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Broward County
Board of County Commissioners

Designation Request
Deadline: June 1, 2017

Broward Cultural Council
Designation Request for
Cultural Institution Program
(operating support)

FY2019
October 1, 2018 - September 30, 2019

1. Legal name of incorporated organization as registered with the Secretary of State of FL:

South Florida Symphony Orchestra, Inc.

2. Organization Mailing Address: 221 SW 3rd Ave, Fort Lauderdale, FL 33312

3. Organization's Federal Identification Number (FEIN): 65-0846695

4. Date Incorporated (month, day, year): 08/03/1997

5. Month & Day Fiscal Year Begins & Ends: July 1 – June 30

6. Number of Employees: Full-time: 5 Part-time: 4

7. Last Fiscal Year Data:

Number of: exhibits: 8 Concerts/ performances/ events: 8

Total attendance: 2564 Total number of clients/patrons serviced: 5,264

8. Contact Person:

Name & Title: Jacqueline Lorber, President/CEO

Phone Number(s) 954-522-8445 Ext.(s): _____

9.) Please Check (X) boxes as appropriate

Yes **No** - A not-for-profit organization, whose primary mission is **cultural**.

Yes **No** - Registered as a not-for-profit corporation with the Florida Secretary of State and have tax exempt status under Section 501(c)(3) of the Internal Revenue Code.

Yes **No** - Primary office address as recorded with the Secretary of State's office, is in Broward County with a full-time paid professional staff in that office located in Broward County, FL. A professional staff and provide access and services to Broward County residents and visitors.

Yes **No** - Which has made a significant continuing contribution to the artistic and cultural and economic life of Broward County.

Yes **No** - A governing board, at least one-half who reside in Broward County, and which meet regularly and operates under a set of bylaws.

Yes **No** - Which has presented a regular season of cultural exhibitions or performances open to the general public for an uninterrupted ten (10) year period.

Yes **No** - Has a minimum of annual operating budget of \$1 million, exclusive of tangible collections, capital and /or endowment funds.

Yes **No** - Has the ability to match grant funds dollar-for-dollar.

Yes **No** - Receives Broward community audience support through subscriptions, memberships, earned income and/or planned fundraising activities.

Yes **No** - Demonstrates long-term fiscal responsibility.

Yes **No** - Which is accredited by the American Association of Museums (AAM), if a museum applicant.

Yes **No** - Cultural organization must have documented revenues of minimum of annual operating budget of \$1 million each of the past three years. **Award Size** - Awards may range from \$110,000 up to a maximum of \$310,000, or ten percent (10%) of the audited operating revenues exclusive of collections, capital funds, and endowment funds, averaged over the past three years, whichever is less.

Or, is either:

Yes **No** - An American Association of Museum (AAM) accredited museum that is part (a division) of a not-for-profit university in Broward County that will provide recurring cultural and exhibit programming; producing a full season of programming and exhibits on a yearly basis and have an advisory board which governs the activities of the museum's programs, and at least fifty percent (50%) of whom reside in Broward County. County funding must be used to support the accredited museum's cultural and exhibition programming.

- (1) Which has tax exempt status under Section 501(c)(3) of the Internal Revenue Code.
- (2) Whose principal office address, as recorded in the Secretary of State's office, is in Broward County with a minimum of one full-time staff position in that office.
- (3) Has a minimum annual operating budget of One Million Dollars (\$1,000,000.00), exclusive of tangible collections, capital, and-or endowment funds.
- (4) Has a full-time paid professional staff.
- (5) Has the ability to match grant funds dollar-for-dollar.
- (6) Has a significant countywide or regional impact.

THE FOLLOWING ITEMS ARE ATTACHED TO THIS APPLICATION

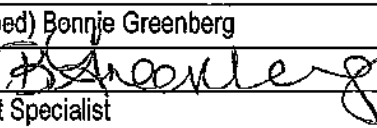
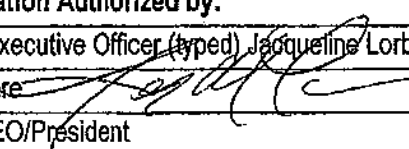
Please provide the following attachments with your Eligibility Application.

1. An audited financial statement for the most recently completed organizational fiscal year and the previous two (2) fiscal years. If these are not a certified audited financial statement (audited by CPA), it must be certified by the organization's chief executive officer and chief financial officer by their original signatures.
 2. Attach a list of performances (exhibits) in Broward County for the last cult itthree uninterrupted years of programming (including dates and locations).
 3. A list of current officers and board members showing term, residential address, and telephone numbers and e-mail addresses.
 4. Summary resumes of **key** program and artistic personnel involved in the organization's exhibits and programs.
-
5. ~~An Organizational Chart~~

Certification

The Chief Executive Officer or authorizing official, of the applicant organization and the person responsible for preparing this application **must** sign on the appropriate lines below.

USE BLUE INK. The applicant certifies that the data in this application and its various sections, including budget data, are true and correct and that the filing of this Designation Request application, and has been duly authorized.

