

ONE NATION ONE PROJECT
#CMGR-230018-GD

PROJECT PROPOSAL
2022

THEATRICAL CONCEPTS INC.
7004 Kennedy Boulevard East
Suite 11f
Guttenberg, NJ 07093
(352) 219-5308

MARION J. CAFFEY
Artistic Director - Producer – Creator

BIDDER MINIMUM QUALIFICATIONS

1. I have over 25 consecutive years of experience in the management of artistic productions, including but not limited to concert, musical, dance, art, theatrical and other related production experience. This includes from directing at the Gainesville Community Playhouse where I directed by first show to directing on Broadway and currently producing at the world- famous Apollo Theater.
2. I have had cumulatively over 10 years of experience working directly with under-resourced communities in a teaching, mentoring, directing and a coordinating capacity working with youth in Lincoln Estates, Lincoln Middle School, Burt Reynolds Institute for Theater Training, Young Audiences New York, Santa Fe College to Amateur Night at the Apollo community outreach.
3. I have had over 20 years of experience in the responsible management and allocation of a budget of \$100k or more. This would include: Three Mo' Tenors, 3 Mo' Divas, Cookin' at the Cookery, World Tenors Unleashed, Street Corner Symphony, Amateur Night at the Apollo and more...
4. I have experience generating artistic production working in alignment with multiple stakeholders from different organizations. This would include Broadway, Off-Broadway and the Martin Luther King Jr. Memorial Groundbreaking ceremony and productions in Canada. See resume'
5. I have experience working with multiple diverse stakeholders with various interests. This would include any of my commercial theater productions and my work on PBS television. See resume'.
6. Independent production of artistic performance and/or exhibitions. This would include many of my self-produced theater ventures over the last 30 years. See resume'.
7. I have experience working collaboratively in and with under-resourced communities. Lincoln Estates, Lincoln Middle School, Burt Reynolds Institute for Theater Training, Young Audiences New York and Santa Fe College.
8. I have helped develop marketing and communications materials for major artistic productions. Although in collaboration this would include Amateur Night at the Apollo, Three Mo' Tenors, 3 Mo' Divas and Street Corner Symphony and Night of Alegria.
9. I am including three project budgets or profit and loss with line-item specifications from previous projects.

STATEMENT OF QUALIFICATIONS FORMAT

Project Understanding Goals and Approach

My understanding of the objectives and scope of the requested services is as follows: One Nation One Project is a new national initiative developed with the goal of leveraging the creative power of arts and culture to support community healing and well-being in the wake of the Covid19 pandemic. The city of Gainesville in addition to eight other cities, have been invited to participate. Gainesville is seeking a consulting Artistic Director to help implement the program, which will commence in October 2022 and is scheduled to be completed in the summer of 2024.

The job of Artistic Director will be responsible for planning, coordinating and generating two major productions that will involve the participation of community members, community partner organizations and city staff members. The first production is scheduled to be completed in the summer of 2023 and the second in the summer of 2024.

Production types may include musical performances, art installations, theatrical performances and/or festivals. The Artistic Director will be expected to ensure that community feedback is being honored throughout the process and is reflected in each of the final productions.

The project goal is to center communities impacted by increasing levels of gun violence in the wake of the Covid-19 pandemic, with a specific emphasis on local youth and to generate ongoing and sustainable opportunities for local youth to experience themselves as creative practitioners able to use their creative expression to make meaningful change in their communities

I understand that this is advanced and specialized work requiring considerable independent decision-making *and* collaboration with city staff, community members and community partner organizations to assist with the direction and production work necessary to enact the mission of One Nation One Project and the vision of the city of Gainesville for this project.

The Artistic Director will work directly with the city's Community Engagement Program Manager to implement community feedback in designing two major productions, creating a communications plan to ensure public awareness of the project, and ensure appropriate project documentation (including video and imagery).

