspects of the event.

Surveys and evaluation forms will be distributed to all competition participants and audience members, capturing their feedback on the workshop, master classes, competition experience, and overall satisfaction. These forms will be distributed at designated times during the event, ensuring timely collection of their opinions and suggestions.

The jury members will provide their evaluations and assessments of the participants' performances, offering insights into the talent identification process and the overall quality of the competition.

Reviews and critiques from press and media outlets will be collected, analyzing their coverage and opinions regarding the event's organization, talent showcased, and audience engagement. Select participants may be invited for in-depth interviews to gain deeper insights into their experiences, challenges faced, and suggestions for enhancing future editions.

Participants and audience members will have the opportunity to send their feedback, testimonials, and suggestions via email or traditional letters.

Post-Event: Feedback collection will continue for a specified period after the event, allowing participants and attendees to provide comprehensive and reflective feedback.

The evaluation team will analyze the collected information, including survey responses, evaluations, reviews, and feedback from various sources. A comprehensive report will be generated, highlighting strengths, areas for improvement, and key findings.

The insights and recommendations derived from the evaluation will be carefully considered in the planning and implementation of future editions of the Miami International Ballet Competition. They will help inform decision-making, enhance participant experiences, refine workshop content, and ensure continuous improvement in all aspects of the event.

This evaluation process will guide our efforts to deliver an exceptional experience, refine our programming, and maintain the high standards of the Miami International Ballet Competition.

E. Impact - Reach Page 5 of 12

For questions 1-6, 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.

Total number of individuals who will be engaged?

2032

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

5

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

5

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

1,200

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

200

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

590

6. How many artists will be directly involved?

Enter the estimated number of professional artists that will be directly involved in providing artistic services specifically identified with the proposal. Include living artists whose work is represented in an exhibition regardless of whether the work was provided by the artist or by an institution. This figure should reflect a portion of the total individuals benefiting. If no artists were directly involved in providing artistic services enter 0.

6.1. Number of artists directly involved?

42

6.2. Number of Florida artists directly involved?

24

7. 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.

7.1. Race Ethnicity: (Choose all that apply) *

No specific racial/ethnic group

7.2. Age Ranges (Choose all that apply): *

No specific age group.

7.3. Underserved/Distinct Groups: *

No specific underserved/distinct group

8. Describe the demographics of your service area. (2000 characters)*

Demographics are distinct characteristics of a population. Examples include but are not limited to: age, race, ethnicity, religion, gender, income, family status, education, veteran, disability status, and employment.

The Miami International Ballet Competition (MIBC) serves a diverse demographic in North Miami Beach, FL, as well as participants from various countries. Here is an updated overview of the demographics we cater to:

North Miami Beach, FL:

- The city has a population of approximately 43,000 people, with 78.7% being citizens.

- In 2019, 54% of North Miami Beach residents were born outside of the country, totaling around 23,200 individuals.
- The largest racial or ethnic group in 2019 was Black or African American (Non-Hispanic), comprising 17,100 residents, which was 1.18 times higher than any other race or ethnicity.
- The second and third most common ethnic groups were White (Hispanic) with 14,500 residents and White (Non-Hispanic) with 7,200 residents.

MIBC Participants:

- Our event attracts participants ranging in age from 9 to 25.
- Participants come from various regions across the United States, including California, New York, New Jersey, Virginia, Utah, Texas, North Carolina, Atlanta, Kentucky, and different parts of Florida.
- Internationally, participants have traveled from countries such as Colombia, Mexico, Peru, Panama, Brazil, Argentina, Chile, Canada, Poland, Spain, Italy, Denmark, Hong Kong, Indonesia, Japan, and Malaysia.

By drawing participants from diverse backgrounds and locations, MIBC fosters cultural exchange and creates an inclusive and global platform for young dancers to showcase their talents and share their passion for dance.

