

Organization Information

Enter applicant's email below:

Email *

Lillian@carmeldancefestival.org

Name of Applicant Organization: *

Carmel Dance Festival

Name and Position/Title of staff applying on behalf of the Organization: *

Lillian Barbeito, Co-Founder and President

Organization Mailing Address: *

3845 Via Nona Marie, unit #22181, Carmel, CA 93923

Telephone Number: *

(310) 923~2766

https://docs.google.com/forms/d/1_qtAEKhgMNeGViy-O3UbomAxiNy4TdXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLIZ... 1/8

Email: *

Lillian@carmeldancefestival.org

Geographic Area(s) the Organization serves: *

Carmel~by~the~Sea, Carmel Valley, Monterey, Big Sur, Salinas and beyond

Age groups served by the Organization: *

- 0-12
- 13-17
- 18-24
- 25-34
- 35-44
- 45-54
- 55-64
- 65 and over

Number of Carmel-by-the-Sea (93921) residents the Organization serves: *

1500+ per year

Is this Organization incorporated as a Nonprofit Organization? *

- Yes
- No

https://docs.google.com/forms/d/1_qtAEKhgMNeGViy-O3UbomAxiNy4TdXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLIZ... 2/8

Is this Organization a Carmel school? *

Yes

No

Project/Program Details

Project/Program Name: *

Dance~by~the~Sea

Amount requested (up to \$3,000): *

\$3,000

Please provide the name of the project, program, or service that the Carmel-by-the-Sea grant ("grant") funding will be used to support. *

Dance~by~the~Sea; Free Intergeneration Dance Classes and Public Performances

https://docs.google.com/forms/d/1_qIAEKhgMNeGViy-O3UbomAxiNy4TtdXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLIZ... 3/8

Please provide a description of the project, program, or service that the grant funding will be used to support. *

Building on the success of last year's three highly acclaimed performances at Carmel Plaza during the Summer Live Music Series, Carmel Dance Festival aims to expand its reach and impact this year. In collaboration with the city, we aspire to host our shows in public spaces such as Devendorf Park, Carmel Beach, or other available locations that attract both locals and visitors alike. These venues offer a unique opportunity to engage with diverse audiences and create memorable experiences that celebrate the arts and community spirit.

The grant funding will support FREE intergenerational dance classes and performances as part of Carmel Dance Festival's major production from July 8-20th (that has a budget of over 93k). These classes are designed to provide accessible dance opportunities for individuals of all ages and skill levels within the community. Two dance classes will be offered on Saturdays, July 13th and July 20th, from 10-11:30 am at Carmel High School. The first class will be led by Charmaine Butcher, a distinguished dancer with Post:Ballet and a faculty member of Berkeley Ballet Theater, while the second will be taught by Joseph Kudra, a talented dancer with Rambert in London.

In addition to the dance classes, there will be FREE public performances on both Saturdays in the afternoon, featuring the work of Brooklyn-based choreographer Kelly Ashton Todd, which centers on climate change with a message of hope. These opportunities to engage with dance and experience inspiring performances will foster joy, connection, and unity.

Here is a link to a highlights video that shows the guest artists teaching classes to our 2023 Summer Program participants and the free public performances at Carmel Plaza: <https://www.youtube.com/watch?v=C5kZX9mWdsE&t=189s>

https://docs.google.com/forms/d/1_qIAEKhgMNeGViy-O3UbomAxiNy4TtdXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLIZ... 4/8

Please describe the specific benefit to the Carmel-by-the-Sea community that your project, program, or service will provide. Be sure to include the target population and number of community members that will be served. *

Our nonprofit's Dance-by-the-Sea project will provide significant benefits to the Carmel-by-the-Sea community by offering accessible and inclusive dance opportunities and inspiring performances that enrich the cultural landscape and foster community engagement.

Dance classes offer numerous benefits to individuals of all ages and skill levels, including physical fitness, coordination, and flexibility. Moreover, dance encourages self-expression, creativity, and confidence-building, empowering participants to express themselves artistically and develop a sense of personal identity. Additionally, dance classes provide opportunities for social interaction and connection, fostering a sense of belonging and community among participants.

In addition to the benefits of dance classes, dance performances play a vital role in enriching the cultural fabric of the community. Dance performances offer opportunities for cultural exchange, artistic expression, and celebration of diversity. By showcasing the work of talented choreographers such as Kelly Ashton Todd, the project contributes to the preservation and promotion of dance as an art form. Dance performances inspire and uplift audiences, sparking creativity, imagination, and emotional resonance. Furthermore, by hosting performances in public spaces accessible to both locals and visitors, Dance-by-the-Sea promotes community engagement and appreciation for the arts, enhancing the quality of life for residents and contributing to the vitality of the community.