Application prepared by:	Application Authorized by:
Name (typed) Bonnie Greenberg	Chief Executive Officer (typed) Jacqueline Lorber
Signature 	Signature 
Title Grant Specialist	Title CEO/President
Date 5/24/17	Date 5/24/17

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South Florida Symphony Orchestra

Balance Sheet

As of June 30, 2016

05/25/17

Accrual Basis

	<u>Jun 30, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
First State Bank #1824	430.07
PNC Bank #1638	15,981.27
Total Checking/Savings	<u>16,411.34</u>
Accounts Receivable	
Accounts Receivable	65,937.91
Total Accounts Receivable	<u>65,937.91</u>
Other Current Assets	
Security Deposit - FTL Office	1,500.00
Total Other Current Assets	<u>1,500.00</u>
Total Current Assets	<u>83,849.25</u>
Fixed Assets	
Accumulated Depreciation	-42,156.67
Furniture and Equipment	685.00
Office Equipment	20,858.68
Orchestra Equipment	21,082.45
Total Fixed Assets	<u>469.46</u>
Other Assets	
Prepaid Expenses	16,125.00
Total Other Assets	<u>16,125.00</u>
TOTAL ASSETS	<u><u>100,443.71</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	91,267.68
Total Accounts Payable	<u>91,267.68</u>
Credit Cards	
AMEX Mack 45009	5,030.00
Total Credit Cards	<u>5,030.00</u>
Other Current Liabilities	
LOC - First State Bank	38,896.65
LOC - Northwest Savings	14,075.25
LOC - PNC Bank #4290	24,336.52
Payroll Liabilities	7,504.71
Short Term Loan	30,000.00
Total Other Current Liabilities	<u>114,813.13</u>
Total Current Liabilities	<u>211,110.81</u>
Long Term Liabilities	
Due to Denise Palazzo	1,500.00
Due to Elizabeth Baker	85,739.56
Due to Jacqueline Lorber	23,903.86
Due to Jim Richard	10,300.00
Due to Robert Wilson	5,800.00
Due to Sebrina Alfonso	79,685.47
Total Long Term Liabilities	<u>206,928.89</u>
Total Liabilities	<u>418,039.70</u>

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South Florida Symphony Orchestra

Balance Sheet

As of June 30, 2016

05/25/17

Accrual Basis

	<u>Jun 30, 16</u>
Equity	
Unrestricted Net Assets	-283,720.42
Net Income	-33,875.57
Total Equity	<u>-317,595.99</u>
TOTAL LIABILITIES & EQUITY	<u><u>100,443.71</u></u>

Greg W Smith 5/25/17 CFO
[Signature] 5/25/17 CEO

South Florida Symphony Orchestra
Profit & Loss
July 2015 through June 2016

	Jul '15 - Jun 16
Ordinary Income/Expense	
Income	
Admissions/Subscriptions	
Annual Subscriptions	16,125.62
Chamber Series	7,172.75
Children's Education Program	4,610.00
General Ticket Sales	247,763.75
Master Concert Series	67,217.37
Tropical Beats	13,538.85
Total Admissions/Subscriptions	356,428.34
Donations	
1. Maestra Circle	5,000.00
3. Mozart Society	14,650.00
4. Patron Society	22,615.66
5. Contributor	10,059.00
Board Member Revenue	5,000.00
Corporations	80,108.20
Estate Donations	35,300.00
Foundations	160,376.04
Individuals	8,718.69
Sponsorships	69,750.00
Total Donations	411,577.59
Fundraising	4,665.00
Government Grants	
Local	84,032.52
State/Regional	23,055.00
Total Government Grants	107,087.52
International Travel	15,198.77
Musical Events	3,525.00
Musician Underwriting	21,500.00
Program Book Advertising	41,844.80
Raffle Ticket Sales	14,630.50
Stradivarius Society	
Black Key Society	32,500.00
Concerto	68,319.10
Opus	39,050.00
Overture	67,450.00
Total Stradivarius Society	207,319.10
Symphony in Schools Challenge	950.00
Trade/InKind Donations	81,765.86
Total Income	1,266,492.48
Gross Profit	1,266,492.48
Expense	
Advertising/Marketing	209,054.78
Automobile Expenses	
Fuel	1,943.31
Parking & Tolls	439.82
Repairs & Maintenance	592.51
Total Automobile Expenses	2,975.64
Charitable Contribution	500.00
Computer Supplies	449.83

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South Florida Symphony Orchestra

Profit & Loss

July 2015 through June 2016

05/25/17

Accrual Basis

	<u>Jul '15 - Jun 16</u>
Fees	
Bank Fees	1,590.00
Credit Card Fees	12,739.00
Interest Expense	1,454.60
License Fee Finance Charge	4,965.02
Penalties & Fines	339.00
Total Fees	<u>21,087.62</u>
International Travel Expenses	23,124.47
Meals & Entertainment	23,947.13
Medical Expenses	266.55
Operations	
Business Licenses	61.25
Dues & Subscriptions	19,751.32
Liability Insurance	2,387.47
Maintenance & Repairs	1,792.54
Office Supplies	2,958.35
Postage	2,354.61
Rent	28,532.26
Telephone & Internet	9,420.20
Website	490.14
Total Operations	<u>67,748.14</u>
Payroll	
Employee Benefits	9,050.36
Officer Compensation	69,625.00
Payroll Taxes	9,893.78
Total Payroll	<u>88,569.14</u>
Professional Services	
Administrative Services	54,250.25
Finance Officer	15,337.50
Grant Writer Consultant	5,152.50
Graphic Design	2,992.00
Legal Fees	7,730.44
Marketing/PR	31,971.33
Social Media Consulting	2,500.00
Total Professional Services	<u>119,934.02</u>
Program Service Expenses	
Airlines	8,268.82
Chorus	18,000.00
Cleaning	1,775.87
Equipment Repairs	735.00
Facilities Rental & Catering	84,005.70
Guest Artists	28,800.00
House Manager/Contractor	400.00
Housing	40,178.12
Instrument Rental & Cartage	8,425.48
Insurance	416.35
Librarian	10,778.20
Mileage Reimbursement/Buses	16,921.13
Music Rental	25,827.04
Musicians	399,436.00
Photographer/Videography	16,000.00
Production Costs	21,679.60
Stage Manager	1,152.00
Ticket Servicing	28,483.00
Travel Stipend	16,055.90
VIP Reception	6,587.34
Total Program Service Expenses	<u>733,925.55</u>