9. Additional impact/participation numbers information (optional) (1500 characters)

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

Here are some key aspects that make MIBC programming exceptional:

1. **Cultural Exchange:** MIBC embraces its mission of providing an opportunity for young dancers from different cultures and countries to share their knowledge and passion for dance.
2. **Comprehensive Workshops and Masterclasses:** In addition to the competition, MIBC offers a four-day workshop and masterclass series. Renowned international ballet masters and contemporary dance experts conduct these sessions, providing participants with invaluable training and guidance in classical ballet and contemporary styles.
3. **Scholarship Opportunities:** MIBC goes beyond being a mere competition by offering scholarships to prestigious dance programs worldwide.
4. **Collaboration with International Ballet Stars:** The closing evening performance brings together not only the competition winners but also highly respected guest stars from the international ballet world. This unique collaboration offers an unparalleled experience and exposure to the global dance community.
5. **Audience Engagement:** MIBC strives to make ballet accessible to the public. The closing evening performance, featuring competition winners and guest stars, is free admission, attracting audiences from the local community and beyond.

6. Impact on Local Economy/Tourism: MIBC serves as a catalyst for tourism and economic growth in the host city. Participants, their families, coaches, and teams travel to South Florida, staying in local hotels, dining in local restaurants, and contributing to the local economy. The event also attracts international visitors, making NMB a ballet tourist destination.

MIBC offers a truly unique and enriching experience for participants, audiences, and the community as a whole.

10. In what counties will the project/program actually take place? (Select a minimum of one) *

Miami-Dade

11. What counties does your organization serve? (Select a minimum of one)*

Broward

Miami-Dade

Palm Beach

12. Describe your virtual programming. Only for applicants with virtual programming. (2500 characters)

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.

MIBC live streams all classes and workshops.

13. Proposal Impact (3500 characters)

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

Organizations: Include education and outreach activities.

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

Miami International Ballet Competition (MIBC) has made a significant impact on the community of North Miami Beach and the surrounding areas. Here are the ways in which our organization benefits the community and contributes to its economic growth:

Revitalizing the Julius Littman Theater: MIBC's success has revitalized the activities at the Julius Littman Theater, a city-owned venue in North Miami Beach. The city continues to support the event as the first collaborator, allowing us to use the theater at no cost. This collaboration enhances the cultural offerings of the city and provides a platform for talented youth to showcase their ballet skills.

City Sponsorship: The City of North Miami Beach plays a vital role as the main sponsor of MIBC. Their sponsorship enables us to keep the event free and open to the public, ensuring that everyone can enjoy the art of ballet performed by talented youth. This support also reflects the city's commitment to promoting arts and culture within the community.

Tourism and Economic Impact: MIBC attracts participants, their families, and ballet enthusiasts from various countries, counties, and U.S. states. Many visitors specifically travel to North Miami Beach for the event, contributing to the local economy. In 2023, more than 780 room nights were reserved in local hotels, generating an estimated revenue of \$157,290. Additionally, dining, local transportation, city commercial revenues, local shop revenue, local attraction revenue, and other associated expenditures further stimulate the local economy.

Hotel Partnerships: MIBC has established partnerships with hotels in the vicinity, such as Courtyard by Marriott, Miami Aventura Mall, Marco Polo Beach Resort, and Hilton Hotel in Aventura. These partnerships ensure that participants, international guests, teachers, and MIBC staff have accommodations during the event.

Education and Outreach: MIBC is committed to providing educational opportunities to aspiring dancers. In addition to the competition, we offer a 4-day workshop in ballet and contemporary dance. This workshop is open to both participants and non-participants, providing access to world-class master teachers and fostering the development of ballet skills in the community.

Support for Local Businesses: MIBC's activities generate revenue for local businesses, including dining establishments, transportation services, marketing and print companies, local attractions, and more. The estimated revenue for dining, local transportation, city commercial revenues, local shop revenue, local attraction revenue, and other expenditures in 2022 amounted to approximately \$222,008, benefiting the local economy and supporting job creation.

Through its cultural impact, tourism, economic contribution, educational initiatives, and support for local businesses, MIBC plays a vital role in enriching the community of North Miami Beach and promoting the art of ballet on a global scale.

