



SPONSORSHIP AGREEMENT

NASSAU COUNTY BOARD OF COUNTY COMMISSIONERS AND THE AMELIA ISLAND DANCE FESTIVAL, INC. FOR THE 2026 PERFORMANCE.

This Sponsorship Agreement (“Agreement”) is entered by and between the **NASSAU COUNTY BOARD OF COUNTY COMMISSIONERS** (“County”) and **AMELIA ISLAND DANCE FESTIVAL, INC.** (“Organization”) and overseen by the Amelia Island Convention and Visitors Bureau (“AICVB”) on behalf of the County for the purpose of promoting and conducting the 2026 performance. (“Event”).

SECTION 1. Organization’s Responsibilities.

- 1.1** The Organization shall hold the Event which shall consist of dance events as outlined in the Request for Sponsorship (“Exhibit A”). The Event shall be held September 10, 2026 through September 13, 2026. AICVB may change the Event dates so long as the Organization and the AICVB agree in writing on such change at least two (2) weeks in advance of the Event.
- 1.2** The Organization shall include the destination Amelia Island logo, as supplied by the AICVB, on printed materials and shall reference the Amelia Island Tourist Development Council (“AITDC”) as a sponsor in press releases and any other media materials. The AITDC and Organization have the right to approve all materials and releases produced by the other for promotional purposes.
- 1.3** The Organization shall promote at least one Amelia Island Hotel on the Organization’s website, and the Organization shall encourage Event attendees to utilize Amelia Island hotel rooms or lodging.
- 1.4** The Organization shall obtain all necessary permits, approvals, and venues for the conducting of the Event and related activities.
- 1.5** The Organization shall provide all necessary equipment for the Event.

- 1.6** The Organization shall be responsible for all food and beverage sales. No alcohol shall be consumed or sold on property belonging to the County except where permitted by the County.
- 1.7** The Organization shall be responsible for all merchandise sales.
- 1.8** The Organization shall be responsible for all sponsorship sales.
- 1.9** The Organization shall be responsible for providing a safe environment for all participants and spectators.
- 1.10** The Organization shall provide all Event staff.
- 1.11** The Organization shall be responsible for implementing a parking system for the Event in a safe and efficient manner and in cooperation with the County, municipality, or appropriate authority.
- 1.12** The Organization shall provide on-site medical personnel or have a medical plan prepared.
- 1.13** The Organization understands that it is an independent contractor and has no authority or right to make obligations of any kind in the name of or for the account of the County, the AITDC or AICVB nor commit or bind the County, the AITDC or AICVB to any contract (other than this Agreement) by virtue of this Agreement.
- 1.14** If the Event is held on County-owned property or if the County is co-participating in the Event, as determined by the County in its sole discretion, then the Organization shall, upon written request by the County, provide the County a Certificate of Insurance including one million dollars (\$1,000,000) in general liability coverage and listing the County and the AICVB as “additional insured” for the Event no later than five (5) days after execution of this Agreement by all parties. Certificates of Insurance and the insurance policies required for this Agreement shall contain a provision that coverage afforded under the policies shall not be cancelled or allowed to expire unless at least thirty (30) days prior written notice has been given to the County and the AITDC. Certificates of Insurance and the insurance policies required for this Agreement shall also include a provision that policies, except Worker’s Compensation, are primary and noncontributory to any insurance maintained by the AICVB. All insurers shall be authorized to transact insurance business in the State of Florida as provided by Section 624.09(1), Florida Statutes and the most recent Rating Classification/Financial Category of the insurer as published in the latest edition of “Best’s Key Rating Guide” (property-Casualty) must be at least A- or above.
- 1.15** The Organization shall submit to the AICVB a Post Event Report within forty-five (45) days of the Event.

SECTION 2. AICVB's Responsibilities.

- 2.1 The AICVB shall provide a link to the Event webpage on www.ameliaisland.com. The Event posting should include the Event schedule and details as they relate to parking, registration fees, sponsorship, merchandise sales, concessions, and all other activities relating directly or indirectly to the operation of the Event (as applicable).
- 2.2 The AICVB shall share responsibility with the Organization for the promotion of the Event outside of Nassau County, Florida.

SECTION 3. Sponsorship Amount.

