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# City of Nashua Arts Commission Grant Application

Respectfully submitted by:

Northern Ballet  
Theatre, Inc.

April 10, 2015

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

*The City of Nashua grant programs vary in terms of their application requirements and interests. Please consult our website ([www.nashuanh.gov](http://www.nashuanh.gov)) for individual grant program criteria and guidelines about how to apply to each program.*

The Nashua Arts Commission has established this grant program to recognize the contributions made by local non-profit organizations, which have demonstrated a continued commitment to enriching the lives of area residents through Visual Arts and the Performing Arts. Grants awarded normally range between \$500 to \$5,000. However, the review committee will consider requests falling outside that range for projects of extraordinary scope and impact.

Applicants must have demonstrated a commitment to community, education, and quality of life through a consistent expenditure of their own funds to provide programs which benefit the Nashua community at large. This grant is designed to offset some of the organization's costs of providing programs at little or no cost to the citizens of Nashua.

Agencies that receive CDBG funding, Review & Comment Funding or other 505 monies related to Human Service Funding are NOT eligible.

If you have questions about the application or review process, please call City Hall at (603) 589-3260.

### DIRECTIONS

- Submission deadline is **Friday, April 10, 2015 by 5:00 p.m.**
- Do not send materials other than those requested, and do not send any materials under separate cover.
- Send only one copy and do not staple or bind your application.
- This application can be completed in two ways: 1) open it in Microsoft Word and click on the shaded areas to **type** in your answers (preferred); or 2) you can type your answers on a separate sheet of paper. Please use a font size of at least 11 point.
- You may submit an electronic copy of the application, along with attachments of additional requested documentation, to [grantapp@nashuanh.gov](mailto:grantapp@nashuanh.gov).

Or

- Mail this application to:

**City Hall  
Mayor's Office  
Attn: Nashua Arts Commission Grants  
229 Main Street  
Nashua NH 03060**

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### CHECKLIST

Please use this checklist to ensure that your application contains all required information and attachments.

**Incomplete proposals will not be reviewed.**

- Completed application form (including required signatures)
- 501(c)(3) letter from IRS
- List of the organization's governing board, advisory board, and all employees
- A single copy of your organization's operating budget for the current fiscal year

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

### PART I: APPLICANT INFORMATION

**LEGAL NAME OF ORGANIZATION: Northern Ballet Theatre, Inc.**

**ADDRESS:**

**36 Arlington Street**

**CITY/ STATE /ZIP:**

**Nashua, NH 03060**

**TELEPHONE:**

**603-889-8408**

**WEBSITE: www.nbt dc.com**

**YEAR ORGANIZATION STARTED:**

**1985**

**FEDERAL TAX I.D. # (EIN): 02-0397968**

**EXECUTIVE DIRECTOR: Tina Cassidy**

**PRIMARY CONTACT FOR PROPOSAL: Tina Cassidy**

**TELEPHONE: 603-889-8408**

**E-MAIL: cassidy tina@gmail.com**

**AMOUNT REQUESTED FROM  
ARTS COMMISSION: \$4,500**

**TOTAL PROJECT BUDGET:**

**\$4,500**

**PLEASE PROVIDE A BRIEF (2 or 3 sentences) OVERVIEW OF THE PROJECT/SERVICE FOR WHICH FUNDING IS BEING REQUESTED:**

Northern Ballet Theatre is seeking funding from the City of Nashua for the continuation and expansion of the Company's various community outreach and educational programs to benefit the people of the City of Nashua. These include the following:

*Discover Dance!* Northern Ballet Theatre's free educational after school program for children attending Nashua schools. This program is designed to introduce and educate Nashua's public school children in Grades 3 to 5, to a variety of dance forms. Discover Dance offers Nashua students from all socio-economic and ethnic backgrounds a chance to dance.

*Free Community Performances Given by Northern Ballet Theatre Youth Ensemble and Guest Professional Artists*

Expansion of existing programming for free events provided to the City of Nashua.

*Enhancement of Existing Sets for Productions* To replace worn and existing props and set pieces owned by NBT to enhance the audience experience and provide professional quality to Nashua audiences.