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South Florida Symphony Orchestra

Profit & Loss

05/25/17

July 2015 through June 2016

Accrual Basis

	Jul '15 - Jun 16
Sales Commissions	4,832.50
Travel	3,573.45
Utilities	379.23
Total Expense	1,300,368.05
Net Ordinary Income	-33,875.57
Net Income	-33,875.57

Amy W Smith 5/25/17 CFO
[Signature] 5/25/17 CEO

South Florida Symphony Orchestra, Inc.

Balance Sheet

As of June 30, 2015

05/25/17

	Jun 30, 15
ASSETS	
Current Assets	
Checking/Savings	
First State Checking #1824	19.66
PNC Bank Checking #1638	38,067.58
Total Checking/Savings	38,087.24
Other Current Assets	
Security Deposit - FTL Office	1,500.00
Undeposited Funds	17,762.90
Total Other Current Assets	19,262.90
Total Current Assets	57,350.14
Fixed Assets	
Accumulated Depreciation	-41,466.00
Furniture & Fixtures	685.00
Office Equipment	20,475.21
Orchestra Equipment	21,082.45
Total Fixed Assets	776.66
TOTAL ASSETS	58,126.80
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
LOC - First State Bank	41,646.65
LOC - Northwest Savings	18,575.25
LOC - PNC Bank #4290	23,899.36
Payroll Liabilities	7,504.71
Total Other Current Liabilities	91,625.97
Total Current Liabilities	91,625.97
Long Term Liabilities	
Due to Denise Palazzo	1,500.00
Due to Elizabeth Baker	85,739.56
Due to Jaqueline Lorber	23,903.86
Due to Jim Rickard	10,300.00
Due to Sebrina Alfonso	79,685.47
Total Long Term Liabilities	201,128.89
Total Liabilities	292,754.86
Equity	
Unrestricted Net Assets	-244,725.69
Net Income	10,097.63
Total Equity	-234,628.06
TOTAL LIABILITIES & EQUITY	58,126.80

Anna W. Smith 5/25/17 CFO

South Florida Symphony Orchestra, Inc.

Profit & Loss

July 2014 through June 2015

05/25/17

	<u>Jul '14 - Jun 15</u>
Ordinary Income/Expense	
Income	
Admissions/Subscriptions	
Chamber Series	3,796.14
Master Concert Series	17,215.24
Pops Series	20,666.14
Tropical Beats	1,920.00
Admissions/Subscriptions - Other	<u>225,215.58</u>
Total Admissions/Subscriptions	268,813.10
Contribution	
Board Revenue	45,000.00
Foundations	59,900.00
Individuals	238,225.29
Inner Circle	243,610.00
Special Events	10,000.00
Sponsorships	<u>49,080.00</u>
Total Contribution	645,815.29
Cruise Income	12,738.53
Government Grants	
Local	69,048.83
State/Regional	<u>47,854.00</u>
Total Government Grants	116,902.83
Program Book Advertising	7,545.00
Trade	<u>8,667.30</u>
Total Income	<u>1,060,482.05</u>
Gross Profit	1,060,482.05
Expense	
Advertising & Marketing	72,897.03
Bank & Credit Card Fees	14,076.42
Dues, Subscriptions & Licenses	5,592.74
Employee Benefits	8,670.40
Interest Expense	10.02
Meals & Entertainment	16,267.59
Miscellaneous	0.00
Office Supplies	8,654.14
Payroll Expenses	134,015.87
Penalties & Fines	26.34
Postage	1,353.26
Professional Fees	
Accounting	19,632.00
Advertisers & Sponsorship Devel	3,146.00
Board Development Consultant	<u>29,750.00</u>
Total Professional Fees	52,528.00

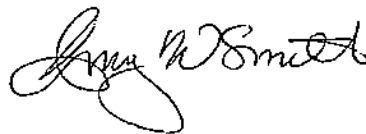
South Florida Symphony Orchestra, Inc.

Profit & Loss

July 2014 through June 2015

05/26/17

	<u>Jul '14 - Jun 15</u>
Program Service Expenses	
Airline - Travel	290,517.92
Auto - Travel	14,774.96
Facilities Rental & Catering	54,219.29
Guest Conductor	6,000.00
Hotel - Travel	12,330.39
Instrument Rental & Cartage	4,890.89
Insurance	2,560.00
Music Rental	2,126.28
Musicians	287,595.53
Ticket Servicing	1,121.70
Travel Expense	11,199.92
Total Program Service Expenses	<u>687,336.88</u>
Rent	27,875.76
Sales Commission	860.00
Taxes	14,759.37
Telephone & Internet	5,460.60
Uncategorized Expenses	0.00
Total Expense	<u>1,050,384.42</u>
Net Ordinary Income	<u>10,097.63</u>
Net Income	<u><u>10,097.63</u></u>

 5/25/17 CFO

South Florida Symphony Orchestra, Inc.