- 3.1 Upon the recommendation of the AITDC and approval of the County and pursuant to the acceptance and fulfilment of the terms of this Agreement, the County shall provide to Organization a sponsorship in the amount of Fifteen Thousand Dollars (\$15,000.00) ("Sponsorship Amount") for the 2026 performance. The County's performance and obligation under this Agreement is contingent upon an annual appropriation by the Nassau County Board of County Commissioners for subsequent fiscal years and is subject to termination based on lack of funding.
- 3.2 The Sponsorship Amount may be paid in full to the Organization at least two (2) weeks in advance of the Event. Notwithstanding County's payment of the Sponsorship Amount prior to the Event, the Organization shall only be entitled to retain and shall have only been deemed to have earned the Sponsorship Amount after the conclusion of the Event and timely delivery of the completed and executed Post Event Report as required in Section 1.16 hereinabove and any required supporting documentation.
- 3.3 The Organization shall use and allocate the Sponsorship Amount solely for expenditures or obligations related to the Event as outlined in Exhibit A.
- 3.4 The Organization shall be responsible for any and all Event costs and expenses in excess of the total Sponsorship Amount incurred due to Event.

SECTION 4. Indemnification.

- 4.1 The Organization shall indemnify, and hold harmless the County and its officers and employees, the Amelia Island Tourist Development Council, the Amelia Island Convention and Visitor's Bureau from any and all damages, losses, liabilities, and costs, including but not limited to, reasonable attorneys' fees, to the extent caused by the negligence, recklessness, or intentionally wrongful conduct of the Organization and other persons employed or utilized by the Organization in the performance of the Agreement.

SECTION 5. Compliance with Laws & Regulations.

- 5.1 The Organization represents and warrants that it shall comply with all applicable state, federal and local laws and regulations relating to operation of the Event.

SECTION 6. Waivers.

- 6.1 No release or waiver of any provision of this Agreement shall be enforceable against or binding upon a party unless in writing and executed by the releasing or waiving party. The failure of any party to insist upon specific performance of any of the agreements, terms, covenants, or conditions of this Agreement shall not be deemed a waiver of any rights or remedies that either party may have, or a waiver of any subsequent courses of actions or claims based upon breach or default of any of such agreements, terms, covenants, and conditions.

SECTION 7. Relationship of Parties.

- 7.1 The parties of this Agreement shall not be deemed joint venturers, agents, or partners of the other for any purpose because of this Agreement or for the transactions contemplated hereby.

SECTION 8. Term.

- 8.1 This Agreement shall commence when fully executed and shall remain in full force and effect until September 30, 2026, with an option to renew for 2027 and 2028 in the amount of Fifteen Thousand Dollars (\$15,000.00) per year. The Organization shall give in writing the Organization's Request for Renewal to the County Ninety (90) days prior to the expiration of the term of this Agreement. If the County elects to renew this Agreement, the Parties shall execute an Amendment reflecting the same.

SECTION 9. Amendments.

- 9.1 No provision of this Agreement may be modified, waived, or amended except by a written instrument duly executed by both parties.

SECTION 10. Cancellation; Rescheduling; Force Majeure.

- 10.1 Notwithstanding anything to the contrary contained herein, if the Event is canceled for any reason whatsoever, and the Event is not rescheduled as set forth in Section 10.2 below, then (a) this Agreement shall be automatically deemed terminated, (b) the Organization shall have no right to receive or otherwise direct the receipt of any portion of the Sponsorship Amount, and (c) the Organization must refund to the County all amounts paid by the County to the Organization pursuant to this Agreement within ten (10) business days following written request by the County. The Organization hereby waives and releases any and all claims it may have for breach of contract or otherwise arising out of such circumstances.
- 10.2 If the Event is canceled for any reason, within ten (10) business days of such cancellation, Organization shall notify County in writing whether the Organization intends to reschedule the Event to a date during County's current Fiscal Year (October 1 through September 30). If the Organization timely notifies County of its intent to reschedule the Event to a date

within the current Fiscal Year, County and the Organization shall coordinate the replacement dates for the Event; provided, however, County shall not unreasonably withhold, condition, or delay its consent to dates requested by the Organization. If the Parties agree on rescheduled dates for the Event, such agreement shall be made in writing by the parties and treated as an amendment to this Agreement, with all references to Event herein to mean the new dates. If the Organization does not timely notify County that it intends to reschedule the Event within the time period stated in this section, the Event is deemed canceled and this Agreement is automatically deemed terminated as provided in Section 10.1 above.