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

### **PART II: ORGANIZATIONAL/PROJECT OVERVIEW**

Northern Ballet Theatre is seeking funding from the City of Nashua for the continuation and expansion of the Company's various community outreach and educational programs to benefit the people of the City of Nashua. These include the following:

#### *Discover Dance!*

Discover Dance! is Northern Ballet Theatre's free after school program for children attending Nashua schools. (Described in Part III, Section 1)

#### *Free Community Performances Given by Northern Ballet Theatre Youth Ensemble and Guest Professional Artists*

Funding from the city of Nashua would enable Northern Ballet Theatre to continue offering free performances during the City's annual events including SummerFun and Holiday Stroll, both of which NBTYE participated in this past season. NBTYE hopes to expand its free offerings to include other events and increase the production level for those offerings.

#### *Dance Throughout the Centuries*

This is a lecture demonstration dance performance that will encompass dance from ballet through current street dance showing the history and cultural traditions of dance.

### **PART II: ORGANIZATIONAL HISTORY**

Northern Ballet Theatre (NBT) has served as New Hampshire's only professional dance company. It was founded in 1985 by Doreen Cafarella as the Granite State Ballet and continued to offer professional dance performances until 2007. In 2000, the professional wing expanded to include the Northern Ballet Theatre Youth Ensemble (NBTYE) and was approved into the bylaws. NBTYE is a highly dedicated group of pre-professional dancers who also serve as peer mentors. NBTYE share the same mission as NBT and can be described as:

- To foster excellence in professional ballet and dance
- To broaden regional access to the inspiration, beauty, and wonder of professional ballet and dance
- To promote an appreciation of dance, with its cultural and aesthetic enrichment among youth
- To provide a milieu for the artistic and professional growth and development of dancers
- To inspire youth of the City to have an interest in the arts (particularly dance) and become active through participation as a performer or audience member

Each season NBTYE performs throughout the greater New England area. This past season, NBTYE performed at Greeley Park's Summerfun, the Nutcracker at the Keefe Auditorium, and Nashua's Downtown Stroll. They have collaborated with Jennie and Company in Fitchburg, MA and Nashoba Valley Dance Academy in Groton, MA. In addition, they have performed this past March in the fourth annual NH Choreographer's Showcase at the Stockbridge Theatre.

Throughout its history, NBTYE has performed with the Nashua Symphony (now Symphony NH), Nashua Chamber Orchestra, and the Nashua Flute Choir. It has participated in the prestigious Youth American Grand Prix competition which earned a Hope Award. NBTYE members have gone on to dance with professional companies such as Boston Ballet, Hubbard Street, New York Ballet Theatre, the Rockettes, and Broadway.

The arts are an essential part of a City's culture. Education in the arts is a building block for a student's future, to build a student-base and society that is highly aware not only of aesthetic value but of the effort and selflessness that it takes to create art. NBT strives to continue this ethos for many future offerings, improving upon the quality of its programs by employing creative professionals who share a similar vision. In addition, a group of future leaders (NBTYE) of pre-professional caliber will be utilized as peer mentors. This strengthens the standard for leadership and civic-minded values as these future professionals are given the opportunity to assist in their own community.

# **CITY OF NASHUA**

## **ARTS COMMISSION GRANT APPLICATION**

An innovative educational program known as Discover Dance! was implemented for two years beginning in 2005 and will be described throughout this grant application. NBT reinstated this free educational program in October 2013 to the present utilizing Nashua school children from Dr. Crisp as a pilot program and also expand its free offerings to the City of Nashua to continue to build an interest in the arts for Nashua residents. NBT has historically had immense participation by Nashua residents for its free events.

Twenty Nashua elementary students are currently working with NBTYE members in Discover Dance. With Discover Dance! NBT strives to implement new strategies that incorporate more community-wide, youth-based programming. Future programs may also include expanding Discover Dance to other schools in the Nashua area and a master class series for Nashua and area residents. In addition, plans have been made to initiate an educational Dance Throughout the Centuries lecture demonstration that can be performed in Nashua schools.

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

### PART III: PROGRAM DESCRIPTION

This form is required as part of your application.

