



**CITY OF BLOOMINGTON, COMMON COUNCIL
 JACK HOPKINS SOCIAL SERVICES FUNDING
 COMMITTEE
 2014 GRANT APPLICATION**

AGENCY INFORMATION

Lead Agency Name

Is Lead Agency yes
 a 501(c)(3) no

Number of Employees

Full -time

Part-time

Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

Executive Director

Title

Phone

E-Mail

**Name of Person to Present Proposal to
 the Committee
 (If not the Executive Director)**

Title

Phone

E-Mail

Name of Grant Writer

Phone

E-mail

Agency's Mission Statement (150 words or less)

PROJECT INFORMATION

Project Name

Is this a collaborative project? yes
no

If a collaborative project, list name(s) of
non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project
(Source, Amount and Confirmed or
Pending)

Number of Total Clients Served by this
Project in 2014

Total Number of City Residents Served
by this Project in 2014

Is this a request for operational funds? yes
no

If "yes," indicate whether the request is pilot
for a pilot project, bridge funding or a bridge
collaborative project. collaborative

Please indicate the period in which you July-September 2014
intend to draw down funds, if granted October-December 2014

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received.

Do you own or have site control of the property on which the project is to take place?

yes

no

n/a

Is the property zoned for your intended use?

yes

no

n/a

If "no," please explain.

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

NOTE: Funds will not be disbursed until all requisite variances or approvals are obtained..

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

yes

no

If "yes," please provide an itemized list of program elements, ranked by priority and cost.

Priority #1 (Item and Cost)

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that this synopsis will be used in a summary of your proposal.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2010-2014 Consolidated Plan](#), or any other community-wide survey of social services needs.

ONE-TIME INVESTMENT (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. If you are requesting operational funds, explain if the request is for pilot or bridge funding and please explain your plan for future funding.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, etc.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

PA/Sound System for Lotus Blossoms Education

The Lotus Education and Arts Foundation seeks **\$2,500** from the John Hopkins Social Services Funding to support the purchase of a PA system for our annual Lotus Blossoms educational outreach series for youth and underserved/vulnerable populations. Each spring, Lotus Blossoms serves more than 8,000 participants with approximately 25 arts engagement opportunities in schools and social service agencies in Bloomington and Monroe County, utilizing performing artists whose work draws from a diverse range of cultural traditions. Lotus incurs considerable expense each year to rent the required sound systems for these activities, and the purchase of organization-owned PA equipment would make it possible for Lotus to reallocate this rental budget instead into program service expansion and efforts to increase access for new participants.

For the past 20 years, Lotus has effectively carried out its mission to create opportunities for the experience, celebration, and exploration of the diversity of the world's cultures, through music and the arts. For 14 years, Lotus Blossoms has promoted the exploration of cultural diversity in the arts with an emphasis on education and young audiences. Lotus Blossoms outreach targets children and underserved populations (including senior citizens, people with disabilities, and at-risk youth) by bringing visiting artists from a wide range of countries and cultural traditions to conduct workshops, residencies, and educational activities in Monroe and surrounding counties. More than 50% of these activities take place in Bloomington, and Lotus actively partners with schools, social service agencies, nonprofits, local businesses, and passionate individuals to strengthen our community connectedness and encourage awareness of Bloomington's place in a rich global context. Over 8,000 students participate annually in Lotus Blossoms school-based activities, joined by several social service agencies including Boys and Girls Club, Bell Trace, Stone Belt, YMCA Preschool, and Monroe County Public Library; a further 900 people receive services through Lotus Blossoms public educational workshops and the Lotus Blossoms World Bazaar Family Day. Featured Blossoms artists have included musicians and dancers from Ecuador, Ghana, Prince Edward Island, Russia, Tuva, Venezuela, Vietnam, and beyond.

Through Blossoms, children and underserved populations discover new cultures, learn new creative skills, and explore self-expression by interacting with some of the world's best ambassadors and communicators: its artists. Lotus Blossoms school and community sessions are augmented with curricular materials on the cultural traditions of each of the featured groups, and visits are complemented by the hands-on educational activities offered at the annual Lotus Blossoms World Bazaar at Binford School. The Bazaar programming, which conforms to Indiana Department of Education Standards Resources Common Core State Standard Initiative, spans two days and includes a cultural marketplace with demonstrations, displays, performances, and a range of creative arts activities. Lotus transports MCCSC 4th grade students by bus to the Bazaar on the Friday (at no charge to schools); Saturday's World Bazaar Family Day is offered free to the public.

Since 2001, Lotus Blossoms outreach has engaged over 110,000+ young people and underserved members of the Bloomington community. A school survey revealed that for over 60% of schools, Lotus Blossoms is one of a mere three (at most) arts or cultural program opportunities presented in a school year. In many areas, Blossoms is the only such opportunity. These statistics underscore how vital Lotus's outreach services are, as school budgets for the arts

continue to dwindle. Educators throughout the Monroe County School Corporation are strongly supportive of Lotus Blossoms, citing the value of the program's capacity to enrich students' appreciation of diverse traditions through direct, hands-on experience and to bring performers into schools where students often do not have opportunities to participate in cultural activities. In recent years, our evaluations show that more and more schools are struggling to offer students opportunities to learn about different cultures, experience quality participatory arts activities, or engage in field trips designed to complement the classroom curriculum. These concerns are echoed regularly by our social-service partners. Lotus has seen an increase in requests for scholarship help, despite Lotus Blossom's already very low cost to schools (supported by private donations and grants that cover more than 80% of the annual Blossoms budget). While Lotus endeavors to provide as much scholarship help as possible, our resources are limited.