- 10.3** Other than the Organization's obligations to refund the Sponsorship Amount as provided in Section 10.1 of this Agreement, which obligations are not waived by any event of Force Majeure (as defined in this paragraph), each Party's obligations under this Agreement shall be temporarily excused by acts of God, such as fires, storms, lightning, floods, confiscations or restraints of government (civil or military), war, terrorism, strikes or labor disputes, civil disturbances, or any other cause that is not within the reasonable control of a Party, and not otherwise due to any negligence or willful misconduct by that Party ("Force Majeure").

SECTION 11. Third- Party Beneficiaries.

- 11.1** Neither the Organization nor the County intends to directly or substantially benefit a third party by this Agreement. Therefore, the Parties acknowledge that there are no third-party beneficiaries to this Agreement and that no third party shall be entitled to assert a right or claim against either of them based upon this Agreement.

SECTION 12. Notices.

- 12.1** In order for a notice to a party to be effective under this Agreement, notice must be sent via U.S. first-class mail, hand delivery, or commercial overnight delivery, each with a contemporaneous copy via e-mail, to the addresses listed below and shall be effective upon mailing or hand delivery (provided the contemporaneous e-mail is also sent). The addresses for notice shall remain as set forth in this section unless and until changed by providing notice of such change in accordance with the provisions of this section.

FOR AICVB:

ATTENTION:

Executive Director
1750 South 14th Street, Suite 200
Fernandina Beach, Florida 32034
(904) 277-4369

ORGANIZATION:

AMELIA ISLAND DANCE FESTIVAL, INC.

ATTENTION:

Susan Dodge
1751 Lisa Avenue Fernandina Beach FL 32034
info@ameliaislanddancefestival.org

All notices for the Organization shall be provided to the Organization through the contact person named on the Event or Project Sponsorship Funding Application ("Application") at the address listed on the Application.

SECTION 13. Public Records.

13.1 The Organization acknowledges that the County is a public agency subject to Chapter 119, Florida Statutes, and that the information and data the Organization manages under this Agreement may be public records in accordance with Chapter 119, Florida Statutes. If a court of competent jurisdiction determines that the Organization is a "contractor" for purposes of Section 119.0701, Florida Statutes, then the Organization shall comply with all requirements of Chapter 119, Florida Statutes. Failure to comply with this section shall be deemed a breach of this Agreement and enforceable as set forth in Section 119.0701, Florida Statutes. **IF THE ORGANIZATION HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE ORGANIZATION'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT (904) 530-6090, RECORDS@NASSAUCOUNTYFL.COM, 96135 NASSAU PLACE, SUITE 6, YULEE, FLORIDA 32097.**

SECTION 14. Assignment.

14.1 The Organization may not assign all or part of its rights or obligations under this Agreement without the prior written consent of County, which consent shall not be unreasonably withheld, conditioned, or delayed. Any assignment, transfer, or encumbrance in violation of this section shall be void and ineffective. If the Organization violates this provision, any portion of the Sponsorship Amount already provided to the Organization shall be immediately refunded to County upon demand and, in addition to any other rights and remedies County may have, County may immediately terminate this Agreement.

SECTION 15. Governing Law and Venue.

15.1 This Agreement shall be deemed to have been executed and entered into within the State of Florida and any dispute arising hereunder, shall be governed, interpreted and construed according to the laws of the State of Florida, the Ordinances of Nassau County, and any applicable federal statutes, rules and regulations. Any and all litigation arising under this

Agreement shall be brought in Nassau County, Florida, and any trial shall be non-jury. Any mediation, pursuant to litigation, shall occur in Nassau County, Florida.

SECTION 16. Entire Agreement; Severability.

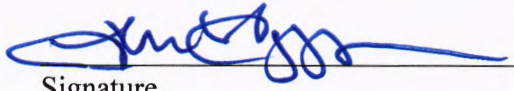
- 16.1** This Agreement sets forth the final and complete understanding of the parties. It is understood and agreed that there are no other representations with respect to this Agreement and this Agreement supersedes all prior discussions, agreements and understandings relating to this subject matter hereof. In the event any part of this Agreement is found to be unenforceable by any court of competent jurisdiction, that part shall be deemed severed from this Agreement and the balance of this Agreement shall remain in full force and effect.