The specific beneficiaries of the project will depend on the exact locations and times of the shows. For the classes and based upon participation at previous community classes, we anticipate 15-40 participants each day. For the shows, last year we had 300+ attendees at the first show, 400+ at the second show, and 500+ at the third show. We hope that if we are at Devondorf Park, the beach, or a similar location, attendance will be high.

https://docs.google.com/forms/d/1_qIAEKhgMNeGViy-O3UbomAxiNy4TtDXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLJZ... 5/8

Please describe how your organization would use the funding awarded, including equipment or services that would be purchased and why. *

Our organization would utilize the awarded funding to support various aspects of our project, ensuring its success and impact on the local community. Specifically, the funding would be allocated as follows:

\$500 ~ teaching artist's fees
 \$1,300 ~ costumes for 20 young performers
 \$1,200 ~ work/compensation for two locals

Subsidizing the artists' salaries for teaching the classes: We would allocate \$250 each for Charmaine and Joseph, totaling \$500. By providing compensation to these talented instructors traveling from San Francisco and London, we ensure the quality and professionalism of the dance classes offered to the community.

Providing costumes for 20 young dancers: We would allocate \$65 each for costumes, totaling \$1,300. Costumes are essential for enhancing the visual appeal of dance performances and creating a cohesive and professional look for the dancers.

Allocating funds for the stage manager and sound technician is crucial for ensuring the smooth execution of our performances. We would pay \$600 each for their services, totaling \$1,200. These local professionals play a vital role in managing stage logistics and handling sound requirements, contributing significantly to the success of our events. Specifically, we would allocate \$300 for each day of their services, totaling \$600, to cover their compensation for the duration of the performances.

Attachments

To complete your application, kindly email the following four (4) attachments to cityclerk@ci.carmel.ca.us. Please be sure your organization's name is in the subject line of the email and on all attachments.

- 1) **Proof of non-profit status:** provide a copy of the organization's 501(c) letter from the IRS.
- 2) **Budget Plan for the Grant:** provide a detailed line item budget plan explaining how the grant funds will be utilized for the project, program, or service.
- 3) **Current Annual Operating Budget:** provide an up to date operating budget that provides detailed information on your organization's annual revenue sources.
- 4) **Past two year's financial statements:** provide a copy of the **past two year's** financial statements, featuring balance sheets, revenue sources, profit/loss statements, and a breakdown of the percentage of revenue allocated for administration, salaries, and program costs.

https://docs.google.com/forms/d/1_qIAEKhgMNeGViy-O3UbomAxiNy4TtDXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLJZ... 6/8

Certification and Signature

The Applicant Organization hereby acknowledges and agrees to the following terms:

- 1) Compliance with City Council Discretionary Funds Grant Program requirements is mandatory, encompassing submission deadlines and payment disbursements.
- 2) Utilization of City Council Discretionary Funds Grant Program funds for ineligible activities/services, as delineated in City Council Policy C16-: City Council Discretionary Funds Grant Program, is prohibited.
- 3) Receipt of City Council Discretionary Funds Grant Program funding does not guarantee an automatic annual allocation.
- 4) Any allocated City Council Discretionary Funds Grant Program funding must be utilized solely as specified in the application form.
- 5) The applicant organization must sign an agreement with the City of Carmel-by-the-Sea, as provided by the City, by a duly authorized representative to receive the funds.
- 6) All awarded funds must be expended by the end of the 2024-2025 fiscal year (June 30, 2025).
- 7) Within 30 days after the conclusion of the Project/Program/Service or by June 30, 2025, the recipient must furnish a comprehensive account with supporting documentation regarding fund usage.
- 8) Any unspent funds or funds not properly documented as per the signed agreement must be returned to the City.
- 9) The City reserves the right to conduct audits and/or request additional documentation to substantiate fund expenditure. Failure to provide adequate documentation may impact future funding prospects.

I, acting on behalf of the aforementioned nonprofit applicant organization, certify that I have read, understand and agree that the aforesaid information is accurate, factual, and current.