Other goals will be to build capacity among local artists for collaboration with institutional partners, for attracting funding, and for advocating for arts funding both locally and nationally. We also will have a goal to participate in a large-scale project with national support from (One Nation One Project) including: Building local partnerships between artists, arts organizations and local creative practitioners and culture bearers and to bring national

spotlight to the efforts of communities like the City of Gainesville who will be centering creative practice as a foundational aspect of city-making and problem-solving

Building a repository of knowledge about the intersections of arts, well-being, community empowerment and fostering community healing and self-determination through creative practice

I understand that specific responsibilities are to include: develop diverse and high-quality programming based on community concerns, desires and general feedback; working with local youth and communities impacted by gun-violence to ensure programmatic/production relevance and inclusion of communities impacted; produce effective marketing and education to ensure local and ideally wider-audience outreach and product awareness; develop a sustainability plan to ensure funding for community-based arts and healing projects beyond the life span of this specific project.

My understanding of illustrative tasks is to create effective allocation for the expenditure of up to \$200k to design, create, and enact 2 large-scale community productions in alignment with community feedback and priorities for the project; create and direct project timeline; identify and meet with relevant local artists to ensure project timeline is met; develop surveys to assess audience interest and satisfaction; develop a strategy for inclusion of both local and ideally also national artists; build and enact a communications and marketing strategy with the support of city staff members and local partners.

My time frame for being able to respond to the city's request for various project proposals is 2 – 6 weeks. Of course, depending on the size of the ask and the research and administrative requirements involved, the time frame could be shorter or longer.

Proposed Project Staff

The project proposal is calling for an Artistic Director. I am the qualifying person that would be directly responsible in that position. I do intend to hire the following minimum: a local assistant, artistic and technical designers, a production manager, technical crew and stage managers, but since I want to make most of these positions local to Gainesville and Florida, I do not have specific information on those positions as of this proposal. My resume' is in the proposal for your review.

GENERAL QUALIFICATIONS OF FIRM

Theatrical Concepts Inc. has been in the entertainment business for over 35 years with Marion J. Caffey as owner and in the various capacities of Creator, Director, Producer and Writer. I am only one of few people that have been a Director, Choreographer, Writer and an Actor on Broadway. Having grown up in Lincoln Estates in Southeast Gainesville and served that community but branched out to the top of the theatrical world I feel uniquely qualified to return home to become Artistic Director of One Nation One Project. Local Schools Attended: Newberry and Williams Elementary, Lincoln and Gainesville High Schools and attended Florida A & M University where I was a proud member of the famous Marching 100's as a drummer. I am familiar with and aware of the neighborhoods affected by the gun violence, I'm sad to say. Local Venues I've Worked or that hosted my Productions: Curtis M. Phillips for the Performing Arts Center (Mainstage and Black Box), Hippodrome State Theater, Santa Fe College Fine Arts Hall, Lincoln Middle School, University of Florida Auditorium, Gainesville Community Playhouse and the Thomas Center. I do still own property on the Southeast side of Gainesville.

SIMILAR, RELEVANT AND QUALIFYING PRODUCTIONS

AMATEUR NIGHT AT THE APOLLO

PRODUCER

NEW YORK, NY

I will have been at the helm of the show for 14 years as of November 5, 2022. The job is to oversee all facets of the longest running talent competition in American history, at one of the most iconic theaters in the world. This includes creative direction, budgets, casting (live and virtual), hiring cast and band, overseeing lighting/sound, giving weekly show notes, script writing, submitting payroll, building weekly shows, music rights, marketing input on various campaigns, hiring designers (scenic, lighting, costume and sound designer and musician. I formulate information and strategies to help negotiate union contracts (Local 1 and 802 NY). Stars that were born during my tenure, MGK, H.E.R in addition to a multitude of stars and performers the show has hosted during my tenure. We began streaming performances last season.

MARTIN LUTHER KING JR. MEMORIAL GROUNDBREAKING CEREMONY

CO-CREATIVE PRODUCER WITH BB WINANS

WASHINGTON, DC

The Job was to take the artistic and creative reigns along-side and in equal measure with celebrity and gospel star BB Winans. We created, cast, rehearsed the creative and artistic flow that would accompany the Groundbreaking Ceremony for the Martin Luther King Jr. Memorial in Washington, DC. Politicians, celebrities and stars included: Oprah Winfrey, Barack Obama, Tommy Hilfiger, Jesse Jackson, Patti LaBelle, Dionne Warwick, Gladys Knight...