14. Marketing and Promotion

14.1. How are your marketing and promoting your organizations offerings? *

- Brochures
- Collaborations
- Direct Mail
- Email Marketing
- Magazine
- Newsletter
- Newspaper
- Pay Per Click (PPC) Advertising
- Podcast

- Organic Social Media
- Paid Social Media
- Television

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

How are you marketing and promoting your organizations offerings?

In order to build our audience and expand our reach, Miami International Ballet Competition (MIBC) has implemented various strategies and collaborations. Here are the steps we are taking to increase awareness and promote our organization's offerings:

1. **Social Media Campaign:** We have a strong presence on social media platforms such as Facebook, Instagram, and Twitter. Our PR and Marketing teams are continuously working on a comprehensive plan to maximize the use of social media for audience development. By regularly posting engaging content, updates, and behind-the-scenes footage, we aim to attract a larger audience and generate interest in our events.
2. **Collaborations with Ballet Schools and Companies:** MIBC has formed partnerships with prestigious ballet schools and companies, both locally and internationally. Through these collaborations, we are able to reach a wider audience and tap into their existing networks. We promote our organization and its offerings through joint marketing efforts, cross-promotions, and shared resources, allowing us to expand our reach to new ballet enthusiasts and potential participants.
3. **Email Marketing and Database Management:** We maintain a comprehensive database with over 6,000 contacts, including participants, audience members, and stakeholders. We utilize this database to regularly send email updates, newsletters, and invitations to our events. This approach helps us stay connected with our existing audience, provide them with relevant information, and encourage them to attend our performances and workshops.
4. **Collaboration with the North Miami Beach Chamber of Commerce:** Our collaboration with the North Miami Beach Chamber of Commerce, facilitated through the City of North Miami Beach, enables us to tap into their strong database and reach a wider audience. By leveraging this partnership, we can increase awareness about our events, engage with potential attendees, and foster a sense of community involvement.
5. **Media Coverage:** We actively pursue media coverage through live interviews on radio and television programs. These interviews provide us with the opportunity to share our mission, showcase talented participants, and generate buzz around our events. Additionally, we have secured two podcast episodes on "Beyond the Corp," a podcast conducted by our press manager. These podcast episodes serve as a platform to delve deeper into our organization's story and engage with a broader audience.
6. **YouTube Channel:** MIBC has a dedicated YouTube channel where we share videos of performances, interviews with participants, and behind-the-scenes content. This platform allows us to reach a global audience, showcase the talent of our participants, and engage with ballet enthusiasts who may not be able to attend our events in person. By regularly updating our channel and promoting it through our other marketing channels, we aim to expand our reach and attract new viewers.

By implementing these strategies and leveraging collaborations with ballet schools, companies, and media outlets, we are actively working towards building our audience, expanding our reach, and ensuring that our organization's offerings are effectively marketed and promoted to a wider audience.

F. Impact - Access for All Page 6 of 12

1. Describe how the facilities and proposal activities are accessible to all audiences and any plans that are in place to improve accessibility. In addition to your facility, what specific step are you taking to make your programming accessible to persons of all abilities and welcoming to all members of your community? (3500 characters)

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 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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- 5. Media Coverage:** We actively pursue media coverage through live interviews on radio and television programs. These interviews provide us with the opportunity to share our mission, showcase talented participants, and generate buzz around our events.

Additionally, we have secured two podcast episodes on "Beyond the Corp," a podcast conducted by our press manager. These podcast episodes serve as a platform to delve deeper into our organization's story and engage with a broader audience.

- 6. YouTube Channel: MIBC has a dedicated YouTube channel where we share videos of performances, interviews with participants, and behind-the-scenes content. This platform allows us to reach a global audience, showcase the talent of our participants, and engage with ballet enthusiasts who may not be able to attend our events in person. By regularly updating our channel and promoting it through our other marketing channels, we aim to expand our reach and attract new viewers.**

By implementing these strategies and leveraging collaborations with ballet schools, companies, and media outlets, we are actively working towards building our audience, expanding our reach, and ensuring that our organization's offerings are effectively marketed and promoted to a wider audience.

2. Policies and Procedures

Yes

No

3. Staff Person for Accessibility Compliance

Yes

No

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

Ruby Issaev

4. Section 504 Self Evaluation

Yes, the applicant has completed the Section 504 Self Evaluation Workbook from the National Endowment for the Arts.