Name and Title of staff applying on behalf of the Organization *

Lillian Barbeito

Organization name *

Carmel Dance Festival

https://docs.google.com/forms/d/1_qtAEKhhgMNeGViy-O3UbomAxiNy4TtdXOLyu8gcQJk/edit#response=ACYDBNg1kdZppXovdPW3Nd0sD4h5XLIZ... 7/8

Date *

MM DD YYYY
04 / 02 / 2024

This form was created inside of Carmel-by-the-Sea.





CARMEL DANCE FESTIVAL
3845 VIA NONA MARIE
CARMEL, CA 93923

Date: 08/21/2021
Employer ID number: 86-2764559
Person to contact: Name: Customer Service ID number: 31954 Telephone: 877-829-5500
Accounting period ending: December 31
Public charity status: 170(b)(1)(A)(vi)
Form 990 / 990-EZ / 990-N required: Yes
Effective date of exemption: February 28, 2021
Contribution deductibility: Yes
Addendum applies: No
DLN: 26053547001851

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,

Stephen A. Martin

Stephen A. Martin
Director, Exempt Organizations
Rulings and Agreements

Letter 947 (Rev. 2-2020)
Catalog Number 35152P

CARMEL DANCE FESTIVAL			
FARM~TO~TENDU BUDGET			
INCOME	AMOUNT	DETAILS	NOTES
	25000	Community Foundation	submitted
	5000	Arts Council for Monterey County	submitted
	3000	City Discretionary Grant	submitted
	3000	Rotary Grant	submitting 4/15
	2500	printed program advertising	based on previous programs
	10000	corporate sponsor	Tailor Farms
	10000	fundraising dinners	2 with specific patrons
	7500	additional sponsors/patrons	individual donations
	17000	participants	summer program tuition
	20450	ticket sales	\$600 (60plx\$100), \$11,250 (50x\$225), \$3,200 (80x\$40)
	103,450	TOTAL INCOME	
EXPENSES			
ANOUC VAN DIJK COMMISSION			
	2000	studio rental	Amsterdam
	2000	Anouk fee	for new solo
	2443.41	Joseph flight & hotel	London to Amsterdam +Amsterdam 12 nights
	1200	Joseph fee	creation of solo
	300	Joseph food	Amsterdam
	100	sound editing	
	500	costume	design, construction, alteration
POST:BALLET RESTAGING			
	2500	Post:Ballet	3 year agreement
	300	Costume Rental	
EDUCATIONAL PROGRAM			
	4500	Kelly Ashton Todd's fee	3 weeks creation, 5 yrs licensing

	775	Kelly's flight	
	3000	Charmaine Butcher's fee	teaching & dancing
	400	Charmaine's per diem	2 weeks
	600	Charmaine's travel	2 roundtrips via car
	3000	Joseph Kudra's fee	
	400	Joseph's per diem	2 weeks
	2000	Joseph's flight	Shanghai/Paris
	2000	Costumes for participants	20 dancers \$100 each (2 different pieces)
	500	advertising	
BALLARE CARMEL DANCERS			
	1400	Babatunji Johnson's Fee	
	200	Babatunji's per diem	
	2400	Natalie Liebert's fee	2 weeks
	400	Natalie's per diem	2 weeks
	300	Natalie's flight	Los Angeles
	2400	Anthony Pucci's fee	
	200	Anthony's per diem	
	1600	Anthony's flight	Germany
	2400	Javon Ja'Moon Jones' fee	
	500	Ja'Moon's flight	standby New York
	400	Ja'Moon's per diem	2 weeks
	2400	TBD fee dancer #7	
	1500	TBD flight dancer #7	
	400	TBD per diem dancer #7	
	3000	Skye pay	
	1600	housing at Hidden Valley	
	300	flight	
PRODUCTION			
	1200	Stage Manager	1 week + 2 days (in house)

	1800	Sound Technician	2 free shows and 1 week (hired out)
	3000	Marketing	print ads, radio, flyers
	2400	8 costumes	\$300 per dancer for Kelly's piece
	2000	pizza, drinks Friday night	
	7500	3 course meal Sat night	\$75 per person
	2500	table cloths, plates, cutlery, glasses	rent it from caterer/needs to be sustainable
	500	printed programs	350
	1000	seeds, gift bags, gloves, labels mics.	
	1000	banners	3 (high school, property road, site)
	600	photographer	
	800	videographer	
	1200	editing	
	5000	merch	CDF, FarmtoTendu, DancebytheSee
	4000	marley	30x40
	1000	foam	padding for dance floor
	500	misc	dance floor tape, ect
	85,918.41	SUB TOTAL	
	17,000	20% admin fee	
	102,918	TOTAL EXPENSES	