STREET CORNER SYMPHONY

PRODUCER, DIRECTOR, CHOREOGRAPHER, WRITER
WEST PALM BEACH, FL – NEW YORK, NY (Broadway)

I created this show in my home in Lincoln Estates! This was an idea loosely based on my musical childhood even carrying the names of my childhood friends from Southeast Gainesville. A vision that ended up on Broadway with me at the helm at the highest level possible for theater professionals.

AMATEUR NIGHT ASIA (Live & Streaming)

PRODUCER and QUALITY CONTROL
TOKYO, JAPAN

The Job is to represent The Apollo Theater Foundation Inc. in overseeing creative and quality control and all facets of the iconic show in Japan with producing partner Yoshimoto Kogyo, the largest entertainment company in Japan. This includes travel to Japan for quality control and to maintain the show focus, integrity and creative elements as the show is being created for live and streaming distribution throughout Asia.

THREE MO' TENORS (Concert, PBS TV, Recording)

CREATOR, DIRECTOR, WRITER, CHOREOGRAPHER & PRODUCER
INTERNATIONAL & NATIONAL TOURS, OFF-BROADWAY, PBS, VIDEO, RCA RECORDING

I created this show in my home in Lincoln Estates! This was an idea, a vision that ended up around the world. Again, all encompassing job from creative to administration to producing duties along with Broadway producer Willitte Klausner.

MEMPHIS SOUNDS

CREATOR/DIRECTOR/CHOREOGRAPHER
MEMPHIS, TN / EURODAM CRUISE LINE

The job was to take the show from concept to the page to the stage on the high seas. This musical revue was a huge success and ran for more than five years for Holland America Cruise Lines – Eurodam..

3 MO' DIVAS (Concert, PBS TV, Recording)

CREATOR, DIRECTOR, WRITER, CHOREOGRAPHER & PRODUCER
INTERNATIONAL & NATIONAL TOURS, PBS, VIDEO, RECORDING

I created this show in my home in Lincoln Estates! Born out of the success of Three Mo' Tenors, this was another idea to the world production. Again, all-encompassing job from creative to administration to producing duties.

BB KING'S BLUES CLUB REVUE

CREATOR/DIRECTOR

EURODAM CRUISE LINE

CREATE / STAGE / DIRECT

The show was the first time the BB King estate allowed the brand on the high seas. My job was to take this branded band revue from concept to the stage on the high seas while maintaining the integrity and satisfying the estate of the BB King brand. The show was a huge success and ran for more than 10 years for Holland America Cruise Lines on various ships.

LIGHTS ON, CURTAIN UP, WE'RE BACK!

CREATOR/DIRECTOR

SANTA FE COLLEGE – GAINESVILLE, FL

The show was the first performance by the arts department post Covid 19 pandemic. The job was to create and direct a show to be inclusive of all of the performance arts departments celebrating the return following the pandemic. The show featured student performances and opening night guests included the college president as well as a group of my school mates from Lincoln High School who have followed my work over the decades, including one of my high school teachers.

NOTES REGARDING REQUIRED FORMS

FORM A - #3 – I'm not sure if as a consultant given this particular kind of job I am required to register to do business in the state of Florida but if this is a requirement I will absolutely register if I win the bid.

FORM B - #1 – 6 – As I am the only one in my company I'm not sure if I was to complete this form, however according to the "Required Documents" page this was a required document so I completed it to the best of my understanding. I do run a drug free business.