Balance Sheet

As of June 30, 2014

05/25/17

	<u>Jun 30, 14</u>
ASSETS	
Current Assets	
Checking/Savings	
First State Checking #1824	101.02
Paypal	6,776.53
Petty Cash	1,460.00
PNC Bank Checking #1638	<u>-13,517.63</u>
Total Checking/Savings	-5,180.08
Other Current Assets	
Security Deposit - FTL Office	<u>1,500.00</u>
Total Other Current Assets	<u>1,500.00</u>
Total Current Assets	-3,680.08
Fixed Assets	
Accumulated Depreciation	-41,466.00
Furniture & Fixtures	685.00
Office Equipment	20,475.21
Orchestra Equipment	<u>21,082.45</u>
Total Fixed Assets	<u>776.66</u>
TOTAL ASSETS	<u><u>-2,903.42</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>-9,187.27</u>
Total Accounts Payable	-9,187.27
Other Current Liabilities	
De Palazzo Loan2	-1,500.00
Due to David Wood Temp Agency	709.58
LOC - First State Bank	43,396.65
LOC - Northwest Savings	24,075.25
Payroll Liabilities	814.95
Thomas Leffler - Loan	-3,000.00
Tom Shaeffer Loan	<u>5,800.00</u>
Total Other Current Liabilities	<u>70,296.43</u>
Total Current Liabilities	61,109.16

South Florida Symphony Orchestra, Inc.

Balance Sheet

As of June 30, 2014

05/25/17

	<u>Jun 30, 14</u>
Long Term Liabilities	
Due to Denise Palazzo	2,522.25
Due to Elizabeth Baker	58,000.00
Due to Jaqueline Lorber	21,908.86
Due to Jim Rickard	10,300.00
Due to Sebrina Alfonso	79,745.47
	<hr/>
Total Long Term Liabilities	172,476.58
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Total Liabilities	233,585.74
	<hr/>
Equity	
Unrestricted Net Assets	-243,011.62
Net Income	6,522.46
	<hr/>
Total Equity	-236,489.16
	<hr/>
TOTAL LIABILITIES & EQUITY	<u>-2,903.42</u>

Ann W Smith 5/25/17 CFO
Joseph C... 5/25/17 CEO

South Florida Symphony Orchestra, Inc.

Profit & Loss

July 2013 through June 2014

05/25/17

	<u>Jul '13 - Jun 14</u>
Ordinary Income/Expense	
Income	
Admissions/Subscriptions	
Chamber Series	2,060.80
Master Concert Series	1,600.55
Admissions/Subscriptions - Other	367,380.97
Total Admissions/Subscriptions	371,042.32
Contribution	
Board Revenue	5,000.00
Foundations	28,000.00
Individuals	162,054.00
Special Events	1,812.00
Sponsorships	208,960.00
Total Contribution	405,826.00
Government Grants	
Local	5,000.00
State/Regional	1,475.00
Total Government Grants	6,475.00
Uncategorized Income	180.00
Total Income	783,523.32
Gross Profit	783,523.32
Expense	
Advertising & Marketing	86,722.76
Bank & Credit Card Fees	10,168.50
Dues, Subscriptions & Licenses	670.00
Employee Benefits	4,408.96
Interest Expense	249.65
Licenses & Permits	601.25
Meals & Entertainment	10,192.93
Miscellaneous	-157.00
Music director	0.00
Office Supplies	5,360.64
Officer Compensation	37,760.07
Payroll Expenses	
Payroll taxes	0.00
Payroll Expenses - Other	28,272.55
Total Payroll Expenses	28,272.55
Postage	1,561.55
Professional Fees	
Accounting	12,961.00
Board Development Consultant	10,725.00
Total Professional Fees	23,686.00

South Florida Symphony Orchestra, Inc.

Profit & Loss

July 2013 through June 2014

05/25/17

	<u>Jul '13 - Jun 14</u>
Program Service Expenses	
Airline - Travel	147,275.22
Auto - Travel	176,984.64
Facilities Rental & Catering	32,756.83
Hotel - Travel	4.00
Instrument Rental & Cartage	6,454.15
Music Rental	8,378.28
Musicians	159,662.41
Ticket Servicing	254.69
Program Service Expenses - Other	0.00
Total Program Service Expenses	<u>531,770.22</u>
Rent	27,427.49
Taxes	1,304.87
Telephone & Internet	6,910.42
Uncategorized Expenses	90.00
Total Expense	<u>777,000.86</u>
Net Ordinary Income	<u>6,522.46</u>
Net Income	<u><u>6,522.46</u></u>