Grant funding from the Jack Hopkins Committee to purchase PA equipment would provide a very real opportunity for Lotus to engage more Blossoms participants and increase scholarship aid. Each school or community outreach session, as well as the two-day Bazaar, (totaling over 25 separate presentations annually) requires an audio/PA support system. Lotus has consistently rented these systems year after year, averaging rental expenses of \$1,400 annually. By investing a \$2,500 grant into organization-owned equipment – most of which is anticipated to have a lifespan of 10+ years – Lotus would realize rental savings of \$7,000 - \$14,000 over the next 5-10 years, monies which could be directly reallocated into developing additional free programming, offering scholarship aid to more schools and organizations, and pursuing exciting new partnerships to expand services into new target populations. This fivefold return on investment is an exciting prospect, leveraging a single PA equipment purchase into a significant expansion of impact. For example, in the first year alone, the reallocation of \$1,400 in rental fees could fund 3-5 schools organizations for participation. This translates into serving an additional 1,100-1,500 young people and members of vulnerable populations with high-quality arts outreach and opportunities for expanded cultural horizons, self-discovery, and personal creative growth.

Lotus is partnering with a local recording studio/audio company (Airtime Studios and owner David Weber) for PA equipment estimates and professional recommendations for the best equipment to meet Blossoms needs. Our proposal includes a complete system that is flexible enough to accommodate groups of varying sizes and instrumentation, and that is of sufficient quality to easily last 5-10 years, and probably beyond with appropriate maintenance. Components include four (4) Yamaha MSR100 active speakers/monitors, two (2) speaker stands, six (6) microphones including 2 Shure SM57s and 4 Shure SM58s, a Mackie ProFX12 12-channel mixer, six (6) microphone stands, a small audio snake, padded cases for protection/transportation of microphones and mixer, and an appropriate assortment of cables and extension cords. The entire package is estimated to cost approximate \$2,975 plus freight; with Airtime Studio's partnership, they are able to leverage a professional discount of 15% plus free shipping, bringing Lotus's total cost down to the requested grant amount of \$2,500.

If funded, Lotus will order the PA system in Summer 2014, submitting for reimbursement from the Jack Hopkins Committee as soon as the equipment is purchased and safely delivered/inspected.

PA/Sound System for Lotus Blossoms Education

Item:	Quantity:	Price:	Total
Speaker Stand for PA Speakers	2	49.99	99.98
Shure SM57s Dynamic Microphone with Cardioid Pickup Pattern	2	99	198
Shure SM58s Dynamic Vocal Microphone with Cardioid Pickup Pattern	4	99	396
Microphone Cable, XLR Male-XLR Female, 25' Long - 10-pack	1	199.99	199.99
Microphone Cable, XLR Male-XLR Female, 25' Long - 5-pack	1	119.99	119.99
Tripod Microphone Stand with 30" Fixed Boom - 6-pack	1	129.99	129.99
Durable Mixer Bag (18.5" x15" x 6.50")	1	49.99	49.99
Padded Microphone Bag	1	49.99	49.99
Yamaha MSR100 8" 2-way 100W Active Speaker	4	299.99	1199.96
Mackie ProFX12 12-channel Compact Mixer with 3-band EQ per Channel	1	279.99	279.99
Extension Cords	2	50	100
Audio Snake	1	150	150
Total		\$	2,973.88

L.E.A.F., Inc. - Lee
Profit & Loss
 January through December 2013

	Jan - Dec 13
Ordinary Income/Expense	
Income	
3000 · Income-Events, Programming	
3015 · Festival Tickets	192,849.85
3031 · Blossoms School Fees	300.00
3050 · Concert Series Tickets	6,935.00
Total 3000 · Income-Events, Programming	200,084.85
3100 · Income-Sale of Merchandise	
3110 · Artist CDs	22,146.19
3120 · T-shirt Sales	8,114.00
3125 · Poster Sales	1,480.00
3130 · Food/Beverage Proceeds	2,000.00
3140 · Pin Sales	3,360.00
3150 · Book Sales	56.00
3170 · Bag Sales	148.00
3175 · Cap Sales	75.00
3182 · Hoop Sales	350.00
Total 3100 · Income-Sale of Merchandise	37,729.19
3200 · Gifts & Income	
3220 · Corporate Sponsors	82,130.00
3240 · Friends	32,636.97
3250 · Grants	66,241.65
3270 · Festival Giving Groups	20,115.00
3280 · Adopt-a-School	9,796.41
Total 3200 · Gifts & Income	210,920.03
3300 · Contributions - Restricted	
3310 · Contributions to Hertling Fund	350.00
3320 · Endowment Income	12,594.50
Total 3300 · Contributions - Restricted	12,944.50
3400 · Other Fundraising Income	
3410 · Edible Lotus	17,896.28
Total 3400 · Other Fundraising Income	17,896.28
Total Income	479,574.85
Cost of Goods Sold	
3910 · CDs	18,940.75
3920 · T-shirts	6,383.16
3930 · Posters	1,575.00
3940 · Pin	1,775.81
3976 · Hoops	297.50
Total COGS	28,972.22
Gross Profit	450,602.63
Expense	
4000 · Performing Arts Expenses	
4100 · Artist Expenses	
4110 · Music Artists Fees	96,476.80
4115 · Visual Artists Fees	1,013.04
4120 · Lodging	17,111.28
4130 · Travel	3,749.10
4140 · Meals/Catering	1,869.52
Total 4100 · Artist Expenses	120,219.74