**In 2015, the Nashua Arts Commission published its Arts & Cultural Plan for the City; applicants are encouraged to review the Arts & Cultural Plan when preparing their grant requests. In your answers to the narrative questions below, please be sure to identify ways that your proposed project speaks to the Commission's top priority areas. Specifically, how does your project:**

1. **Raise the profile of Nashua so it is seen as a major arts destination.**
2. **Increase arts education opportunities for both children and adults.**
3. **Enhance the quality of life in greater Nashua in ways that have a measurable impact.**
4. **Work toward new levels of capacity and sustainability for your organization.**
5. **Develop stronger marketing/branding profiles for your organization and/or the larger arts community.**

**Format:** You may complete this form in Microsoft Word using the form fields or number and write your answers on a separate page with a font size no smaller than 11 point.

This application represents (please check one only):

- A request for continued funding, operations or program support
- A first time request in support of an existing program
- A first time request in support of a new project

#### 1. WHAT IS THE OVERALL GOAL OF THIS PROJECT?

The goals of Discover Dance! and other community-based programming through Northern Ballet can be described as the following:

- To build an awareness of the importance of the arts, specifically dance, within a community
- Provide services for that community that are of no cost to its citizens through performance offerings and educational opportunities
- To show the importance of dance within historical timeframes
- To utilize a number of instructional tools that enable children to learn: audio, visual, sensory, physical.
- To create leadership roles for local area youth and create future civic minded citizens.
- To expand dance to other schools in the area of no cost to the recipients
- To make dance more visible to the community in order to expand citizens' knowledge and interest in the Arts in general

#### **Brief Description of Program**

Northern Ballet Theatre is seeking funding from the City of Nashua for the continuation and expansion of the Company's various community outreach and educational programs to benefit the people of the City of Nashua. These include the following:

##### *Discover Dance!*

Discover Dance! is Northern Ballet Theatre's free after school program for children attending Nashua schools. This program is designed to introduce and educate Nashua's public school children in Grades 3 to 5, to a variety of dance forms. Discover Dance offers Nashua students from all socio-economic and ethnic backgrounds a chance to dance. The only requirement is that the student shows interest in this type of program and commits to the weekly classes designed for the student. In addition, Northern Ballet Theatre Youth Ensemble members, a dedicated group of pre-professional students, will be utilized as instructional assistants and guest performers. This is to introduce young people to the art of instruction lead by professional dance instructors.

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

Discover Dance! includes three phases:

### Educational Workshops-Phase I

Each Fall, professional dance instructors will provide eight sixty-minute workshops for third and fourth grade students in the Nashua public schools. During these one-hour presentations at a Nashua school, workshop team members will introduce the learning of basic dance vocabulary including those used in Ballet, Jazz, Modern, or Musical Theatre. Nashua school children will take part in a dance class utilizing this vocabulary.

### Dance Technique and History-Phase II

In January, students will continue to dance, working on expanded vocabulary during the next twelve-week session, each class meeting for sixty minutes, once a week. Dance from a historical perspective will be introduced from a variety of forms including video, photos, music, shoes, and costumes. Students will see a performance of a historical dance done by the members of Northern Ballet Theatre Youth Ensemble as well as physically participate in a lecture/demonstration.

### Performance and Choreography-Phase III

During the final ten-week session, students will utilize the learned dance vocabulary to formulate their own phrases of movement. Dance instructors and instructional assistants will offer creative ideas in the form of improvisational exercises to develop the use of craft in creating dances. Students will create a dance performance that is student-based with costumes and music that are chosen by the participants. Instructional assistants will serve as mentors for small groups with the professional dance instructor serving as the production manager. Instructional assistants, members of Northern Ballet Theatre Youth Ensemble, will also perform in the dance showcase. All students will receive a certificate upon completion.

### *Free Community Performances Given by Northern Ballet Theatre Youth Ensemble and Guest Professional Artists*

Funding from the city of Nashua would enable Northern Ballet Theatre to continue offering free performances during the City's annual events including SummerFun and Holiday Stroll, both of which NBTYE participated in this past season. NBTYE hopes to expand its free offerings to include other events and increase the production level for those offerings.