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CM 3899

Please indicate your acceptance of the foregoing terms and conditions by signing and dating the space below and returning one fully executed copy of this Agreement to the County.

**NASSAU COUNTY BOARD OF
COUNTY COMMISSIONERS**


Signature

A.M. Huppman

Printed Name

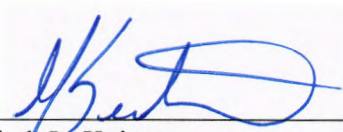
Chairman

Title


4-28-2025

Date

Attest to the Chairman's signature:


Mitch L. Keiter
Its: Ex-officio Clerk

**AMELIA ISLAND DANCE FESTIVAL,
INC.**


Signature

Linda Loftis-Vrooman

Printed Name


President

Title

4/9/2025

Date

Approved as to form and legality by the
Nassau County Attorney:


Denise C. May, Esq., BCS
Denise C. May, County Attorney

Amelia Island Convention and Visitors Bureau


Signature

Gil Langley

Printed Name

President

Title

4/7/2025

Date

AMELIA ISLAND

COME MAKE MEMORIES®

Event/Project/Program Sponsorship Funding Application

Please complete the following to be considered for event/project/program sponsorship funding. Attach additional documentation if needed. Be sure to review the requirements before submitting your application.

Each event/project/program host/organizer applying for sponsorship will be required to submit this Special Event/project/program Sponsorship Application. The annual sponsorship application process shall close on June 30 for consideration of support in the next fiscal year (October 1 through September 30). The application must be submitted to the TDC Managing Director by e-mail (billing@ameliaisland.com) or mailed/hand delivered to 1750 South 14th Street, Suite 200, Amelia Island, FL 32034.

For questions related to completing the application, please email Mariela Murphy at mmurphy@ameliaisland.com or call 904-277-4369.

Name of Event/Project/Program: Amelia Island Dance Festival

Event/Project/Program Date(s): Sept 10th-13th, 2026; Sept 9th-12th, 2027; Sept 7th-10th, 2028

Event/Project/Program Location(s): Amelia Community Theatre, Central Park & Atlantic Rec Ctr

Funding Amount Requesting: \$25,000 each year (2026, 2027, 2028)

Event/Project/Program Host/Organizer/Applicant: Amelia Island Dance Festival

Event/Project/Program Host/Organizer/Applicant Address: 1751 Lisa Ave, Fernandina Beach, FL 320

Contact Person: Susan Dodge

Address: 1751 Lisa Ave Fernandina Beach FL 32034

Phone: (646) 642-3121

Email: Info@ameliaislanddancefestival.org

Event/Project/Program Information

Provide names and contact information of all persons, firms, and corporations with a financial interest in the Special Event/project/program or participating in the control of the event/project/program.

Please see attached document

Provide a detailed description of the event/project/program and how it promotes Amelia Island tourism, the proposed goals, objectives, and economic impact of the event/project/program to include dates of the event/project/program (including set up and tear down); anticipated attendance; audience demographic and projected overnight visitation.

Please see attached document

Provide a logistics outline (including but not limited to location/site plan, parking/shuttle and traffic plan, security plan, sanitation plan, health and safety plan, and special needs requirements) for your event/project/program.

Please see attached document

Please see attached document

Describe in detail how the special event/project/program sponsorship funds will be used including media plan with advertising schedule; public relations activities; proposed creative materials (including but not limited to display ads, banner ads, websites, flyers, posters); promotional activities to support the event/project/program and the related expense budgets for the marketing activities.

Please see attached document

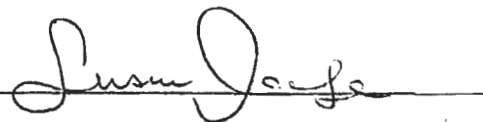
Please see attached document

Budget

An event/project/program budget should accompany this application, and contain such items as available:

- amount being invested by the event/project/program host/organizer.
- an expense budget for producing the event/project/program.
- amount of support requested from the TDC and its intended use.
- additional sponsorship revenues.
- anticipated revenue from ticket/ancillary sales.
- any other revenue expected to be generated by the event/project/program.

