

2021 SCVF Community Grants Program - Arts & Culture

Sonoma Conservatory of Dance

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Application Form

Sonoma County Vintners Foundation

The Sonoma County Vintners Foundation's signature fundraising event, the Sonoma County Wine Auction, has raised over \$37 million for local causes, helping to address Sonoma County's most pressing needs, and fostering both immediate and long-term change.

The Foundation cultivates a vibrant and diverse Sonoma County through charitable giving focused on improving education, health & human services, the environment, and arts & culture. The Foundation's annual **Community Grants Program** ensures that nonprofit organizations working across Sonoma County have the opportunity to apply for funding in these four areas of impact.

Arts & Culture

The COVID pandemic has decimated arts and culture organizations. Arts & Culture funding in 2021 will focus on arts organizations that have been impacted by the pandemic and provide **access to culturally diverse programming and audiences**.

Evaluation Criteria

Our Community Grants program is a broadly accessible, responsive grants program meant to address the most pressing needs across all our communities. When evaluating proposals, we use the following criteria to assess the competitiveness of a project or program:

- The proposal aligns with the Community Grants funding priorities.
- The goals, implementation timeline, and staffing are clearly defined and achievable within the one-year grant period.
- The proposal increases access to a diverse sector of our community.

All applicants will be required to upload the following documents:

- Board of Directors list
- Organization budget for current Fiscal Year and Program/Project budget*
- If using a Fiscal Sponsor, complete the Fiscal Sponsorship form. Provide an Organization Budget and Board of Directors list for both the fiscal sponsor and the organization being sponsored.

*A program budget is required only if applying for program support. A program/project template is available on our website. You may choose to use your own template instead. We do not provide a template for the organization budget.

General Instructions for a Strong Application

Please keep your answers as concise as possible when answering each question. You are not required to use all of the characters available.

Remember that your application will autosave. You can also use the **Save** button at the bottom of the page and come back to your application at any time.

We are always looking to refine and streamline our application process. At the end of the application, you will have

the option to provide feedback regarding your experience. Thank you for taking the time to help us improve the process.

Charitable Designation

Charitable Designation*

What is the designation of your organization?

501(c)(3)

Organization Questions

Organization Mission Statement*

Use GuideStar to pre-fill your organization's mission statement or enter it in the text box below. If using a Fiscal Sponsor, please answer the organization questions with the Fiscal Sponsor's information.

The mission of Sonoma Conservatory of Dance is to nurture the creative spirit of our community through dance. Our vision is inspired and inspiring people using their talents for the good of the world.

Date of Founding*

Enter the year your organization was founded.

1970

Board of Directors List*

Upload your Board of Directors list including board name and profession.

SCDBoard2021.docx

Grant Request

Grant Request Purpose*

In one sentence, concisely describe the purpose of this grant request. If you are applying for a program with a specific name, please include it here (ex. to provide weekly provisions of healthy groceries to local families through Healthy Families Program).

We are requesting general operating support to continue safely providing high quality dance instruction (in person and online) for area young people and to expand our diversity outreach efforts in support of our year-round classes and performances.

Requested Amount*

The grant request must be between \$5,000 and \$20,000.

\$20,000.00

Received Grant Prior Year*

Are you a current grantee of the **Sonoma County Vintners Foundation** Community Grant Program?

Your organization is considered a current grantee if you were awarded a **2020** Sonoma County Vintners Foundation Community Grant.

No

Proposal Questions

Please keep your answers as concise as possible when answering each question. You are not required to use all of the characters available.

Proposal Description*

Please provide a complete description of your proposal. If applying for general operating support, indicate how this grant will help enhance **access to culturally diverse programming and audiences**.

For 50 years, Sonoma Conservatory of Dance (SCD) has provided high quality, professional dance instruction for youth and has maintained a board-mandated financial aid program so that no student who wishes to learn is ever turned away. Since becoming a 501c3 non-profit in 2017, we have awarded scholarships totaling \$58,794.