Adding professional guest artists to NBTYE's performances afford the community at large to experience the artistry of professional dance. As Nashua is close to larger cities, it is extremely important for Nashua residents to experience professional caliber dancers in their own community. It builds upon the strategy of engaging Nashua as a hub of culture. In the past three summers, NBTYE has invited professional dance groups to join in our Summerfun and Holiday Stroll such as saving Grace Dance Ensemble, Still Point Dancers, and FreeFall Contemporary Dance. A remark heard from the Summerfun audience was that the performance resembled Jacob's Pillow, an internationally recognized dance festival in Massachusetts who offers a wide variety of dance styles to its audiences. In addition, NBT has brought in professional guest artist from New York City for its Nutcracker performances.

### *Dance Throughout the Centuries*

This is a lecture demonstration dance performance that will encompass dance from ballet through current street dance showing the history and cultural traditions of dance. Each time period will be reflected in the dancing and each dance will be described by a narrator. Audience members will be given the opportunity to learn a current dance style at the end of the demonstration.

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

### 2. HOW HAS YOUR ORGANIZATION FUNDED THIS PROJECT OVER THE PAST YEARS?

Northern Ballet Theatre has received funding from the City of Nashua in 2013 and 2014. Historically, since 1985, NBT has received funding for all of its programs from the following:

*City Of Nashua*

*Major Corporations*-Northern Ballet Theatre has received grants and corporate sponsorships from several local, regional, and national companies including Target, BAE, Macy's, Verizon, Triangle Credit Union, Northeast Delta Dental, Sadler Insurance Company

*Local Businesses*-In addition to those listed above, several local businesses have made either cash or in-kind donations including Jenica Corp, Crown Linen, Healthcare Review, Hewlett Packard, Millyard Technology Park, and Loyal Manufacturing Company.

*Individual Donors*-Members of Northern Ballet Theatre's Board of Directors and numerous residents of the Greater Nashua area have contributed generously to the programs of NBT.

*Fundraising Activities*-NBT holds a Mother's day tea each May with refreshments and a performance to benefit the Youth Ensemble's community outreach programs. There are other fundraisers held in restaurants where a percentage of the bill goes to NBTYE.

### 3. PLEASE ATTACH A DETAILED BUDGET, SHOWING EXPENSES AND REVENUE (INDICATING WHETHER PENDING OR SECURED) FOR THE PROJECT FOR WHICH YOU ARE REQUESTING FUNDS.

Northern Ballet Theatre is requesting a total of \$4,500 from the City of Nashua, which is planned to be allocated in the following manner:

#### Discover Dance! And Dancing Throughout the Centuries

Professional Instructor fees for 30 weeks	\$2,000
Shoes, Costumes, Supplies for Nashua youth	\$500
Continuation and enhancement of Nashua free performances including guest artists	\$1,500
Enhancement of Set Pieces and Props for community productions	\$500

### 4. DESCRIBE UP TO 3 MEASURABLE OUTCOMES OR RESULTS OF THIS PROJECT THAT WILL HELP ACHIEVE THIS GOAL.

Implementation of Discover Dance! and Dancing Throughout the Centuries will aspire to achieve the following outcomes:

- Nashua school children will be provided with a unique educational opportunity to learn, recall, comprehend, and implement their knowledge of dance.
- Knowledge of dance in its historical aspect will inspire and apply a new level of understanding for students about dance and its relationship to society.
- Participation in a dance performance will showcase ability and inspire others to create new models of dance synthesizing what they have learned. The performance itself will teach the importance of stagecraft and instruction and provide opportunities for students to evaluate what they have learned.

# CITY OF NASHUA

## ARTS COMMISSION GRANT APPLICATION

**5. WHAT SPECIFIC ACTIVITIES WILL YOU DO AS PART OF THIS PROJECT TO PRODUCE THOSE RESULTS? (PLEASE LIST NO MORE THAN 5)**

The specific activities have been described in the three phases of Discover Dance! To summarize, a professional dance instructor would lead Nashua school children in Grades 3-5 through three phases of a dance program. In this program, children will learn dance vocabulary, be introduced to dance history, create dance phrases that will be incorporated into a performance that is student-based. In addition, the pre-professional dancers of Northern Ballet Theatre Youth Ensemble will serve as instructional assistants. Dancing Throughout the Centuries will be presented in Nashua schools as an education opportunity for area school children.