1	A	B	C	D	E	F	G	H	I	J	K	L	M	N
2		Carmel Dance Festival Budget												
3		24-Jan	24-Feb	24-Mar	24-Apr	24-May	24-Jun	24-Jul	24-Aug	24-Sep	24-Oct	24-Nov	24-Dec	YTD
1	INCOME:													
2														
3	Program Revenues													
4	Ticket Sales- Performance + HV Packages	\$11,575	\$15,000	\$5,288	\$5,288	\$-	\$10,000	\$20,000	\$20,575	\$20,000	\$5,288	\$5,288	\$800	\$119,100
5	Tuition + HV Drop Ins	\$1,350	\$-	\$5,675	\$5,675	\$5,000	\$-	\$-	\$1,350	\$-	\$675	\$675	\$-	\$20,400
6	Master Classes + HV Sessions	\$6,500	\$-	\$3,150	\$3,150	\$-	\$-	\$600	\$6,300	\$360	\$3,150	\$3,150	\$200	\$26,560
7	Printed Program Advertising + HV Registration	\$875	\$2,175	\$-	\$1,000	\$1,000	\$1,000	\$-	\$2,875	\$175	\$-	\$-	\$1,000	\$10,100
8	Donations from Individuals													
9	Major Gifts	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$7,500	\$-	\$7,500
10	Individual	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$3,000	\$1,000	\$2,000	\$2,000	\$-	\$8,000
11	Corporate	\$-	\$-	\$-	\$-	\$-	\$10,000	\$-	\$10,000	\$-	\$-	\$-	\$-	\$20,000
12	In Kind	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
13	Admin	\$2,000	\$5,000	\$5,000	\$2,000	\$4,000	\$5,000	\$4,000	\$5,000	\$5,000	\$2,000	\$2,000	\$2,000	\$43,000
14	Housing	\$-	\$7,000	\$-	\$-	\$-	\$-	\$12,000	\$20,000	\$-	\$-	\$-	\$-	\$39,000
15	Food & Wine	\$-	\$500	\$-	\$-	\$-	\$-	\$300	\$500	\$-	\$-	\$-	\$-	\$1,300
16	Venue Furniture	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$2,500	\$-	\$-	\$-	\$-	\$2,500
17	Videographer	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1,000	\$-	\$-	\$-	\$-	\$1,000
18	Grants	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-

1	A	B	C	D	E	F	G	H	I	J	K	L	M	N
2		Carmel Dance Festival Budget												
3		24-Jan	24-Feb	24-Mar	24-Apr	24-May	24-Jun	24-Jul	24-Aug	24-Sep	24-Oct	24-Nov	24-Dec	YTD
19	Monterey Peninsula Foundation	\$-	\$-	\$-	\$-	\$-	\$10,000	\$-	\$-	\$-	\$-	\$-	\$-	\$10,000
20	Monterey Arts Council	\$5,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000
21	Yellow Brick Road	\$-	\$-	\$-	\$-	\$-	\$5,000	\$-	\$-	\$-	\$-	\$1,500	\$-	\$6,500
22	Carmel Cares	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1,000	\$-	\$1,000
23	TBD	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$3,500	\$-	\$-	\$2,500	\$-	\$6,000
24	Fundraising													
25	Go Fund Me	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
26	FUNraiser	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
27	Silent Auction	\$-	\$5,000	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$5,000
28	Other Income													
29	Merchandise	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
30	Consulting	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
31	Total Income	\$27,300	\$34,675	\$19,113	\$17,113	\$10,000	\$41,000	\$36,900	\$76,600	\$26,535	\$13,113	\$25,613	\$4,000	\$331,960
32	EXPENSES													
33	Performance Expenses													
34	Choreographers	\$8,160	\$11,660	\$8,160	\$11,160	\$8,160	\$-	\$5,000	\$-	\$15,160	\$8,160	\$8,160	\$8,160	\$91,940
35	Dancers	\$-	\$7,000	\$-	\$-	\$-	\$-	\$7,000	\$-	\$15,000	\$-	\$-	\$-	\$29,000
36	Collaborators													
37	Lighting Designer	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1,500	\$-	\$1,000	\$1,500	\$4,000