Grant support from SCVF will help SCD continue to develop a student body that reflects our home neighborhood in terms of racial, ethnic and economic diversity. Funds will also support virtual adaptation of our classes and performances to maintain the physical and mental health of the youth and families in our community. Parents have reported that continuing dance class, whether in person or via Zoom, has been a lifeline for children who have been confused and exhausted as a consequence of the coronavirus pandemic.

SCD has always actively worked to expand access through partnerships with other non-profit arts organizations, such as Transcendence Theater Company (joint video curriculum project during pandemic shut-down) and Sonoma Valley Museum (summer camp class exchanges) and by outreach to cultural organizations, such as La Luz Center, Grupo Folklórico Quetzalén and Mentoring Alliance.

In a “normal” year, we produce two dance shows (3 performances each). Our December show was virtual; our Spring 2021 show will also be virtual. These productions contain culturally-relevant and provocative subject matter. Our world premiere ballet, *The Magic Grove*, was created during a time when persons of the Muslim faith were being harassed and denigrated in some parts of our society. Lead choreographer Brooke Byrne wrote: “I thought performing a ballet based on a Persian folk tale with music from the Middle East would be a perfect way to showcase the qualities of kindness and humility that I have experienced from Muslims I have met and worked with. It calls out for people to experience each other with tolerance and curiosity, not distrust and animosity.” *Por la Luz de la Luna—A Mexican Ballet*, was first performed by SCD in 2016. Lead choreographer Isabelle Sjahsam noted that it meant so much to the local Latinx population to see their culture and history explored in dance.

A significant way we reach out to and engage a wide spectrum of people is by offering the talents of our students pro bono. Our dancers have performed at local farmers markets, 4th of July parade and other celebrations in Sonoma Plaza. They have given benefit performances for: Sebastiani Theater; Sonoma Valley Museum of Art; American Cancer Society; Quarryhill Botanical Garden; Sonoma Valley Community Health Center; and others.

The groundwork is currently in place to market ourselves to new, different audiences. We don't accomplish diversity outreach as a specific program; it is just the essence of who we are as dance educators. We increase access and add higher percentages of BIPOC students and supporters by virtue of the quality and type of performances we do.

Key Staff*

Describe the experience and qualifications of key staff who will be implementing this program. If your organization is applying for general operating support, please describe the experience and qualifications of your leadership staff.

Patricia O'Reilly is artistic director, executive director and lead instructor. She received her teaching certificate from the Royal Academy of Dance and completed the Elementary, Intermediate and Advanced Examinations. O'Reilly performed with Oakland Ballet, Santa Clara Ballet and Khadra International Dance Theatre before devoting her career to teaching. O'Reilly has trained Genée International Ballet Competition finalists and professional dancers. Kristine Marcus, SCD instructor, received her BFA from Boston Conservatory, her MA in Dance Education from UCLA, and is a registered yoga teacher. She has danced professionally for companies in NYC, Boston, Los Angeles and Sonoma for the past 28 years. Natalie Palmgren, SCD ballet instructor, is studying for a BFA in Dance Performance at UC Irvine. Siobhan O'Reilly, SCD administrator and social media manager. She has danced many main roles with SCD and graduated with a BA in Theater from UC San Diego in 2020. Julie Boles, SCD bookkeeper.

Proposal Goals*

List the goals for this grant and how you plan to meet them below. The goals should fit within the grant period: June 2021 to May 2022.

We believe the following goals can be achieved during the grant period:

- 1) Continue to increase the safety of our studio space through HVAC improvements and maintenance of pandemic protocols.
- 2) Add new partnerships to increase cultural, racial and economic diversity and expand access to our offerings for low income and Latinx students and audiences, especially in the summer program.
- 3) Continue to expand our capacity to teach virtual classes and to produce virtual shows, for the benefit of our youth and the entire community.
- 4) Increase student body to 120 by May 2022.

Measurement of Success*

What would success look like at the end of the grant period?

Success at the end of the grant period, first of all, would be safely resuming in-person classes indoors at our studio!