MARION J. CAFFEY

Producer – Creator - Director – Writer

7004 Kennedy Boulevard East – Suite 11F – Guttenberg, NJ 07093 USA
(352) 219-5308 Mobile MarionJCaffey@Gmail.Com

- ❖ **Member of: Society of Stage Director's & Choreographers – Canadian Actors Equity Association**
- ❖ **Before this resume' began I had a 14 year career as an Actor/Singer/Dancer that included Broadway, National & International Tours, Off-Broadway, Corporate and many Regional Theaters**

- **SHOWBIZ STORIES LLC * Media Publisher * December 2020 to present * Founder and CEO * www.showbizstories.com**

- **APOLLO AMATEUR NIGHT * November 5, 2008 to Present * A Legendary Talent Competition * 2008 * Producer/Consultant * New York, NY * <https://www.apollotheaters.org/amateur-night/>**

- **YOUNG AUDIENCES NEW YORK (YANY) * June 2021 to December 2021 * Board Member * <https://www.yany.org>**

- **SHOWTIME AT THE APOLLO * Television (Pilot, Seasons 1 & 2 * 2016 – 2018 * Amateurs Casting Producer * FOX TV * New York, NY**

- **APOLLO LIVE * Television Pilot * October 2011 * Producer in charge of Casting * Apollo Theater/Black Entertainment Television (BET) / * Apollo Theater * New York, NY**

- **LIGHT UP THE NIGHT * Theatrical Gala * August 2011 * Director / Choreographer * Santa Fe College * Gainesville, FL**

- **THE VOICE OF ALEGRIA * A Symphonic Concert of the Music of Cirque du Soleil * Stage Director * The Philips Center for Performing Arts * Gainesville, FL**

- **MARTIN LUTHER KING JR. NATIONAL MEMORIAL CEREMONIAL GROUND BREAKING * 2006 * A Historical Corporate Event * 2007 * Co-Creative Producer/Director * Washington DC**

- **3 MO' DIVAS * Theatrical Concert * 2004 to present * Producer / Creator / Writer / Director / Choreographer * PBS Television Special, Apollo Theater, HDNet TV Special, San Diego Repertory, Arena Stage, Studio Arena Theater, Citadel Theater, 2007 National Tour, Dancap Productions Broadway Series, Corporate Event Houston, Denver Center Theater Company, Alabama Shakespeare Festival, Winter Garden Theater - Toronto, 2008 National Tour**

- **THREE MO' TENORS** * Theatrical Concert * 2001 to Present * **Producer / Creator / Writer / Director / Choreographer** * NYC Showcase, NYC Workshop – PBS TV Special – RCA Recording – 2 National Tours, Edinburgh Festival and Off-Broadway at the Little Shubert Theater, The White House, Kennedy Center, Mark Twain Awards
- **STREET CORNER SYMPHONY** * Musical * 1996 – 1998 **Producer / Writer / Director / Choreographer** * Burt Reynolds Theatre, Brooks Atkinson Theatre (**BROADWAY**)
- **COOKIN' AT THE COOKERY** * Musical * 1997-2008 * **Producer / Writer / Director / Choreographer** * 2 commercial productions –Toronto & Denver - 50 North American Regional Theaters, Off-Broadway at the Melting Pot Theater (NYC)
- **LADY DAY AT EMERSON'S BAR AND GRILL** * Musical * 1995 * **Producer / Director** * Phillips PAC (Gainesville, FL)
- **SPUNK** * 1992 * **Director / Choreographer** * University of Florida PAC
- **I Am Not A Dinner Mint** * A Play With Music * 2007 * **Director / Choreographer** * Harbourfront Centre Theater - Toronto, Canada
- **da' KINK in my HAIR** * A Play With Music * 2005 * **Director / Choreographer** * San Diego Repertory Theatre
- **AIN'T MISBEHAVIN** * Musical Revue * 1996 - 2005 * **Director / Choreographer** * Gainesville Community Playhouse, Burt Reynolds Theatre, Quest Theatre, Music Theatre Wichita, CanStage, Naples PAC
- **CROWNS** * Musical * 2004 - 2006 * **Director / Choreographer** * Studio Arena Theater, GEVA Theater Center, Arena Stage, Manitoba Theatre Centre, CanStage, National Arts Theater, Asolo Theater
- **STORYVILLE** * Musical * 2002 * **Director / Choreographer** * Miami Shores Performing Arts Theater
- **BOWFIRE** * String Instrumentalist Concert * 2001 – 2006 * **Stage Director** * 1 Canadian National Tour - 2 US National Tours. www.bowfire.com
- **FOREVER PLAID** * Musical * 1996 & 1999 * **Director / Choreographer** * The Hippodrome State Theatre, Alabama Shakespeare Festival
- **BLACKBIRDS OF BROADWAY** * Musical Revue * 1996-1998 * **Co-Conceiver / Director / Choreographer** * 10 Regional Theaters, 2 European Tours