Yes, the applicant completed the Abbreviated Accessibility Checklist.

No, the applicant has not conducted an accessibility self-evaluation of its facilities and programs.

4.1. If yes, when was the evaluation completed? 10/1/2022

5. What efforts has your organization made to provide programming for all? (2000 characters)

Miami International Ballet Competition (MIBC) is committed to providing programming that is accessible and inclusive for all individuals. We have made concerted efforts to ensure that our organization's offerings are available and welcoming to diverse audiences. Here are the specific

efforts we have undertaken to provide programming for all:

- 1. Inclusive Workshop and Masterclasses:** MIBC offers a four-day workshop and masterclasses in ballet and contemporary dance that are open to participants of all backgrounds, skill levels, and ages.
- 2. Scholarships and Financial Assistance:** MIBC recognizes that financial barriers should not hinder individuals from pursuing their passion for dance. We offer scholarships and financial assistance to talented dancers who may otherwise be unable to participate in our programming. We strive to ensure that talented individuals from all socio-economic backgrounds have access to quality dance education and performance opportunities.
- 3. Collaboration with Ballet Schools and Companies:** By fostering these collaborations, we create a platform for dancers of different ethnicities, cultures, and training backgrounds to come together and share their artistry.
- 4. Accessibility Measures:** MIBC takes steps to ensure that our events are accessible to individuals with disabilities. We provide accessible seating options, accommodate special needs, and make efforts to ensure that our venues are physically accessible.
- 5. Outreach and Community Engagement:** MIBC actively engages with the local community and reaches out to underrepresented groups. We collaborate with community organizations, schools, and outreach programs to provide dance education workshops, performances, and special events.
- 6. Diverse Representation:** MIBC values and celebrates the diversity of our dancers, staff, board, and employees. We strive to ensure that our organization reflects the diverse communities we serve. By fostering a welcoming and inclusive environment, we create a space where individuals from different backgrounds can thrive, express themselves, and contribute to the success of our programming.

We continuously evaluate and improve our initiatives to ensure that we are meeting the needs of our diverse audience and fostering a sense of belonging within our organization and the wider dance community.

G. Management and Operating Budget Page 7 of 12

1. Organization History (2000 characters)

Briefly describe your organization's history including founding dates and significant changes in management, location, mission, etc. Also, include major accomplishments and program growth, adaptation to external factors and significant relationships and partnerships.

Founded in 2017 by Vladimir Issaev and Yanis Pikieris, the Miami International Ballet Competition (MIBC) is a 501(c)(3) organization dedicated to providing a platform for young artists from around the world to showcase their talent, learn from qualified instructors, and compete for awards, scholarships, and performing opportunities.

The inaugural edition of the Competition took place in January 2018 at the Julius Littman Performing Arts Center in North Miami Beach. With over 100 participants from various U.S. states, as well as China, Peru, Venezuela, Hong Kong, and Japan, the event was filled with talent, camaraderie, and positive energy. Participants engaged in masterclasses, workshops, and friendly competition, fostering an environment of growth and learning.

The second and third editions of the Competition witnessed a significant increase in participants, almost doubling the numbers. Dancers from countries such as Colombia, Ecuador, Brazil, Malaysia, China, Peru, the Dominican Republic, Poland, Panama, and the United States joined the event, further enhancing its international appeal.

In 2021, due to the challenges posed by the Covid-19 pandemic and venue closures, the Competition had to be adapted to a virtual format. Nonetheless, it successfully welcomed over 160 participants, who embraced the opportunity to be part of this special event and benefit from its offerings.

One of the highlights of the Competition is the recognition it provides to talented dancers through prestigious scholarships to renowned dance schools worldwide

The grand finale of the Competition is the "Miami International Ballet Celebration," a captivating performance featuring award ceremonies and breathtaking showcases by the winners, alongside international guest artists and local dance groups.

Thanks to the generous support of the City of North Miami Beach and the Miami-Dade County Department of Cultural Affairs, and the State of Florida Cultural Division, all rounds of the competition and final performances are free and open to the public.