- Other indicators of success would be:
 - Overall enrollment increase in 2021-2022 by 30-35%.
 - Summer camp enrollment returns to pre-pandemic levels, i.e. about 20 students/week over the three week period.
 - Number of students receiving scholarship increases (goal: 20-25).
 - Number of Latinx students increases (goal: 30-plus).
 - Our "virtual studio" expands by offering at least one class (a weekly Zoom class for children ages 3-6) at 50% tuition to any family who registers, no matter where they live.

Program/Project Budget

Program Budget (Optional)

If you are applying for Program/Project support, please upload a budget for the project or program. This is not required if you are applying for general operating support. Use of provided program budget template is optional, click here to download: [Program Budget Template](#).

Budget Narrative (Optional)

Please provide a narrative description of the program budget if further clarification is warranted.

Other Attachments (Optional)

Any other attachments that relate to this proposal and you would like to include can be uploaded here. Please note, this is **optional**. You may use the text area below to provide accompanying narrative for the attachment.

SCDVideo URLs.docx

Attached is a Word document that contains four links to relevant video programs created by Sonoma Conservatory of Dance since March 2020 along with a description of each and why they are relevant to this grant application.

Organizational Budget Overview

Organization Budget - current Fiscal Year*

Please upload your organization's budget for the current Fiscal Year.

SCD2021 OrgBudget.pdf

Organizational Changes COVID*

We recognize the pandemic has had impacts on the sustainability and operations of all nonprofits. Please describe innovative ways your organization has responded to the changed environment.

In March of 2020, SCD immediately pivoted to online instruction. For the first 3 months, Artistic Director O'Reilly worked without salary to create 80 classes provided free of charge through Zoom, Google Classroom and YouTube. After temporarily resuming indoor classes in June, SCD had to close the studio for indoor instruction in July. At that time, we partnered with Trinity Episcopal Church which donated space for us to conduct outdoor classes. Families have a choice attending in person or virtually in compliance with pandemic protocols. Because of SCD's ability to adapt throughout pandemic openings and closings, the studio has not lost a day of instruction since June 2020. Feedback from parents shows how essential our classes have been. "The change in Maren's mental health...was clear. She smiled more; she woke up with purpose on dance days and felt calm and grounded. The studio's quick resourcefulness is another example of the dedication you and your staff maintain."

Diversity, Equity, and Inclusion

Diversity, Equity, and Inclusion (DEI)

Click here for a link to resources

Responses to diversity, equity, and inclusion questions will not impact the grant award decision. These questions are optional and solely to collect information.

Racial Justice Organizational Response (Optional)

The systemic racial injustices that are evident in our society were brought to the national forefront in 2020. How has your organization responded?

Sonoma Conservatory of Dance has responded by creating a Racial Equity Statement approved by our board. Our registration form and scholarship application, as well as our performance materials and some marketing materials, are available in English and Spanish. We have parent volunteers who assist families who need language interpretation. We incorporate specific language into our admission form about bullying and harassment of all kinds. Classes are available to any student regardless of income. Staff is committed to making “reasonable accommodation” for any student who wishes to dance. We are in the process of contracting with an expert to make sure our website meets ADA and WCAG compliance. The studio has always worked with choreographers of color in our summer camps and many of our productions. SCD is committed to assisting and supporting staff and board in becoming aware of and implementing best practices for nonprofit arts communities regarding diversity, equity and inclusion.

Values Statement or DEI Plan (Optional)

If your organization has a values statement or a diversity, equity, and inclusion (DEI) plan, please upload it here.

SCD - DEI February 2021.docx

Demographics and Region

Region Served*

Select the region of Sonoma County that will be served by this grant request. Check all that apply.

Central County/Santa Rosa
South County
Sonoma Valley

Demographics Information*

Describe the demographics information of the people that will be directly impacted by this grant.