Event/Project/Program Host/Organizer/Applicant Signature: _____



Date: 1/23/2025

Internal Use Only:
Date Received: 1/23/2025
Approved: <u>X</u> Yes / <u> </u> No
Amount: <u>\$15,000/year for 26, 27, 28</u>



The Amelia Island Dance Festival (AIDF) is a premier annual event that celebrates the art of dance while promoting the cultural vibrancy and charm of Amelia Island, Florida. This festival attracts a diverse array of dancers, choreographers, and dance enthusiasts from across the country, offering an immersive experience that showcases the beauty of dance in all its forms. The festival typically features a series of performances, workshops, and master classes led by renowned artists, fostering a sense of community and creative exchange among performers and attendees alike.

The Amelia Island Dance Festival serves as a vital catalyst for tourism on the island, encouraging visitors to experience both the artistic offerings and the natural beauty of the area. By hosting this culturally significant event, the festival plays a pivotal role in drawing attendees who may stay for several days, which results in increased occupancy in local hotels, dining at local restaurants, and participation in other recreational activities. The allure of high-caliber dance performances combined with the island's picturesque beaches and rich history creates a compelling package for potential travelers.

The festival collaborates with local businesses, encouraging them to participate in promotional efforts that highlight Amelia Island's unique offerings. As well as partnering with local hotels and VRBOs to offer a unique stay on the island. These cooperative partnerships not only enhance the festival experience but also foster a sense of community and support among local merchants.

List of Business and partnerships for the festival

1. Amelia Island Dance Festival; Susan Dodge 646-642-3121
2. Amelia Community Theatre; Steve Carver 269-329-9604
3. The Residence Inn; Justin Taylor 904-226-6207
4. Keri Duffy Realtor 904-415-3107
5. Jax Taco Truck , Mark 904-552-5400
6. Mocama Beer, 904-456-9088
7. Cafe Karibo, 904-277-5269

Proposed Goals and Objectives

The primary goals and objectives of the Amelia Island Dance Festival are:

1. **Educational Outreach:** To provide educational resources and programming for schools and local organizations, inspiring young individuals to engage in the art of dance.
2. **Promote Cultural Arts:** To elevate the appreciation of dance as a significant form of artistic expression within the community and to inspire future generations of dancers.
3. **Foster Community Engagement:** To build a strong sense of community by encouraging local participation through workshops, performances, and volunteer opportunities, thereby strengthening cultural ties.
4. **Enhance Tourism:** To increase the influx of visitors to Amelia Island by creating an appealing annual event that showcases both local and national dance talents.
5. **Support Local Economy:** To stimulate economic growth by driving traffic to local businesses and increasing overall engagement with the island's tourism resources.

Economic Impact

The economic impact of the Amelia Island Dance Festival is multifaceted. The influx of visitors significantly contributes to the local economy through various channels:

- **Accommodation:** An increase in hotel bookings and vacation rentals, driven by festival attendees, bolsters the hospitality sector.
- **Dining and Entertainment:** Local restaurants and entertainment venues see heightened patronage from festival guests, leading to increased revenue over the festival period.
- **Retail Sales:** Shops and boutiques benefit from heightened foot traffic, as visitors often seek souvenirs and locally-made products.

Event Description: Amelia Island Dance Festival

The Amelia Island Dance Festival is an immersive four-day celebration designed to showcase the rich artistic heritage and vibrant cultural landscape of Amelia Island through the medium of dance. Set to take place in September 2026, the festival will feature a diverse array of events, including live performances, workshops, and community outreach initiatives that highlight local talent.

Promotion of Tourism:

By emphasizing Amelia Island's natural beauty and cultural depth, the festival aims to attract both residents and visitors, reinforcing the island's status as a premier destination for arts and culture. Through engaging programming, strategic promotional campaigns, and collaborations with local businesses, the festival aspires to encourage longer stays and greater exploration of the island's numerous offerings.

Goals:

1. Enhance Cultural Awareness: To foster a deeper understanding and appreciation of the local artistic community.
2. Increase Visitor Numbers: To draw a larger audience, including overnight visitors.
3. Support the Local Economy: To amplify the economic impact on local businesses through increased patronage.
4. Create Community Connection: To cultivate a sense of community among residents and visitors alike.

Objectives:

- Achieve an anticipated attendance of 2,000 festival-goers throughout the week.
- Engage a minimum of 100 local artists and performers.
- Increase overnight visitation by 20% compared to the previous year.
- Collaborate with at least 15 local businesses for sponsorship and participation.