Through its commitment to nurturing young talent, fostering international exchange, and providing accessible performances, MIBC continues to make a significant impact on the dance community and position itself as a premier ballet competition and celebration of the arts.

2. Fiscal Condition and Sustainability (2000 characters)

Describe the fiscal condition of the organization as it relates to the successful completion of the proposal. Also describe plans to sustain the proposal activities after the grant period.

The Miami International Ballet Competition (MIBC) maintains a stable fiscal condition that contributes to the successful completion of our proposal. We have implemented effective financial management practices to ensure the prudent allocation of resources and the sustainability of our activities.

Through diversified funding sources, including sponsorships, donations, and grants, we have been able to secure the necessary financial support for our operations. The continued support of our sponsors and collaborators, such as the City of North Miami Beach and other community partners, has been instrumental in sustaining our programming.

Furthermore, we have developed a comprehensive fundraising strategy that includes ongoing donor cultivation, grant applications, and fundraising events. By actively engaging with our supporters and seeking new funding opportunities, we aim to ensure the long-term sustainability of MIBC beyond the grant period.

In addition to financial sustainability, we have implemented strategic planning to ensure the continuity and growth of our proposal activities. This includes establishing partnerships and collaborations with ballet schools and companies, expanding our reach through our online platforms, and enhancing our marketing and promotional efforts.

We are committed to maintaining the high quality and impact of our programming by continuously seeking feedback from participants, audiences, and stakeholders. This feedback will inform our future planning and enable us to adapt and improve our activities to meet the evolving needs of our community.

By leveraging our strong network, maintaining fiscal responsibility, and implementing strategic plans, we are confident in our ability to sustain the proposal activities and continue making a positive impact on the cultural landscape of our community in the years to come.

3. Completed Fiscal Year End Date (m/d/yyyy) * 12/31/2022

4. Operating Budget Summary

Expenses	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
1. Personnel: Administrative	\$4,600	\$5,000	\$5,000
2. Personnel: Programmatic	\$45,000	\$50,000	\$50,000
3. Personnel: Technical/Production	\$1,400	\$2,000	\$3,000
4. Outside Fees and Services: Programmatic	\$9,000	\$10,000	\$12,000
5. Outside Fees and Services: Other	\$9,000	\$9,000	\$9,000

6. Space Rental, Rent or Mortgage	\$2,000	\$2,000	\$3,500
7. Travel	\$8,200	\$15,000	\$15,000
8. Marketing	\$13,400	\$15,000	\$15,000
9. Remaining Operating Expenses	\$15,000	\$42,000	\$45,000
A. Total Cash Expenses	\$107,600	\$150,000	\$157,500
B. In-kind Contributions	\$5,000	\$5,000	\$5,000
C. Total Operating Expenses	\$112,600	\$155,000	\$162,500
Income	Previous Fiscal Year	Current Fiscal Year	Next Fiscal Year
10. Revenue: Admissions	\$58,000	\$65,000	\$69,500
11. Revenue: Contracted Services			
12. Revenue: Other	\$8,000	\$10,000	\$12,000
13. Private Support: Corporate	\$12,000	\$15,000	\$15,000
14. Private Support: Foundation	\$5,000	\$5,000	\$5,000
15. Private Support: Other	\$8,000	\$10,000	\$10,000
16. Government Support: Federal			
17. Government Support: State/Regional		\$25,000	\$25,000
18. Government Support: Local/County	\$12,733	\$15,000	\$15,000
19. Applicant Cash	\$3,867	\$5,000	\$6,000

D. Total Cash Income	\$107,600	\$150,000	\$157,500
<hr/>			
B. In-kind Contributions	\$5,000	\$5,000	\$5,000
<hr/>			
E. Total Operating Income	\$112,600	\$155,000	\$162,500

5. Additional Operating Budget Information (1000 characters)

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."

n/a

6. 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

7. Hours *

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

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

- Yes
- No

H. Management and Proposal Budget Page 8 of 12

1. Rural Economic Development Initiative (REDI) and Underserved Waiver

Yes

No

2. Proposal Budget Expenses:

Detail estimated proposal expenses in the budget categories listed below. Include only expenses that specifically related to the proposal. You can find a list of non-allowable and match only expenses at dos.myflorida.com/cultural/grants/grant-programs.