**6. TIMING:**

- a. **WHEN DO YOU EXPECT TO BEGIN YOUR PROJECT (MONTH, YEAR)?** **September 2015**
- b. **WHEN DO YOU EXPECT TO COMPLETE YOUR PROJECT (MONTH, YEAR) OR IS IT ONGOING?** **ongoing**

**7. WHO WILL BE SERVED BY OR PARTICIPATE IN THIS PROGRAM? IS IT FREE TO PARTICIPANTS? HOW MANY PARTICIPANTS DO YOU EXPECT?**

The programs presented by Northern Ballet Theatre are provided for all of the citizens of the City of Nashua. Discover Dance! is aimed toward children in Nashua schools from all socio-economic backgrounds who would not ordinarily have the opportunity to participate in formal dance education.

With Discover Dance! Nashua school children in Grades 3-5 will participate and be served by this program. In addition, parents of the Nashua students will view a fully-staged production at the end of the program. Nashua residents will also benefit from the ability to view free expanded performances throughout the year.

Dancing Throughout the Centuries will be performed throughout the school district as a free lecture/demonstration of historical to current dance styles. It will be visible to school aged children and school instructors as part of community outreach. This program is designed to broaden knowledge and interest in the area of dance and the arts in general. It may also promote and provide marketing materials to school children of upcoming events for many other organizations.

**8. EXPLAIN HOW YOU EVALUATE THE FISCAL EFFICIENCY OF YOUR ORGANIZATION'S PROGRAMS.**

Throughout its history, NBT has developed a budget for each performance season based upon the number of shows, venues, number of dancers, and all other associated costs of performing. At each Board meeting, the Treasurer's report is reviewed and discussed. NBT operates on a very tight budget, employing minimal employees to implement and administer our programs. We continuously solicit and encourage donations of time, talent, and money from individuals on our Board and throughout the community.

**9. IF APPROVED, HOW AND WHERE DO YOU PLAN TO USE THE NASHUA ARTS COMMISSION'S LOGO?**

We plan to utilize the Nashua Arts Commission's logo on any marketing materials sent out to parents and students, especially as hand-outs during in-school assemblies. We currently have been recognizing the NAC at any area functions and performances as a contributor to last year's grant.



Internal Revenue Service  
District Director

Department of the Treasury

G.P.O. BOX 1680  
BRQOKLYN, NY 11202

Date: NOV 25 1988

GRANITE STATE BALLET COMPANY INC  
142 MAIN STREET P O BOX 7346  
NASHUA, NH 03060

Employer Identification Number:  
02-0397968

Contact Person:  
MICHAEL SCIAME

Contact Telephone Number:  
(718) 780-6134

Our Letter Dated:  
OCTOBER 2, 1986

Caveat Applies:  
YES

Dear Applicants:

This modifies our letter of the above date in which we stated that you would be treated as an organization which is not a private foundation until the expiration of your advance ruling period.

Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Internal Revenue Code because you are an organization of the type described in section 509(a)(2). Your exempt status under Code section 501(c)(3) of the code is still in effect.

Grantors and contributors may rely on this determination until the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(2) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act that resulted in your loss of such status, or acquired knowledge that the Internal Revenue Service had given notice that you would be removed from classification as a section 509(a)(2) organization.

If the heading of this letter indicates that a caveat applies, the caveat below or on the enclosure is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in you permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Eugene D. Alexander  
District Director

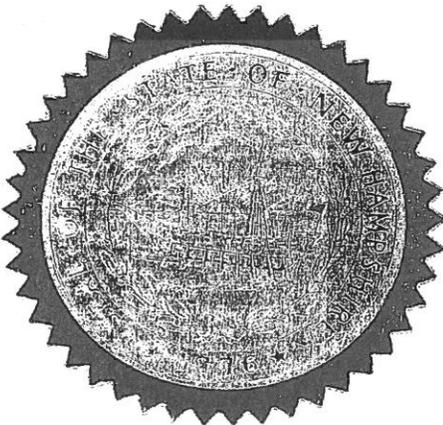
State of New Hampshire  
Department of State

The undersigned, as Deputy Secretary of State of the State of New Hampshire, hereby certifies that the attached Affidavit of Amendment to the Articles of Agreement of GRANITE STATE BALLET COMPANY, now NORTHERN BALLET THEATRE, a New Hampshire nonprofit corporation, has been filed in this office.