Larry W Smith 5/25/17 CFO

Joseph R... 5/25/17 CEO

**South Florida Symphony
Orchestra Performances in
Broward County**

2014-2015 Season Schedule	2015-2016 Season Schedule	2016-2017 Season Schedule
<p>Expressive Virtuosity - Thursday, November 13, Broward Center, Amatur Theater, Fort Lauderdale, 7:30pm</p>	<p>And the Tony Goes To..., Masterworks Concert I - Tuesday, November 17 – 7:30 pm: Fort Lauderdale, 10:30 pm</p>	<p>Pops I A Celebration of the Great American Songbook - November 11, Broward Center/Amatur Theater 7:30p</p>
<p>Continuous Crescendo - Sunday, January 18, Broward Center, Amatur Theater, Fort Lauderdale, 7:30pm</p>	<p>Starry Night All In White - Friday, January 15 – 6:00 pm: Fort Lauderdale, Pier Top, Hyatt Regency Pier Sixty-Six Hotel</p>	<p>Masterworks I Ubermensch (Superman) - January 24 - - Broward Center/Amatur Theater 7:30p</p>
<p>Love, Loss, Redemption - Sunday, February 22, Broward Center, Amatur Theater, Fort Lauderdale, 7:30pm</p>	<p>Beethoven's 9th "The Choral", Masterworks Series II - Saturday, January 23 – 7:30 pm: Fort Lauderdale, The Parker Playhouse</p>	<p>Masterworks II Order by Disorder - February 21 - Broward Center/Amatur Theater 7:30p</p>
<p>Fate of a Hero - Sunday, March 29, Broward Center, Amatur Theater, Fort Lauderdale, 7:30pm</p>	<p>One Thousand and One Nights, Masterworks Series III - Wednesday, February 24 - 7:30 pm: Fort Lauderdale, Broward Center for the Performing Arts</p>	<p>Children's Concert Tour Broward & Key West- March 2-5 – Schools</p>
<p>Moonlight Treasures - Saturday, October 18, 2014 Shabnam Alibhai, Fort Lauderdale</p>	<p>Spring Is In The Air, Masterworks Series IV - Tuesday, April 5 – 7:30 pm: Fort Lauderdale, Broward Center for the Performing Arts</p>	<p>Pops II And the Tony Goes To – March 21 - Broward Center/Amatur Theater 7:30p</p>
<p>"Starry Night" - Sunday, January 4, Pier Top, Fort Lauderdale</p>	<p>Chamber Music Series I - Friday, May 13 – 7:00 pm: Fort Lauderdale, Leiser Center</p>	<p>Masterworks III – Untamed Spirit – April 6 - Broward Center/Amatur Theater 7:30p</p>
<p>"An Evening with Terry Barber" - Sunday, March 1, Pier Top, Fort Lauderdale</p>	<p>Chamber Music Series II - Sunday, June 12 – 7:00 pm: Fort Lauderdale, Leiser Center</p>	
<p>"Dual Passion" - Sunday, March 8, Grateful Palette, Fort Lauderdale, Brunch</p>	<p>Chamber Music Series III - Monday, July 11 – 7:00 pm: Fort Lauderdale, Leiser Center</p>	
<p>World AIDS Day Commemoration - Tuesday, December 2, Broward Center, Amatur Theater Theater, Fort Lauderdale, 7:30pm</p>		

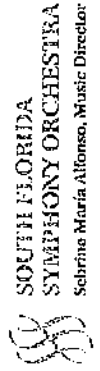
The Wannabeatles: "The Day the Music Changed" - Friday,
February 6, First Baptist Church,
Fort Lauderdale, 7:30pm

Works by Beethoven - Saturday,
April 11, Leiser Opera Center, Fort
Lauderdale, 7:30pm

Tuesday, May 5, Leiser Opera
Center, Fort Lauderdale, 7:30pm

Tuesday, June 9, Leiser Opera
Center, Fort Lauderdale, 7:30pm

Tuesday, July 14, Leiser Opera
Center, Fort Lauderdale, 7:30pm



**SOUTH FLORIDA
SYMPHONY ORCHESTRA**
Sobrine María Alfonso, Music Director

Board of Directors

South Florida Symphony Orchestra
221 SW 3rd Ave.
Fort Lauderdale, FL 33312
Tel: 954-522-8445

South Florida Symphony Orchestra Board of Directors

First	Last	Term/Start	Address	City	ST	Zip	Phone	Email	Affiliation
Jacqueline	Lorber (President/CEO)	2009	221 SW 3rd Ave	Fort Lauderdale	FL	33312	954-522-8445	jlorber@southfloridasymphony.org	South Florida Symphony Orchestra
Charles	Lane (Chair)	2014	200 East Broward Blvd Suite 920	Fort Lauderdale	FL	33301	954 745 4347	charles.lane@pnc.com	PNC
Bruce	Presley (Vice Chair)	2014	936 Intercoastal Ln.	Fort Lauderdale	FL	33304	9545668453	bpresley@pill.net	Downtown Loft Studios
Phil	Miani	2016	1007 Truman Ave Ste B	Key West	FL	33040	(305) 509-0960	pmiani@eaglestrategies.com	Eagle Strategies
Michael	Capul	2016	7000 W Palmetto Park Blvd. #109	W. Palm Beach	FL	33433	561-395-9800	Mike@capulgroup.com	Real Living LUXURY HOMES
Paula	Vekad	2015	4900 N Ocean Blvd # 1717	Fort Lauderdale	FL	33308	(954) 782-1062	pvozoro@msn.com	World Bank, Washington, D.C.

Note: All board members contribute \$10,000 annually to the Symphony.

Diversity: The Symphony is actively recruiting new Board members to increase diversity. Currently three caucasian males serve on the board and one caucasian woman. Were LGBT factored in demographics, 75% of the board would be so considered.

South Florida Symphony Orchestra

Attachment #4: Key Staff

JACQUELINE LORBER

2015 SW 25th Terrace, Fort Lauderdale, FL 33312

Phone: (954)661-4074 E-mail: jlorber@southfloridasymphony.org

Experience

SOUTH FLORIDA SYMPHONY ORCHESTRA, INC. Fort Lauderdale, FL 09/2009-Present

Chief Executive Officer/President - Responsible for working with the Board of Directors to develop budget and strategic direction of the organization; directing day-to-day activities of the organization, including, but not limited to, fund development, grant requests and fulfillment, marketing/PR, staff development and community outreach. Works with Board of Directors to develop strategic direction for organization. Develops and executes plans to achieve stated goals and objectives. Manages hiring of all other personnel. Ensures performance reviews are conducted on all organization personnel in a timely manner. Manages budget and tracks expenses and revenues. Represents the organization at meetings and in the community. Acts as Fund Development Director on all fund-raising activities. Actively pursues new funding sources. Forges partnerships with other community based organizations, key funding sources and key community leaders. Ensures the Agency and Board of Directors are in compliance with by-laws.