SCD welcomes students from age 2 through teen age. We provide 24 classes per week for 10 months of the year. Classes include 5 levels of classical ballet, 5 levels of pre-ballet, contemporary dance class and yoga. Our 3 weeks of summer camps have included instruction in jazz, modern, flamenco, hip-hop, West African, and Bollywood. Our student body composition is currently: BIPOC–26.8% White–73.2 % . One of our target areas for enrollment/participation is The Springs, a location in Sonoma Valley considered high risk in health, income and education as indicated in the 2015 county document “A Portrait of Sonoma County.”

Not only students will be directly impacted by this grant. The studio serves as a safe place for children to go, have fun, learn and give parents some hours of respite. Performances provide a source of pride for

relatives and friends of the young dancers, as well as a sense of community cohesion and participation for inhabitants of the town of Sonoma and environs.

Application Process Feedback

Application Feedback (Optional)

Please provide feedback on the application process. How can we improve your experience?

I appreciated the webinar and the ability to have questions answered in real time. Also, providing the Word version of the application questions was extremely helpful! It is often very time-consuming to copy the questions off a portal and get it into a format that stakeholders can exchange back and forth in the process of editing and revision.

File Attachment Summary

Applicant File Uploads

- SCDBoard2021.docx
- SCDVideo URLs.docx
- SCD2021 OrgBudget.pdf
- SCD - DEI February 2021.docx

Sonoma Conservatory of Dance
BOARD OF DIRECTORS

Patricia O'Reilly	President	SCD Executive Director/Artistic Director
Liz Jenks	Secretary	Marketing Consultant
Cat Austin	Treasurer	Theater Teacher/Director, Jazz Singer, Vocal Coach
Marlene Hesketh	Director	Retired Banker, Docent at Fine Arts Museums of San Francisco
Mauricio Rebolledo	Director	Works in the wine and hospitality industry, Father of two, including a ballet student



561 Broadway, Suite B
Sonoma, CA 95476
707 938 1424
SonomaConservatoryofDance.org

BOARD OF
DIRECTORS

Cat Austin
Marlene Hesketh
Liz Jenks
Patty O'Reilly
Mauricio Rebolledo

For Sonoma County Vintners Foundation – Community Grants Program
Arts and Culture

Additional material from Sonoma Conservatory of Dance

Video 1 URL: <https://www.youtube.com/watch?v=AZkb4BhIMHY&feature=youtu.be>

Video 2 URL: <https://calendar.myadvent.net/?id=bced177bc79840007b95c46cb1608bf3>

Video 3 URL: <https://www.youtube.com/watch?v=Xkjhvlqv4gl>

Video 4 URL: <https://www.youtube.com/watch?v=Skx6i8UsW30&feature=youtu.be/>

Video Notes

Video 1: “Teddy Bear Tea Party” is a modest title for this 45-minute video production, first presented on Dec. 13 and still available for viewing on YouTube until July 2021. It consists of a heartfelt state-of-the-studio message from SCD Executive and Artistic Director Patty O’Reilly, an interactive ornament-making segment facilitated by “The Snow Maiden,” who also hosts, a reading of The Nutcracker, and about a dozen dance numbers featuring current students performing under socially-distanced conditions.

Video 2: “Dancing Through December” – an advent calendar-style series of professional performance clips for students (and others) to click through by date or binge watch and enjoy. These were hand-selected by Ms. Patty for their high production values and for the diversity of the dancers.

Video 3: “Beginning Classical Ballet Class” designed for 8-year-olds taught by Patty O’Reilly, Sonoma Conservatory of Dance artistic director, filmed during the initial pandemic shutdown and distributed free of charge.

Video 4: “Our Favorite Duets” Program description: From The Snow Maiden (choreographed by Brooke Byrne and Patty O’Reilly) The Snow Maiden and Lel / Polar Bears; From Appalachian Cinderella (choreographed by Brooke Byrne and Patty O’Reilly) Cow and Bull / Owls / Charleston / Ella-Mae and Jake “Da Prince” Charming; From The Magic Toy Shop (choreographed by Brooke Byrne and Patty O’Reilly) Toy Fairy and Her Beau / Shopkeeper and Her Niece / Teddy Bears; Japanese Dolls / Can Can Dolls; Pierrot Clowns; From Por la Luz de la Luna (lead choreographers Isabelle Sjasham and Patty O’Reilly) Estela and Carmelo.