The expense section contains three columns:

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

Save each individual line within the budget.

To update budget totals, save each page.

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).

For Specific Cultural Projects the Proposal Budget expenses must equal the Proposal Budget income.

2.1. Personnel: Administrative *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Administrative Staff	\$5,000	\$0	\$1,000	\$6,000
Totals:		\$5,000	\$0	\$1,000	\$6,000

2.2. Personnel: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Artistic Director	\$10,000	\$11,000	\$4,000	\$25,000
Totals:		\$20,000	\$26,000	\$4,000	\$50,000

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
2	Artistic Fees	\$5,000	\$15,000	\$0	\$20,000
3	Event Coordinator	\$5,000	\$0	\$0	\$5,000
Totals:		\$20,000	\$26,000	\$4,000	\$50,000

2.3. Personnel: Technical/Production *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Technical Director	\$0	\$2,000	\$0	\$2,000
2	Videography	\$0	\$4,000	\$0	\$4,000
3	Photography	\$0	\$2,000	\$0	\$2,000
Totals:		\$0	\$8,000	\$0	\$8,000

2.4. Outside Fees and Services: Programmatic *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Security	\$0	\$5,000	\$0	\$5,000
2	Accounting	\$0	\$3,000	\$0	\$3,000
3	Legal	\$0	\$2,000	\$0	\$2,000
Totals:		\$0	\$10,000	\$0	\$10,000

2.5. Outside Fees and Services: Other *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Local Transportation	\$0	\$4,000	\$0	\$4,000
Totals:		\$0	\$4,000	\$0	\$4,000

2.6. Space Rental (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Studio Rental	\$2,000	\$0	\$2,000
Totals:		\$2,000	\$0	\$2,000

2.7. Travel (match only) *

#	Description	Cash Match	In-Kind Match	Total
1	Travel and Lodging	\$15,000	\$0	\$15,000
Totals:		\$15,000	\$0	\$15,000

2.8. Marketing *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Marketing and PR	\$0	\$15,000	\$0	\$15,000
Totals:		\$0	\$15,000	\$0	\$15,000

2.9. Remaining Proposal Expenses *

#	Description	Grant Funds	Cash Match	In-Kind Match	Total
1	Promotional Merchandise	\$0	\$5,000	\$0	\$5,000
2	Equipment Purchases	\$0	\$13,000	\$0	\$13,000
3	Utilities	\$0	\$2,500	\$0	\$2,500
4	Office Supplies	\$0	\$2,500	\$0	\$2,500
5	Annual organization fees, website, constantcontact, sunbiz, Ascaph and others	\$0	\$5,000	\$0	\$5,000
Totals:		\$0	\$28,000	\$0	\$28,000

2.10. Amount of Grant Funding Requested:**\$25,000**

2.11. Cash Match:**\$108,000****2.12. In-Kind Match:****\$5,000****2.13. Match Amount:****\$113,000****2.14. Total Project Cost:****\$138,000****3. 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.