SUCCESS FACTORY, LLC, Fort Lauderdale, FL 01/2006 to 2009

CEO & Development Officer/Consultant - Led negotiations on behalf of acquisition team for consulting firm in charge of fundraising, including acquisition activities, for higher education proprietary school initiatives and nonprofit clients. Determined potential funding from private sources and Equity Firms. Directed due diligence process. Attended industry conferences and networks on behalf of the firm. Specialized in developing community partnerships with local and governmental organizations.

- Served as the Chief Development Officer for Big Brothers Big Sisters of Tampa Bay as a consultant and loaned executive, under contract, to restructure and implement a new fundraising plan for their entire development department, including establishment of strategic plan, community and public relations awareness and the hiring of newly expanded staff.
- Served as Director of Clinical Placement for an Allied Health Career College in Florida needing to develop tri-county awareness, business development and clinical sites. Innovated "Placement Strategies" for the Proprietary Education Industry in relation to "Business to School" partnerships. Refocused marketing and networking strategies for Perspectives Unlimited a firm specializing in designing and facilitating curriculum for diversity programs addressing bullying and countering bias and bigotry through advocacy, conflict resolution, school violence prevention and education for School Districts, Corporations and Nonprofits nationwide.

EVC CAREER COLLEGES HOLDING CORPORATION, Yonkers, NY 04/2004 to 01/2006

Executive Director / Interboro Foundation - Director of Special Projects / Public Relations

Led Strategic Fundraising, Marketing Initiatives, Public Relations, Special Projects/Events/Program Operations for a geographically dispersed, multi-campus, higher education organization, comprised of 3 business/technical schools, encompassing 2 states (NY & PA) and 10 sites (including 4 satellite locations); Partnered with the Admissions Department's Outreach and Recruitment efforts to reach diverse, underserved, communities. Created Strategic Alliances and Partnerships with Business enterprises, Community Based Organizations for long/short term funding.

SMART GROWTH SOLUTIONS GROUP, (SGSG) INC., Oakland Park, Florida & New York, NY 01/1999 to 04/2004 (d/b/a EXTRAORDINARY RESULTS)

President - Directed successful start-up and growth management for clients by providing consultation and strategic growth solutions to a cross-section of organizations and businesses in various stages of development in both public and private sectors. Coordinated a New York artist's "gift of art", to September 11th Families for Peaceful Tomorrows, a national nonprofit organization, formed by 9/11 Survivors and Families. Organized all aspects of: Editing promotional materials; Donation negotiations; In-kind billpostings; event invitations and posters; Special media advertising program in the Village Voice. Secured major sponsorships (including the Sun-Sentinel and AT&T Broadband) Evaluated Minority

Development Empowerment Inc., Ft. Lauderdale's Haitian Community Center, aiding an increase in their operating budget from \$850,000 to \$1.5 Million. Facilitated a six-month community-wide initiative to study the privatization of Broward County's Foster Care System, between the United Way of Broward County, a national child welfare expert and fourteen committees, comprised of 500 community leaders, educators, philanthropists and advocates. Submitted study to Gov. Bush, leading to changes in the Child Protection Services Department.

DIABETES RESEARCH INSTITUTE FOUNDATION, Hollywood, Florida 1991 to 1992

Director Broward / Palm Beach - Directed Broward and Palm Beach donor's involvement with \$15 Million Capital Campaign to establish a new, world renowned, leading Medical Research facility at the University of Miami, School of Medicine, and numerous community activities. Performed all Public Relations related activities.

CRUISIN' KIDS CARPOOL, INC., Davie Florida 08/1993 to 01/1999 (d/b/a CRUISIN' COMMUNITY TRANSIT CONNECTION, INC.) Chief Executive Officer - Founded and operated an innovative start-up transportation company that provided services for children, nonprofit organizations, Broward County Public Schools, Charter Schools and various private school systems, disabled adults, and carpooling initiatives. Responsible for all aspects of budget formulation, governmental relations, operations, short term and long term growth, strategic planning and safety. Developed all policies and procedures; sought transportation grants; established maintenance/fleet operations and preventative safety plans; created vehicle maintenance procedures; implemented insurance program; initiated private/public sector partnerships; organized staff leadership program; oversaw regulatory compliance, real estate/site selection and marketing efforts. Oversight of all financial management, budgets and capital equipment purchases. Attended all local, state, county and national meetings. Instituted a competitive and comprehensive Payroll and Insurance Benefits plan. Successful in high-level contract negotiation and administration on numerous fronts (school contracts/vehicles purchases, etc.). Participated in the Wages Transportation program (Welfare Reform). Provided contracted services to many other community based organizations, including the Boys & Girls Clubs of Broward County, YMCA, David Posnack and Soref Jewish Community Centers, Nova Southeastern University School, Pembroke Pines Charter Schools and the Downtown Ft. Lauderdale Transportation Management Association (TMA). Strategically expanded a \$6,000 personal investment into an award winning company. Company sold in 1999 for \$1.7 Million. Grew organization to 100+ employees and 65 vehicles. Company became the largest children's carpooling transportation company in the nation. Exclusive provider of Broward County Public School's extracurricular school bus transportation through 1999. Member of the Broward County Public School's Minority Business Enterprise Committee – addressing minority business concerns, the Partners in Education Program and the Dist. Student Safety Ad Hoc Committee. Developed a school bus safety program for elementary school children: Broward County Parks & Recreation called Safety Town, located in Tree Tops Park. Broward County Commission Appointee: Board Member to the Metropolitan Planning Organization's Community Involvement

Education/Training

Miami Dade Community College, University of Florida, University of Miami, Florida International University (accumulated General Education credits toward a Bachelor of Science in Public Relations/Journalism) 1974-90

Cornell School of Hotel Administration/French Culinary Institute 2003
THE FRENCH CULINARY INSTITUTE (FCI), New York, NY

DESSERT FIRST BAKERY – Owner; Brooklyn, NY
Funded all start-up activities of small bakery operation, in partnership with a former FCI Pastry Chef.