**Sonoma Conservatory of Dance
2021 Budget**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	2021 Budget	2020 (Actual thru 12/31)
Income														
43100 · Direct Public Support														
43200 · Grants & Sponsorships	\$0	\$5,000	\$2,500	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$10,000	\$16,000	\$43,500 ⁽¹⁾	\$43,200
43300 · Donations, General	\$3,000	\$3,000	\$2,000	\$3,000	\$3,000	\$2,000	\$1,000	\$1,000	\$3,000	\$3,000	\$3,000	\$3,000	\$30,000 ⁽²⁾	\$35,477
43350 · Donations, Scholarship Fund	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$18,000	\$17,836
43400 · AmazonSmile Donations	\$0	\$30	\$0	\$0	\$30	\$0	\$0	\$30	\$0	\$0	\$30	\$0	\$120	\$127
43600 · Studio Rental	\$100	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$1,420	\$1,464
Total 43100 · Direct Public Support	\$4,600	\$9,650	\$6,120	\$4,620	\$4,650	\$3,620	\$12,620	\$2,650	\$4,620	\$4,620	\$14,650	\$20,620	\$93,040	\$98,104
44100 · Interest Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1	\$1
46100 · Other Fundraising Income														
46200 · Merchandise	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50
46400 · Teddy Bear Tea														
46420 · VIP Sponsorship	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$500	\$1,000	\$0
46440 · Ticket Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	\$1,000	\$2,000	\$4,099
46500 · Pop Up Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$910
Total 46100 · Other Fundraising Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	\$1,500	\$3,000	\$5,059
47100 · SCD Instruction Program Income														
47200 · Annual Registration	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$1,000	\$500	\$0	\$0	\$2,000	\$120
47300 · Tuition - Annual Classes	\$8,000	\$8,000	\$8,000	\$8,000	\$12,000	\$2,000	\$2,000	\$1,000	\$12,000	\$9,000	\$9,000	\$9,000	\$88,000	\$82,707
47400 · Ad Hoc Classes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
47600 · Summer Tuition	\$0	\$0	\$0	\$0	\$0	\$2,000	\$3,000	\$2,000	\$0	\$0	\$0	\$0	\$7,000	\$7,279
Total 47100 · SCD Instruction Program Income	\$8,000	\$8,000	\$8,000	\$8,000	\$12,000	\$4,000	\$5,000	\$3,500	\$13,000	\$9,500	\$9,000	\$9,000	\$97,000	\$90,106
48100 · SCD Performance Program Income														
48200 · Spring Show														
48210 · Sponsorship	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,300
48230 · Performance Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,957
48250 · Ticket Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
48270 · Donation, Shout Out, Raffle	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total 48200 · Spring Show	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$12,257
48300 · Winter Show														
48310 · Sponsorship	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$500	\$0	\$1,000	\$0
48330 · Performance Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	\$1,000	\$1,000	\$3,000	\$0
48350 · Ticket Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	\$3,000	\$3,000	\$9,000	\$0
48370 · Donation, Shout Out, Raffle	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$0
Total 48300 · Winter Show	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,500	\$4,500	\$4,100	\$13,100	\$0
Total 48100 · SCD Performance Program Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,500	\$4,500	\$4,100	\$13,100	\$12,257
Total Income	\$12,600	\$17,650	\$14,120	\$12,620	\$16,650	\$7,620	\$17,620	\$6,150	\$17,620	\$18,620	\$29,650	\$35,220	\$206,141	\$205,527