3.1. Revenue: Admissions *

#	Description	Cash Match	Total
1	Registrations	\$53,000	\$53,000
Totals:		\$0	\$53,000

3.2. Revenue: Contracted Services ***3.3. Revenue: Other ***

#	Description	Cash Match	Total
1	Merchandise Sales	\$4,000	\$4,000
2	Studio Rental	\$2,000	\$2,000
Totals:		\$0	\$6,000

3.4. Private Support: Corporate *

#	Description	Cash Match	Total
1	Corporate Sponsor	\$10,000	\$10,000
Totals:		\$0	\$10,000

3.5. Private Support: Foundation *

#	Description	Cash Match	Total
1	Citizens Interested in Arts	\$5,000	\$5,000
Totals:		\$0	\$5,000

3.6. Private Support: Other *

#	Description	Cash Match	Total
1	Private Donors	\$14,000	\$14,000
Totals:		\$0	\$14,000

3.7. Government Support: Federal *

3.8. Government Support: Regional *

3.9. Government Support: Local/County *

#	Description	Cash Match	Total
1	Miami Dade County	\$15,000	\$15,000
Totals:		\$0	\$15,000

3.10. Applicant Cash *

#	Description	Cash Match	Total
1	Cash in Hand	\$5,000	\$5,000
Totals:		\$0	\$5,000

3.11. Total Project Income:

\$138,000

3.12. Proposal Budget at a Glance

Line	Item	Expenses	Income	%
A.	Request Amount	\$25,000	\$25,000	18%
B.	Cash Match	\$108,000	\$108,000	78%
	Total Cash	\$133,000	\$133,000	96%
C.	In-Kind	\$5,000	\$5,000	4%
	Total Proposal Budget	\$138,000	\$138,000	100%

4. Additional Proposal Budget Information (optional) (1000 characters)

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.

n/a

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.

1. Required Attachment List

Please upload your required attachments in the spaces provided.

1.1. Substitute W-9 Form

File Name	File Size	Uploaded On	View (opens in new window)
FLORIDA W9 SUBSTITUTE FORM MIBC 2023.pdf	34 [KB]	6/15/2023 4:27:19 PM	View file

1.2. Federal 990 Form (most recently completed)

File Name	File Size	Uploaded On	View (opens in new window)
Form 990-EZ - 2021.pdf	5216 [KB]	6/15/2023 4:27:36 PM	View file

2. Support materials (required)*

File	Title	Description	Size	Type	View (opens in new window)
2023 MIBC PROGRAM OFFICIAL.pdf	Program MIBC		59809 [KB]		View file
Press.pdf	Press Articles	Articles in English and Spanish about MIBC	1142 [KB]		View file
Ad1.pdf	Flyer		240 [KB]		View file
ADVERTISING MIBC 2023.pdf	Advertising MIBC 2023	Ads MIBC 2023	1164 [KB]		View file
MIBC Biographies.pdf	Biographies of Directors		109 [KB]		View file
MARKETING PLAN MIBC 2025.pdf	Marketing Plan		248 [KB]		View file
PHOTOS MIBC 2023.pdf	Photos MIBC 2023	Workshops, Rounds and Awards	4157 [KB]		View file
MIBC 2023.mp4	VIDEO MIBC 2023		235015 [KB]		View file

2.1.

J. Notification of International Travel Page 10 of 12

Notification of International Travel

In accordance with Section 15.182, Florida Statutes, the grantee shall notify the Department of State of any international travel at least 30 days before the date the international travel is to commence or, when an intention to travel internationally is not formed at least 30 days in advance of the date the travel is to commence, as soon as feasible after forming such travel intention. Notification shall include date, time, and location of each appearance.

1. Notification of International Travel

I hereby certify that I have read and understand the above statement and will comply with Section 15.182, Florida Statutes, International travel by state-funded musical, cultural, or artistic organizations; notification to the Division of Arts and Culture.

K. Single Audit Act Page 11 of 12

Single Audit Act

In accordance with 2 CFR 200, Subpart F - Audit Requirements; 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 46-3963226 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 Single Audit Act. You will be required to complete a separate certification form in dosgrants.com following the close of your fiscal year.

1. Single Audit Act

I hereby acknowledge that I have read and understand the above statement and will comply with: 2 CFR 200, Subpart F - Audit Requirements; 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

1. Guidelines Certification

I hereby certify that I have read and understand the guidelines and all application requirements for this grant program outlined under section 265.286, Florida Statutes and incorporated by reference into Rule 1T-1.036, Florida Administrative Code.

2. Review and Submit

I hereby certify that I am authorized to submit this application on behalf of Miami International Ballet Competition Inc. and that all information indicated is true and accurate. I acknowledge that my electronic signature below shall have the same legal effect as my written signature. I am aware that making a false statement or representation to the Department of State constitutes a third-degree felony as provided for in s. 817.155, F.S., punishable as provided for by ss. 775.082, 775.083, and 775.084.

2.1. Signature (Enter first and last name)

Ruby Issaev