- **CHICAGO** * Musical * 1997 * **Director / Choreographer** * Burt Reynolds Theatre
- **TINTYPES** * Musical * 1995 * **Director / Choreographer** * Burt Reynolds Theatre
- **RUTHLESS** * Musical * 1996 * **Choreographer** * The Hippodrome State Theatre
- **LITTLE SHOP OF HORROR** * 1996 * **Choreographer** * Arkansas Repertory Theatre
- **FROM THE MISSISSIPPI DELTA** * 1993 - 1994 * **Sound Designer** * Hippodrome State Theatre, Milwaukee Repertory Theatre

REVIEWS, AWARDS AND NOMINATIONS

“Ingenious staging and direction!” “A fluidity to the staging that is almost vaudevillian” (Cookin’ at the Cookery) Bruce Weber – New York Times

“Director Caffey stages his Tenors with flair” (Three Mo’ Tenors) Steve Suskin - Variety

“A Musical Feast! “Magnificent!” (Three Mo’ Tenors) Roma Torre, NY-1”

“A production so hot, west LA is sizzling! (Cookin’ at the Cookery) Los Angeles Times

“Caffey’s ...Tenors is a sensational show” (Three Mo’ Tenors) Richard Dyer – Boston Globe

“Director Cooks again with ...Divas” “...Divas should add to creator Caffey’s annuities” (3 Mo’ Divas) Don Braunagel - Los Angeles Times

“Creator Caffey’s “Mo” franchise seems secure with Divas” (3 Mo’ Divas) Anne Marie Welsh – San Diego Tribune

“The Playwright’s script seizes rich language that allows the story to tell itself.” Triumphant and comical!” (Cookin’ at the Cookery)Toronto Stage.Com

“Skillfully staged by Marion J. Caffey...” (da Kink My Hair) Anne Marie Welsh - San Diego Union Tribune

AWARDS AND NOMINATIONS

- **3 MO’ DIVAS – 2007 - HELEN HAYES AWARDS - 7 NOMINATIONS**
- **3 MO’ DIVAS – 2009 – NAACP IMAGE AWARD NOMINATION – BEST RECORDING**
- **AIN’T MISBEHAVIN’ – 2005 - TWO DORA MAVOR AWARD (Canada’s Tony Awards) NOMINATIONS – TORONTO - BEST DIRECTION & BEST CHOREOGRAPHY**
- **COOKIN’ AT THE COOKERY – 2003 - DORA MAVOR AWARD (Canada’s Tony Awards) NOMINATIONS – 5 NOMINATIONS, 1 AWARD**

- **COOKIN' AT THE COOKERY - 2003 JEFF AWARDS – CHICAGO - 1 NOMINATION**
- **COOKIN' AT THE COOKERY – 2003 BLACK THEATRE AWARDS – CHICAGO – 4 NOMINATIONS, 3 AWARDS**
- **COOKIN' AT THE COOKERY – 2003 IRNE AWARDS – BOSTON – 2 NOMINATIONS**
- **COOKIN' AT THE COOKERY – 14TH ANNUAL NAACP THEATRE AWARDS – LOS ANGELES – 10 NOMINATIONS, 4 AWARDS**
- **COOKIN' AT THE COOKERY - 2003 ROBBIE AWARDS – SAN DIEGO - 5 NOMINATIONS**
- **COOKIN' AT THE COOKERY – ROMA TORRE, NY1 TV CRITIC VOTED THE SHOW AS ONE OF THE TOP 10 THEATRE CHOICES OF 2003**
- **COOKIN' AT THE COOKERY – 2003 AUDELCO AWARDS – NEW YORK CITY – 6 NOMINATIONS**
- **COOKIN' AT THE COOKERY – BRUCE WEBER, NEW YORK TIMES CRITIC VOTED THE SHOW ONE OF THE TOP 10 MUSICALS OF THE 2003 SEASON**
- **COOKIN' AT THE COOKERY – 2003 DRAMA DESK AWARD – 2 NOMINATIONS**
- **COOKIN' AT THE COOKERY – 2003 DRAMA LEAGUE AWARD – 2 NOMINATIONS**
- **COOKIN' AT THE COOKERY – 2001 BARRYMORE AWARDS – 3 NOMINATIONS – 1 AWARD**
- **COOKIN' AT THE COOKERY – 1998 - ARKANSAS GOVERNOR TRAVLERS AWARD**