**Sonoma Conservatory of Dance
2021 Budget**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	2021 Budget	2020 (Actual thru 12/31)
Expense														
61100 · SCD Operating Expenses														
61200 · Advertising, Classes & Studio	\$0	\$0	\$200	\$200	\$200	\$100	\$100	\$200	\$200	\$0	\$0	\$0	\$1,200	\$3,642
61230 · Appreciation (M&E, Staff Gifts)	\$0	\$0	\$0	\$0	\$0	\$100	\$0	\$0	\$100	\$0	\$0	\$100	\$300	\$125
61250 · Automobile	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$34
61300 · Bank Service Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$334
61350 · Books, Library	\$0	\$0	\$100	\$0	\$0	\$100	\$0	\$0	\$100	\$0	\$0	\$100	\$400	\$294
61400 · Computer/Internet	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$3,779
61450 · Credit Card/PayPal Process Fees	\$200	\$350	\$350	\$350	\$350	\$350	\$350	\$200	\$350	\$350	\$350	\$350	\$3,900	\$3,250
61500 · Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500
61530 · Donations, Charity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100
61550 · Dues & Subscriptions	\$310	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$260	\$260	\$260	\$3,650	\$3,490
61600 · Insurance	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$720	\$682
61620 · Insurance, BOD	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$1,020	\$1,232
61700 · Licenses & Permits	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$240	\$286
61850 · Membership Dues	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$1,080	\$954
61900 · Office - Supplies	\$50	\$50	\$150	\$150	\$150	\$50	\$150	\$100	\$150	\$150	\$150	\$120	\$1,420	\$2,180
61920 · Office - Postage & Delivery	\$50	\$0	\$0	\$50	\$0	\$0	\$50	\$0	\$0	\$50	\$0	\$0	\$200	\$728
61930 · RAD Exam Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$33
61940 · Rent	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$27,600	\$27,600
61945 · Repairs & Maintenance	\$500	\$500	\$500	\$500	\$500	\$500	\$300	\$300	\$500	\$500	\$500	\$500	\$5,600	\$4,959
61950 · Taxes	\$0	\$0	\$0	\$0	\$800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$800	\$0
61960 · Telephone	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$695	\$869
61970 · Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
61980 · Utilities	\$200	\$200	\$200	\$200	\$200	\$150	\$150	\$100	\$200	\$200	\$200	\$200	\$2,200	\$1,738
Total 61100 · SCD Operating Expenses	\$4,123	\$4,233	\$4,633	\$4,583	\$5,333	\$4,483	\$4,233	\$4,033	\$4,733	\$4,323	\$4,273	\$4,443	\$53,425	\$57,810
63100 · Performance Program Expenses														
63200 · Spring Show														
63210 · Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$208
63225 · Costumes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,571
63230 · Credit Card Processing Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$109
63240 · Fee for Service	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$9,638
63250 · Printing / Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,117
63260 · Props & Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,673
63270 · Rent & Rentals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$213
Total 63200 · Spring Show	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$16,528