1	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	INCOME:	Carmel Dance Festival Budget												
2		24-Jan	24-Feb	24-Mar	24-Apr	24-May	24-Jun	24-Jul	24-Aug	24-Sep	24-Oct	24-Nov	24-Dec	YTD
83	Music License Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
84	Credit Card Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
85	Fundraising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
86	Insurance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
87	Merchandise	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
88	Gifts	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$250	\$250
89	Postage, Milage, Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
90	Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
91	Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
92	Reimbursements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
93	Business Credits	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
94	Domain/Website	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
95	Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
96	Studio Rental	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$1,200	\$1,200	\$1,200	\$1,200	\$4,800
97	Production	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
98	Receptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$300	\$ -	\$300
99	Costumes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$3,000	\$ -	\$ -	\$3,000
100	Lighting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$500	\$ -	\$500
101	Stage Management	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$500	\$ -	\$500
102	Music License Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

1	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	INCOME:	Carmel Dance Festival Budget												
2		24-Jan	24-Feb	24-Mar	24-Apr	24-May	24-Jun	24-Jul	24-Aug	24-Sep	24-Oct	24-Nov	24-Dec	YTD
103	Total Expenses	\$10,027	\$41,902	\$13,027	\$14,827	\$12,527	\$6,167	\$72,917	\$10,767	\$74,627	\$15,427	\$17,127	\$30,527	\$319,865
104														
105	Net Income	\$17,273	(\$7,227)	\$6,086	\$2,286	(\$2,527)	\$34,833	(\$36,017)	\$65,833	(\$48,092)	(\$2,314)	\$8,486	(\$26,527)	\$12,095

CARMEL DANCE FESTIVAL
Financial Statements' Table of Contents

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December 2023 Balance Sheet ~ Page 4

December 2022 Balance Sheet ~ Pages 5 & 6

2023 Profit & Loss Statement ~ Page 7

2023 Profit & Loss ~ Page 8

Carmel Dance Festival Financial Statements, page 1

CARMEL DANCE FESTIVAL
Revenue Sources

Ticket Sales: Revenue generated from the sale of tickets for performances, shows, or events organized by the festival.

Individual Donations: Funds received from individual donors who support the festival's mission and activities through monetary contributions.

Regional and State-Wide Grants: Funds obtained from government agencies or organizations at the regional and state level to support specific projects, performances, or educational programs.

Foundations and Trusts: Grants received from private foundations or charitable organizations that provide financial support for various aspects of the festival's operations, such as artistic programming or community outreach.

Merchandise Sales: Revenue generated from the sale of merchandise, such as branded apparel, accessories, or souvenirs related to the festival.

Educational Programs:

- Ongoing Classes: Revenue from tuition fees paid by students enrolled in regular dance classes offered at DANCE at Hidden Valley throughout the year.
- Masterclasses: Income earned from specialized dance workshops or classes conducted by visiting artists or renowned instructors.
- Workshops: Revenue generated from short-term dance workshops or seminars organized by the festival, covering specific dance styles, techniques, or topics.
- Intensives: Funds received from participants attending intensive dance training programs offered by the festival, typically spanning several days or weeks.
- Fellowship: Revenue from fellowship programs where selected dancers receive financial support or scholarships to participate in the festival's activities.
- Summer Program: Income earned from summer program for dancers age 16+
- Youth Summer Dance Camp for children ages 6-11
- Community Classes: Revenue from dance classes or workshops offered to the local community, including children, adults, and seniors, as part of the festival's outreach and engagement efforts.

These revenue sources collectively contribute to funding the festival's operations, artistic productions, educational initiatives, and community engagement programs.

Carmel Dance Festival Financial Statements, page 2

CARMEL DANCE FESTIVAL
2023 Revenue Allocation Breakdown

Administration:

- Percentage Allocation: 10%
- Amount Allocated: \$15,675.40
 - This portion of the revenue is dedicated to essential administrative functions, ensuring the smooth operation and management of Carmel Dance Festival. It encompasses administrative salaries, office expenses, and other overhead costs vital for organizational sustainability.

Salaries:

- Percentage Allocation: 20%
- Amount Allocated: \$31,350.80
 - Our talented and dedicated staff are at the heart of Carmel Dance Festival's success. This allocation supports fair compensation for our team members, including artistic directors and instructors, and technical staff, who work tirelessly to bring our artistic vision to life.

Program & Presentation Costs:

- Percentage Allocation: 70%
- Amount Allocated: \$109,727.80
 - The majority of our revenue is dedicated to program and presentation costs, reflecting our commitment to delivering exceptional dance experiences to our audiences. This includes production expenses, venue rentals, artist fees, and other costs associated with staging performances and educational programs.