Economic Impact:

The Amelia Island Dance Festival is expected to yield significant economic benefits for the region. With a rise in tourism, local businesses such as hotels, restaurants, and retail establishments can anticipate enhanced revenues during the festival. The projected economic impact encompasses:

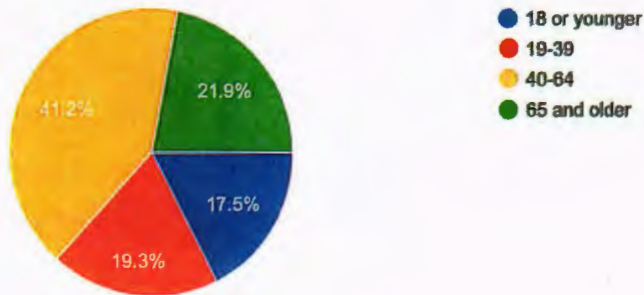
Audience Demographics:

The target audience for the festival consists of:

- Cultural enthusiasts, art lovers, and families aged 25-65.
- Tourists from nearby metropolitan areas seeking enriching cultural experiences.
- Local residents interested in the arts, community involvement, and family-oriented activities.

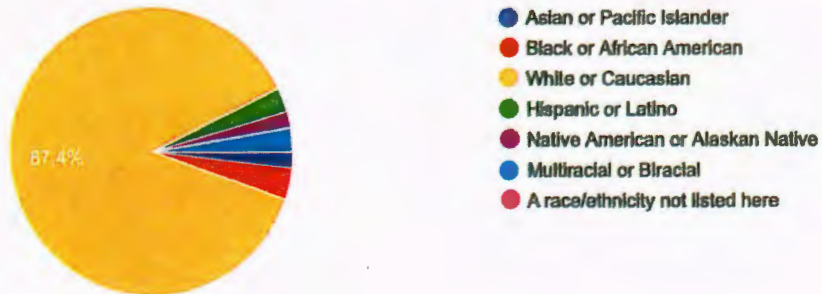
The following questions will be used for grant applications and your response is optional: What is your age?

114 responses



Which of the following best describes you?

111 responses



Projected Overnight Visitation:

With a marketing strategy targeting neighboring cities and states, we anticipate a notable increase in overnight visitors. Projected figures suggest that approximately 200 to 300 attendees will choose to stay in local accommodations during the festival, thereby significantly contributing to local hospitality revenues and encouraging repeat visits to Amelia Island.

Logistics Outline

1. Event Overview

- Amelia Island Dance Festival
- September 2026, 2027 and 2028
- Thursday at 6:30pm through Sunday at 6:00pm
- Many Locations: Amelia Community Theatre, Central Park and Atlantic Rec Center

2. Parking

- Parking across the street from Central Park will be reserved
- Designated parking: Amelia Community Theatre and Atlantic Rec Center

Sponsorship Fund Utilization Plan

The funding received from the sponsorship will be strategically allocated to a comprehensive marketing and promotional initiative designed to maximize visibility and engagement for the Amelia Island Dance Festival. Below is a detailed outline of how these funds will be utilized across various channels and activities.

1. Media Plan

Objective: Position the Amelia Island Dance Festival prominently in the market and create ample visibility among the target audience.

Advertising Schedule:

- Digital Advertising:
 - Initiate campaigns 6 weeks prior to the event.
 - Implement targeted social media ads (Facebook, Instagram) designed to reach specific demographics, running daily for a duration of 4 weeks.
- Print Advertising:
 - Distribute flyers in local community centers and businesses, with a print run starting 8 weeks before the event.
 - Place posters in high-traffic areas including universities, cafes, and public bulletin boards, strategically positioned 5 weeks prior to the festival.
- Email Marketing:
 - Send an initial announcement email 8 weeks in advance, followed by a series of reminder emails at 6, 4, and 2 weeks leading up to the event.

2. Public Relations Activities

Objective: Foster positive media relations and generate organic coverage to enhance credibility and reach.

- Press Releases:
 - Distribute an initial press release 6 weeks before the event to major media outlets and local publications.

- Issue follow-up releases or media advisories 3 weeks before the festival to highlight key talent, activities, and sponsors, and again one week prior to generate final buzz.

- Media Outreach:
 - Coordinate interviews with talent and the festival's Executive Director through local radio and television stations to increase visibility and provide insights into the festival's significance.