**Sonoma Conservatory of Dance
2021 Budget**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	2021 Budget	2020 (Actual thru 12/31)
63300 · Winter Show Expenses														
63310 · Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$150	\$150	\$150	\$300	\$750	\$0
63320 · Appreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	\$50	\$0
63325 · Costumes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$350	\$350	\$0	\$700	\$0
63330 · Credit Card Processing Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$200	\$200	\$500	\$0
63340 · Fee for Service	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$200	\$200	\$200	\$200	\$800	\$0
63345 · Per Diem	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$100	\$100	\$400	\$0
63350 · Printing / Program	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$300	\$500	\$800	\$0
63360 · Props / Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$300	\$300	\$300	\$900	\$0
63370 · Rent & Rentals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	\$3,000	\$0
Total 63300 · Winter Show Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$450	\$1,200	\$1,600	\$4,650	\$7,900	\$0
Total 63100 · Performance Program Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$450	\$1,200	\$1,600	\$4,650	\$7,900	\$16,528
65100 · Other Fundraising Expenses														
65160 · Other Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
65200 · Teddy Bear Tea														
65210 · Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$200	\$500
65220 · Appreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	\$50	\$0
65230 · Credit Card Processing Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$200	\$0
65245 · Food & Beverage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$250	\$250	\$500	\$0
65260 · Props & Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$100	\$200	\$326
65270 · Rent & Rentals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$600	\$0	\$600	\$0
Total 65200 · Teddy Bear Tea	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,150	\$600	\$1,750	\$826
65300 · 50th Anniversary Events Expense														
65310 · Consultant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,135
Total 65300 · 50th Anniversary Events Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,135
Total 65100 · Other Fundraising Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,150	\$600	\$1,750	\$5,961
66000 · Payroll & Fee for Service														
66200 · Gross Wages														
66210 · Executive & Artistic Director, Tea	\$6,250	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$8,333	\$97,913 (4)	\$68,750
66230 · Administrative Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$700	\$1,000	\$1,000	\$1,000	\$1,000	\$11,700	\$10,891
66250 · Teaching Staff	\$1,000	\$1,000	\$1,000	\$1,400	\$1,400	\$1,400	\$1,000	\$700	\$1,800	\$1,800	\$1,400	\$1,400	\$15,300 (4)	\$11,862
Total 66200 · Gross Wages	\$8,250	\$10,333	\$10,333	\$10,733	\$10,733	\$10,733	\$10,333	\$9,733	\$11,133	\$11,133	\$10,733	\$10,733	\$124,913	\$91,503
66300 · Employer Contributions														
66310 · Federal	\$900	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$13,000	\$7,245
66330 · State	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	\$990
66350 · Employee Health Benefits	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$693	\$8,320	\$4,717
Total 66300 · Employer Payroll Contributions	\$1,100	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$1,300	\$15,400	\$12,952

**Sonoma Conservatory of Dance
2021 Budget**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	2021 Budget	2020 (Actual thru 12/31)
66400 · Workers Comp														
66410 · WC Insurance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,413	\$1,238
Total 66400 · Workers Comp	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,413	\$1,238
66500 · Fee for Service														
66510 · Independent Contractor	\$0	\$500	\$500	\$500	\$500	\$500	\$500	\$0	\$500	\$500	\$500	\$500	\$5,000	\$3,099
66570 · Professional Accounting Fees	\$430	\$430	\$230	\$265	\$265	\$265	\$265	\$615	\$265	\$265	\$265	\$265	\$3,825	\$4,457
66580 · Professional Grant Writing Fee	\$500	\$0	\$0	\$500	\$0	\$0	\$500	\$0	\$0	\$500	\$0	\$0	\$2,000	\$1,908
66590 · Professional Legal Fees	\$0	\$0	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$0
Total 66500 · Fee for Service	\$930	\$930	\$1,230	\$1,265	\$765	\$765	\$1,265	\$615	\$765	\$1,265	\$765	\$765	\$11,325	\$9,463
66000 · Payroll & Fee for Service - Other								\$0						
Total 66000 · Payroll & Fee for Service	\$10,430	\$12,713	\$13,013	\$13,448	\$12,948	\$12,948	\$13,048	\$11,798	\$13,348	\$13,848	\$12,948	\$12,948	\$153,051	\$115,156
Total Expense	\$14,553	\$16,946	\$17,646	\$18,031	\$18,281	\$17,431	\$17,281	\$15,831	\$18,531	\$19,371	\$19,971	\$22,641	\$216,126	\$195,455
Net Ordinary Income	-\$1,953	\$704	-\$3,526	-\$5,411	-\$1,631	-\$9,810	\$340	-\$9,681	-\$911	-\$751	\$9,679	\$12,579	-\$9,985	\$10,072
Other Income/Expense														
Income Tax Refund	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$84
Payroll Protection Program (PPP, thru SBA/WFB)	\$0	\$0	\$0	\$0	\$25,000 ⁽¹⁾	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,000	\$25,897
49000 · Restricted: Economic Injury Disaster Loan	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,000
Total Other Income	\$0	\$0	\$0	\$0	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,000	\$31,981
Net Income	-\$1,953	\$704	-\$3,526	-\$5,411	\$23,369	-\$9,810	\$340	-\$9,681	-\$911	-\$751	\$9,679	\$12,579	\$15,015	\$42,053