Carmel Dance Festival Financial Statements, page 3

CARMEL DANCE FESTIVAL
Balance Sheet December 2023

ASSETS

CURRENT ASSETS

Cash: \$16,545.69
Accounts Receivable: \$4,500
Inventory (Repertory): \$31,300.00
Props, Costumes, Sets: \$16,000
Furniture, Equipment: \$5,000
TOTAL ASSETS: \$73,345.69

LIABILITIES

CURRENT LIABILITIES

Accounts Payable: \$2,718.15
Accrued Wages: \$1,185
Accrued Payroll Taxes: \$1,200
TOTAL LIABILITIES: \$5,103.15

NET ASSETS

Unrestricted: \$15,545.69
Temporarily Restricted: \$1,000
Permanently Restricted: \$0.00

TOTAL NET ASSETS - \$73,345.69
TOTAL NET LIABILITIES - \$5,103.15

Carmel Dance Festival Financial Statements, page 4

CARMEL DANCE FESTIVAL BALANCE SHEET

December 2022

ASSETS

CURRENT ASSETS

Cash: \$12,307.82
Accounts Receivable: \$10,700.00
Inventory: \$26,300.00
Prepaid Expenses: \$0.00
Notes Receivable: \$5,000.00
Other Current Assets: \$0.00
TOTAL CURRENT ASSETS: \$54,307.82

FIXED ASSETS

Long-Term Investments: \$20,000.00
Land: \$0.00
Building: \$0.00
Accumulated Building Depreciation: (\$0.00)
Machinery and Equipment: \$0.00
Accumulated Machinery and Equipment Depreciation: (\$0.00)
Furniture and Fixtures: \$5,000.00
Accumulated Furniture and Fixtures Depreciation: (\$0.00)
Other Fixed Assets: \$0.00
NET FIXED ASSETS: \$25,000.00

OTHER ASSETS

Goodwill: \$25,000.0

TOTAL ASSETS: \$104,307.82

LIABILITIES & EQUITY

CURRENT LIABILITIES

Accounts Payable (A/P): \$3,145
Accrued Wages: \$38,900
Accrued Payroll Taxes: \$4,000

Carmel Dance Festival Financial Statements, page 5

Accrued Employee Benefits: \$0.00
Interest Payable: \$0.00
Short-Term Notes: \$0.00
Current Portion of Long-Term Debt: \$0.00
Suspense: \$13,262.82
TOTAL CURRENT LIABILITIES: \$46,045.00

LONG-TERM LIABILITY

Mortgage: \$0.00
Other Long-Term Liabilities: \$0.00
TOTAL LONG-TERM LIABILITIES: \$0.00

OWNER'S EQUITY

Paid-In Capital: \$45,000.00
Net Income: \$0.00
TOTAL EQUITY: \$45,000.00

TOTAL LIABILITIES & EQUITY: \$104,307.82

Carmel Dance Festival Financial Statements, page 6

Profit and Loss Statement
Carmel Dance Festival
Year Ending 12/31/2023

INCOME	
Total Revenue/Business Income	\$202,488
EXPENSES	
Advertising/Marketing	\$7,100.00
Credit/Debit Card Fees	\$180
Equipment Rental/Lease	\$2,300
Insurance Expense	\$945
Postage & Delivery	\$176
Rent (office/storage space)	\$2,900
Supplies/Materials	\$19,400
Travel	\$7,075
Utilities Expenses	\$1,310
Vehicles Expenses	\$5,100
Independent Contractors	\$66,906.32
 TOTAL OPERATING EXPENSES	 \$189,613
 PROFIT FROM BUSINESS	 \$12,875

Carmel Dance Festival Financial Statements, page 7

Profit and Loss Statement
Carmel Dance Festival
Year Ending 12/31/2022

INCOME	
Total Revenue/Business Income	\$156,754
EXPENSES	
Advertising/Marketing	\$6,700.00
Credit/Debit Card Fees	\$180
Equipment Rental/Lease	\$1,500
Insurance Expense	\$800
Postage & Delivery	\$280
Rent (office/storage space)	\$2,900
Supplies/Materials	\$21,500
Travel	\$8,000
Utilities Expenses	\$1,295
Vehicles Expenses	\$5,061
Independent Contractors	\$65,988
Salaries & employee benefits	\$30,210
 TOTAL OPERATING EXPENSES	 \$154,414
 PROFIT FROM BUSINESS	 \$2,340

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