3. Talent Expenses

Objective: Supplement talent costs to maintain affordable ticket prices for attendees.

- Travel and Accommodations:
 - Cover transportation costs for invited artists and instructors.
 - Provide accommodation in local hotels to ensure that all talent can participate without financial burden.

Expense Budgets for Marketing Activities and Performers

Activity	Estimated Cost
Digital Advertising	\$1,000
Print Advertising (Flyers/Posters)	\$3,000
Email Marketing Tools	\$500
Public Relations (Press Releases + Media Outreach)	\$500
Talent Expenses	\$20,000
Total Estimated Budget	\$25,000

Sample Schedule

Festival Breakdown September 5th-8th, 2024

Thursday, SEPTEMBER 5TH, 2024

Workshop 1 | 2-3PM

Workshop 2 | 3-4PM

Workshop 3 | 4-5PM

Workshop 4 | 5-6PM

Special Event Evening Dance Performance | 7:00-8:00PM

Friday, SEPTEMBER 6TH, 2024

Workshop 5 | 2-3PM

Workshop 6 | 3-4PM

Workshop 7 | 4-5PM

Workshop 8 | 5-6PM

Guest Artists Evening Dance Performance | 7:30-9:30 PM

SATURDAY, SEPTEMBER 9TH, 2023

Dancing in the Park Free Workshops 9-15

9:00am-1pm (Located at Central Park)

Workshop 16 | 9:00-10:30am

Workshop 17 | 10:00-11:00am

Workshop 18 | 10:30-11:30am

Workshop 19 | 11:00-12:00pm

Workshop 20 | 11:30-12:30pm

Youth Matinee Dance Performance | 2-3 pm

Local and Emerging Artist Performance 4-5:30 pm

Guest Artist Evening Dance Performance | 7:30-9:30 PM

SUNDAY, SEPTEMBER 10TH, 2023

Workshop 21 | 9:30-10:30am

Workshop 22| 10:00-11:00am

Workshop 23| 10:30-11:30am

Workshop 24| 11:00-12:00pm

Workshop 25| 11:30-12:30pm

Youth Matinee Dance Performance | 2-3 pm

Local and Emerging Artist Performance 4-5:30 pm

Special Workshops

Workshop 26- Mal Stein Music

Workshop 27- Aerial Silks

2026 Projected Budget

OPERATING EXPENSES	
OFFICE SUPPLIES	\$2,000.00
STORAGE	\$1,200.00
STATE REGISTRATION	\$62.00
LIABILITY INSURANCE	\$900.00
CHUBB INSURANCE	\$700.00
SQUARESPACE	\$400.00
Executive Artistic Director	\$15,000.00
	\$20,262.00
MARKETING	
Digital Marketing	\$1,000.00
Merchandise	\$3,000.00
POSTERS/SIGNS/CITY SIGN	\$1,200.00
FUNDRAISER	\$2,000.00
	\$7,200.00
Special Presentation	
PERFORMERS	\$8,000.00
LODGING	\$2,500.00
FLIGHTS	\$1,000.00
MEAL	\$800.00
STAGE MANAGER	\$1,000.00
Program	\$1,000.00
Rental Equipment	\$4,000.00
	\$18,300.00
SEPTEMBER DANCE FESTIVAL	
PERFORMERS	\$40,000.00
TRAVEL EXPENSES	\$4,000.00
WORKSHOPS	\$3,000.00
MEALS	\$6,000.00
LODGING	\$7,500.00
RECEPTION	\$2,500.00
PROGRAMS	\$1,000.00
STAGE MANAGER	\$2,500.00
MISC. EXPENSES	\$500.00
Scholarship 2024	\$2,000.00
Photographer	\$1,200.00
	\$70,200.00
TOTAL EXPENSES	
	\$115,962.00
PROJECTED INCOME	
Individual Donations and Sponsorships	\$40,000.00
September Ticket Sales	\$23,000.00
Workshop Ticket Sales	\$3,000.00
Special Event Ticket Sales	\$11,000.00

CVB SPONSORSHIP	\$25,000.00
PROGRAM ADVERTISING	\$2,000.00
FUNDRAISER TICKET SALES	\$2,000.00
State Grant	\$15,000.00
The Morgan Stanley Foundation	\$2,000.00
TOTAL PROJECTED INCOME	\$123,000.00