OSTERIA DEL SOLE – Chef Intern; New York, NY
Assisted Chef with Sardinian menu. Wrote submission for: "Italian Cooking & Living - Cooking with Olive Oil".

JAMES BEARD FOUNDATION – Chef Intern; New York, NY

Non-Profit Training: Foundation Center of New York; Broward County Community Foundation - Nonprofit Resource Center

Real Estate Training: Realtor, Keller Williams Realty Professionals, Ft. Lauderdale

Current Affiliations:

Greater Ft. Lauderdale Alliance; Greater Ft. Lauderdale Gay & Lesbian Chamber of Commerce; Delray Beach Chamber of Commerce; Aventura Marketing Council; Key West Business Guild; Broward Cultural Affairs; and, ArtServe.

Past Affiliations:

Boys and Girls Clubs of Broward County (Former Davie Unit Board Member & Past Chair – Ranch Roam) FL; United Way of Broward County (Former Board of Directors) FL; Sun-Sentinel Diversity Venture Fund (Former Advisory Board) FL; Leadership America (National Alumni) US; Leadership Broward (Alumni-Class IX) FL; Leadership Miramar/Pembroke Chamber of Commerce (Past Chair/Alumni) FL; Women's Chamber of Commerce, Broward County (Past Chair/Founding Member) FL; Nova Southeastern University Enterprise Ambassador USA (Former Mentor) FL; School Board of Broward County Florida: City of Ft. Lauderdale's Budget Board (Former Appointee) FL; Committee of 100/Broward Economic Development Committee (Former Member) FL; Schomburg Center for African American Research (Former Supporter) NY; Institute of Gay & Lesbian Strategic Studies (National Board of Directors) US; Harlem Chamber Of Commerce (Former Member) NY; 100 Hispanic Women (Sponsor) NY; Lead Free Children (Former Member) NY; Women in Transportation (Former Board Member) FL; Abandoned Pet Rescue (Supporter) FL; National Child Transport Association, Past President US; Safety Town, Davie Florida.

Awards

Price Waterhouse/South Florida Business Journal, Up and Comers Award
Miami Herald's, Small Business, Pacesetter Award
Women's Chamber of Commerce, Circle of Excellence Recipient
Women's Business Journal, Hot Woman of the Year
Association of Professional Sales Women, Sales Woman of the Year

Press Clippings, References and Supporting Documentation Furnished upon Request

Sebrina Alfonso

2015 SW 25th Terrace, Fort Lauderdale, FL 33312

Phone: (954)661-4074 E-mail: jlorber@southfloridasymphony.org

Experience

SOUTH FLORIDA SYMPHONY ORCHESTRA, INC. Fort Lauderdale, FL 09/2009 – Founder and Music Director/Conductor, 1997 to present – Developed first incarnation of SFSO as the Key West Symphony Orchestra in 1997, established first board of directors, planned concert season, developed business plan and budget. Hired musicians, made travel arrangements for all musicians and guest artists, planned marketing and fundraising. Was responsible for all aspects of starting a non-profit organization, hiring, firing and served as board president for one year and as executive director until one was hired. Presently responsible for:

- All artistic programming for master concerts, education programs, outreach programs and summer festivals.
- Hiring/firing of musicians and program staff.
- Conducting all concerts.
- Travel and lodging arrangements for up to 100 musicians.

Participates in board meetings and serves on committees.

FREDERICK SYMPHONY, FREDERICK, MD, Music Director, 1994-1998

- Responsible for all artistic programming for master concerts, education programs, outreach programs and summer festivals; Hiring/firing of musicians and program staff; Conducting all concerts; And, participating in board meetings and serves on committees.

GOUCHER COLLEGE, BALTIMORE, MD, Music Director/Founder Goucher Chamber Symphony – 1988 – 1998

- Responsible for all artistic programming for master concerts, education programs, outreach programs and summer festivals; Hiring/firing of musicians and program staff; Conducting all concerts; And was instructor of History of Music, private coach in conducting, horn and chamber ensembles.

EDUCATION

Peabody Institute of the Johns Hopkins University, 1988
Doctoral Studies in Music with emphasis on Conducting.

Virginia Commonwealth University
Master of Music, 1985
Bachelor of Music, 1982

Greg Nathaniel Frank

GFrank@SouthFloridaSymphony.org / Miami, Florida / (954) 594-9328 /
<https://www.linkedin.com/in/gregnathanielfrank>

PROFESSIONAL EXPERIENCE

South Florida Symphony Orchestra - Key West, Miami, Fort Lauderdale and Boca Raton, Florida
Business Development Manager, 11/2016 – Present

- Maximize Symphony's marketing potential throughout South Florida by improving graphics and educating colleagues on social media targeting tactics.
- Collaborated with CEO to revise the organization's business plan and define the best ways to accomplish the new strategies and business objectives.
- Directly research engagement sources of patrons and determine satisfaction points along with providing information about shows and events.
- Increased performance to performance ticket sales by targeting KPI metrics and key B2B opportunities (targeting the right customers by location at the right time) while ensuring orchestra was thoroughly prepared to provide fantastic performances.