L.E.A.F., Inc. - Lee
Profit & Loss
 January through December 2013

	Jan - Dec 13
4200 · Venue Expenses	
4210 · Venue Rental	10,320.00
4220 · Tent Rental	19,416.46
4221 · Stage Rental	2,846.75
4222 · Outdoor Facilities	795.00
4223 · Electrical Needs	172.35
4230 · PA Rental	15,345.00
4240 · Lighting Rental	4,100.00
4250 · Instrument Rental (Backline)	1,730.00
4260 · Equipment Rental	3,127.87
4270 · Tables/Chairs Rental	1,607.35
4290 · Box Office Charges	1,954.51
	61,415.29
Total 4200 · Venue Expenses	61,415.29
4300 · Contract Labor	
4340 · Sound Engineers	555.00
4365 · Work Study	284.30
4370 · Security/Traffic	2,000.00
4375 · Medical	740.00
4390 · Labor	1,086.55
4395 · Union Labor	4,258.00
	8,923.85
Total 4300 · Contract Labor	8,923.85
4400 · Misc. Performing Arts Expenses	
4410 · Liability Insurance	2,925.00
4440 · Visual Arts Expenses	4,333.90
4499 · Supplies	5,286.30
	12,545.20
Total 4400 · Misc. Performing Arts Expenses	12,545.20
4500 · Specific Event Expenses	
4525 · Bazaar	2,396.45
	2,396.45
Total 4500 · Specific Event Expenses	2,396.45
Total 4000 · Performing Arts Expenses	205,500.53
5000 · Development Expenses	
5300 · Development Expenses	
5310 · Printing/Materials	1,401.22
5320 · Postage	1,270.57
5330 · Supplies	1,511.36
5390 · Donor Receptions	2,720.46
	6,903.61
Total 5300 · Development Expenses	6,903.61
5600 · Endowment Expenses	
5610 · Transfers to Endowment	17,148.90
5618 · Events/Receptions	1,526.06
	18,674.96
Total 5600 · Endowment Expenses	18,674.96
Total 5000 · Development Expenses	25,578.57
7000 · Marketing Expenses	
7100 · Direct Marketing	
7110 · Printing	5,379.58
7120 · Postage	2,030.30
7150 · Art Fairs	85.00
7160 · Design	7,912.50
	15,407.38
Total 7100 · Direct Marketing	15,407.38

L.E.A.F., Inc. - Lee
Profit & Loss
 January through December 2013

	Jan - Dec 13
7200 · Media Buys	
7210 · Radio Ads	1,936.50
7220 · Print Ads	3,090.00
7225 · Web Ads	950.00
	5,976.50
Total 7000 · Marketing Expenses	21,383.88
8000 · General & Administr. Expenses	
8100 · Payroll	
8110 · Salaries	151,531.22
8120 · Payroll Tax Expenses	11,591.42
	163,122.64
8200 · Office Expenses	
8210 · Office Rent	3,226.04
8220 · Office Telephone	2,139.30
8230 · Office Supplies	2,320.94
8240 · Postage	988.95
8250 · Printing/Copying	712.74
8260 · Office Equipment	385.78
8270 · Office Utilities	2,216.78
8275 · Storage Rent	219.45
	12,209.98
8300 · Service Fees	
8310 · Bank Fees	112.91
8320 · Credit Card Fees	5,737.27
	5,850.18
8400 · Research & Development	
8410 · Conference/Festival Fees	65.27
8420 · Conference/Festival Travel	174.36
8425 · Conference/Festival Lodging	605.26
8428 · Conference/Festival Meals	101.09
8430 · Business Meals	317.92
8440 · Dues & Subscriptions	703.02
8450 · Board Expenses	1,085.10
8460 · Staff Development	455.00
	3,507.02
8500 · Professional Services	
8530 · Other Contractors	250.00
	250.00
8700 · Human Resources	
8720 · Medical Reimbursement	11,554.27
8730 · Volunteer Support	3,987.82
	15,542.09
Total 8000 · General & Administr. Expenses	200,481.91
Total Expense	452,944.89
Net Ordinary Income	(2,342.26)
Net Income	(2,342.26)