IN TESTIMONY WHEREOF, I hereto set my hand and cause to be affixed the Seal of the State of New Hampshire this 25th day of October, 2000.



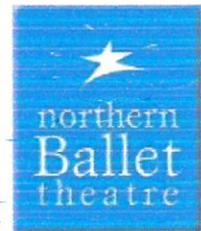
Robert P. Ambrose  
Deputy Secretary of State



**Northern Ballet Theatre**

**Board of Directors**

**2013-2014**



**Pamela Schwartz Bruckman, President**

9 Chung Street  
Nashua NH 03062-1888  
[schwartzlaw@comcast.net](mailto:schwartzlaw@comcast.net)  
978.808.7538

**Tina Cassidy, Artistic Director**

12 Newcastle Drive #10  
Nashua, NH 03060  
[cassidygina@gmail.com](mailto:cassidygina@gmail.com)  
603.475.9517

**Rebecca Power, Vice President**

#6 Burnside Street  
Nashua, NH 03064  
[powerr2@myfairpoint.net](mailto:powerr2@myfairpoint.net)  
603.578.5908

**Harrin Zieve, Secretary**

13 Royal Crest Drive, Apt 10  
Nashua, NH 03060  
[daffyrules0507@gmail.com](mailto:daffyrules0507@gmail.com)  
603.-888.3437

**Cynthia Burrows, Treasurer**

15 Souhegan Drive  
Nashua NH 03063  
[burrowscg@aol.com](mailto:burrowscg@aol.com)  
603.880.7989

**Jim Kelly, Board member**

16 Broad Street  
Nashua, NH 03064  
[kellylawpllc@gmail.com](mailto:kellylawpllc@gmail.com)  
603.809.4230

**Rhonda Rendina, Board member**

15 Barisano Way  
Nashua, NH 03063  
[rhonda.rendina@gmail.com](mailto:rhonda.rendina@gmail.com)  
603.801.6810

**Kelly B Wood, Board member**

39 Edgewood Ave  
Nashua, NH 03064  
[kkillywd@comcast.net](mailto:kkillywd@comcast.net)  
603.595.2356

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10/07/14  
Accrual Basis

Northern Ballet Theatre, Inc.  
**Profit & Loss**  
September 2013 through August 2014

	<u>Sep '13 - Aug 14</u>
Ordinary Income/Expense	
Income	
Donations	3,121.53
Fundraiser	100.00
Grants	3,127.00
Youth Ensemble Income	
YE Fundraiser	328.00
Total Youth Ensemble Income	<u>328.00</u>
Total Income	<u>6,676.53</u>
Gross Profit	6,676.53
Expense	
Classes	770.00
Shows	
Costumes	697.00
Total Shows	<u>697.00</u>
Taxes	
Filing Fee	75.00
Total Taxes	<u>75.00</u>
Total Expense	<u>1,542.00</u>
Net Ordinary Income	5,134.53
Other Income/Expense	
Other Income	
Interest Earned on Savings	26.95
Total Other Income	<u>26.95</u>
Net Other Income	<u>26.95</u>
Net Income	<u><u>5,161.48</u></u>

11:28 PM

10/07/14

Accrual Basis

Northern Ballet Theatre, Inc.

**Balance Sheet**

As of August 31, 2014

	<u>Aug 31, 14</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Cash In Bank	
Triangle - online savings	9,575.48
Triangle Credit Union-Checking	251.01
Triangle Credit Union - Savings	25.31
Total Cash In Bank	<u>9,851.80</u>
Total Checking/Savings	<u>9,851.80</u>
Total Current Assets	<u>9,851.80</u>
<b>TOTAL ASSETS</b>	<b><u>9,851.80</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
Opening Bal Equity	4,626.05
Retained Earnings	64.27
Net Income	<u>5,161.48</u>
Total Equity	<u>9,851.80</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>9,851.80</u></b>