Loews Miami Beach Hotel Miami Beach, Florida

Banquet Manager, 3/2014 – 11/2016

- Exceeded revenue for the Banquet team over \$23 million in both 2014 and 2015 with guest research and promotion plans.
- Organized and analyzed weekly operational and financial metrics that measured productivity and controllable costs then developed strategies earning over 51% Department Income each year from 2012 through 2016.
- Active participation yearly in forecasting and business planning for my departments each year from 2004-2007 and 2011-2016. Proactively analyzed yearly strategy effectiveness between 2011-2016.
- Accomplished high standards of attractiveness and service by managing relationships with key clients and stakeholders then creating sustained process changes that benefited everyone.
- Helped team achieve 95% Event Planner Satisfaction in 2014 and 2015 by satisfying guests in an efficient manner.
- Executed successful Manager on Duty shifts by paying attention to detail and focusing on coordination and cooperation between the Front Office, F&B Management, Housekeeping and Security teams.

Marriott's Harbor Beach Resort & Spa Fort Lauderdale, Florida

Restaurant Supervisor / Banquet Captain / Event Services Manager, 12/2007 – 2/2014

- Achieved record Banquet sales in 2010 and 2011 updating and managing selling strategies.
- Created marketing and advertising initiatives focused on event marketing and new hours to increase Sea Level's sales over 15% in 2008 (Marriott's sea-side outlet) and improve client awareness after identifying the opportunities.
- Revenue Management support: Hotel Market Mix evaluation, Yield Management analysis, Revenue forecasts.
- Collaborated to drive 15% increase over 2 years (from 2011-2013) in Event Satisfaction and achieved Top 10 rankings in Overall Event Service, Intent to Recommend and Accuracy of Setup.
- Improved department standards of performance and respect to earn over 90% Team Member Satisfaction every year between 2012-2016.
- Directed training programs between 2012-2016 focused on hurricane procedures, fire prevention, safety and emergency response tactics.

Flanigan's Seafood Bar & Grill Bal Harbor and Hallandale Beach, Florida

Restaurant Manager, 12/2005 – 12/2007

- Prepared then analyzed monthly financial reports for the General Manager and Executive Committees throughout 2007, provided weekly budget reconciliation reports.

- Developed critical analysis skills between 2007-2009 to effectively recognize competitive trends and manage strategies that increased market share.
- Re-created accounts payable log, processed payroll and maintained inventory control to ensure smooth efficient accounting operation throughout 2006.

Steak 'n Shake Restaurants Fort Pierce and Hallandale Beach, Florida

Opening Restaurant Manager, 5/2004 – 12/2005

- Assisted in the recruitment and development of all new employees during restaurant opening and was responsible for the performance review, growth and development of existing employees throughout 2005.
- Learned to effectively manage a high-performing team positioned to exceed targets by following through on action items in 2004 and 2005.
- Implemented new-hire Human Resources education and training systems that ensured smooth onboarding during restaurant opening.

EDUCATION

Revenue Optimization Certificate 10/2016

Florida International University, Miami, FL

- RO2Win course focuses on winning every opportunity to maximize overall hotel revenue

Master of Business Administration 8/2009

Florida Atlantic University, Boca Raton, FL

- International Business specialization, excelled in Marketing Strategy and Analytics

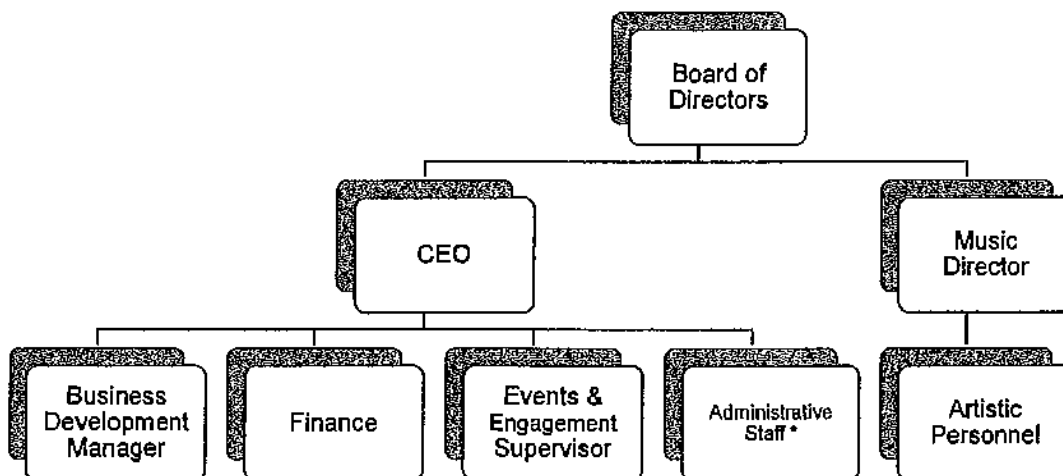
Bachelor of Science in Hospitality Management 5/2004

Florida International University, Miami, FL

- Learned how to anticipate guest dissatisfaction and develop solutions for success

VOLUNTEER

Diabetes Research Fundraising, Autism Speaks, Boys Club/Girls Club Counselor, Habitat for Humanity



*Administrative Staff is all part-time or contracted personnel and includes the following:

- Grants Specialist
- Executive Assistant
- Interns