NOTES:

(1) Based on grant applications awarded in 2020 & in process for 2021:

Impact1000	\$5,000
California Relief Grant	\$2,500
CARGO (same as 2020)	\$15,000
Rotary (same as 2020)	\$2,500
Sonoma County Grant	\$2,500
Rose Marie Piper (same as 2020)	\$16,000
Total Projected Grants 2021	\$43,500
2nd Draw PPP (same as 2020):	\$25,000

(2) Not included in budget, but notable for additional fundraising effort and expenses during COVID, all in 2020:

Direct Contributions for outdoor floor :	\$29,693
Direct Contributions for canopy:	\$18,514
Total Direct Contributions:	\$48,207

(3) Expected ongoing additional repairs and maintenance expenses for outdoor floor classes and COVID-related sanitation and upkeep. Previous to 2020, average monthly repairs/maintenance = \$150

(4) Director salary based on \$100K per annum beginning Feb payroll, pending board approval.

Instructor and class offerings base remain the same except for the discontinuation of the performance block. But retaining the other classes and instructors helps SCD remain qualified for the 2nd draw PPP application. Therefore higher payroll # (2021 v 2020) is built upon funding from PPP, which would be forgivable.

Sonoma Conservatory of Dance DEI (Diversity, Equity and Inclusion) Statement February 2021

Sonoma Conservatory of Dance (SCD) is committed to ensuring that all its policies and programming reflect democratic principles of equity and justice.

We believe in advancing the leadership of, and service to, Indigenous people, communities of color, racially and ethnically diverse individuals, tribal communities, immigrant and refugee communities, and communities whose principal languages are not English.

We believe that bringing together students from different racial and ethnic backgrounds and income levels enhances the learning environment. Besides growing in body awareness and creative expression, the dancers learn cooperation, teamwork, respect for differences and multiple levels of communication that define the studio as a place of inclusion and safety.

Efforts toward evolving Sonoma Conservatory of Dance's racial equity practices include:

Working to design a Diversity Outreach Strategy to reach the underserved communities in our area and recruit young people beyond those who seek us out. We envision a student body that accurately reflects our home neighborhood in terms of racial, ethnic and economic diversity. The outcome of such an effort would increase the overall number of scholarship recipients and increase the number of Latinx students by at least one third. Partnerships with local organizations, such as La Luz Center, Grupo Folklórico Quetzalén and Sonoma Valley Mentoring Alliance, would allow SCD to considerably expand its diversity outreach.

Maintaining a robust scholarship program. In an effort to provide dance education to students regardless of their ability to pay, SCD has created a significant financial aid program in conjunction with board policy. As a result of grants, corporate sponsorships, and individual donations over the years, SCD has supported a minimum of 10% of our students through partial and full scholarships. In an effort to create a more equitable and inclusive environment, we are actively trying to raise the funds necessary to allow for 25% of our students to enroll with scholarship support.

Developing diverse artistic content. Sonoma Conservatory of Dance has intentionally presented dance productions that incorporate ethnically diverse artists (choreographers and instructors as well as performers) and subject matter. *Por La Luz de la Luna—A Mexican Ballet* was first produced by SCD in 2016 and is now included in repertory. Its subject matter includes Mexican culture and history as well as immigration to the United States. *The Magic Grove*, a world premiere performance scheduled for April 2020, had to be postponed; it will be performed after the pandemic restrictions are lifted. The subject matter of *The Magic Grove* is derived from a Persian folktale and introduces dancers and the audience to music and dance styles from Central Asia and the Silk Road. This ballet showcases qualities of kindness and humility in the Muslim culture and promotes tolerance and understanding. It will also be performed in repertory every fourth year.

Goals

We look to partner with individuals and organizations in our community who are successfully leading efforts in diversity, equity and inclusion (see examples above).

Sonoma Conservatory of Dance will assist and support staff and board in becoming aware of and implementing best practices for nonprofit arts communities regarding diversity, equity and inclusion.