REQUIRED FORM A
BIDDER VERIFICATION FORM

1. LOCAL PREFERENCE (Check one)

Local Preference requested: YES NO

A copy of your *Business Tax Receipt* must be included in your submission if you are requesting Local Preference:

2. QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS

a. Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Small Business? YES NO

b. Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Service-Disabled Veteran Business? YES NO

3. REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA

Is Bidder registered with Florida Department of State's, Division of Corporations, to do business in the State of Florida?

YES NO (refer to Part 1, 1.6, last paragraph)

If the answer is "YES", provide a copy of SunBiz registration or SunBiz Document Number (# _____)

If the answer is "NO", please state reason why: Have not had an opportunity to register.

4. DIVERSITY AND INCLUSION (Applies to solicitations above \$50,000)

Does your company have a policy on diversity and inclusion? YES NO

If yes, please attach a copy of the policy to your submittal.

Note: Possessing a diversity and inclusion policy will have no effect on the City's consideration of your submittal, but is simply being requested for information gathering purposes.

Theatrical Concepts Inc.

Bidder's Company Name

M-J Caffey

Signature of Authorized Representative

11-24-20

Date

Marion J. Caffey

Legibly Print or Type Name and Title of Authorized Representative

REQUIRED FORM B DRUG-FREE WORKPLACE FORM

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

Theatrical Concepts Inc _____ does:
(Name of Proposer)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this bidder complies fully with the above requirements.

M. J. Coffey
Bidder's Signature

10-24-22
Date

**REQUIRED FORM C
PRICING (DRAFT BUDGET)**

Local artists fees and expenses.	\$30,000
Project Materials/Rentals/Builds (scenic, props, costume/wardrobe, hair/make up, venue rental, designers, lighting, sound, production manager, production/technical crew, stage manager, AD assistant, music rights, general manager).	\$70,000
Artistic Director (Travel/lodging/local transportation).	\$10,000
Special Guest Artists (Fees, travel, lodging, local transportation).	\$20,000
Artistic Director fee (Based on the aforementioned scope, availability, experience, expertise and the approximate 2-year time commitment to include planning, coordinating two major shows! This includes: Creative, administrative, writing, direction, staging, meetings and Collaborations with Youth Services Manager, city ONOP team, Government Affairs and Community Relations Director, Youth Steering Committee, staff of "ONOP" and NLC) over an approximately 2-year period.	\$50,000
Administrative, offices expenses & supplies, program design and printing, postage & shipping.	\$2,000
Contingency fund	\$18,000
TOTAL	\$200,000

- Possible savings: AD may not need local lodging in 2022 & 2023. If this becomes the case money allocated for that line item will move to the "contingency fund" line.
- Recording the project wild card: Depending on the size, unions and artists involved and type of venue and recording category "music rights" can be a wild card expense. I would need more information on the "local venues and artists' rights & fees from publishers – if this is a consideration at all.
- I wasn't sure whether or not to include "permits and licenses", "advertising and marketing" in the Artistic Director's budget line items so I did not but there is contingency funds for consideration.
- A more specific budget will be flushed out, if given the bid. I need more information and a bit more time to create a more detailed vision based on ONOP staff and community input and to get a more real view of local talent. I would not want to have a vision for a show that the local artist could not pull off. Working with the various communities and

their creative leaders and talents really excites me about this project. I spent many, many hours running in and being a part of Lincoln Estates, Duval, Sugar Hill, Spring Hill and NW (Cross-tow) neighborhoods. So, all draft budget line items are fluid until I can gain more intelligence and do a bit more local research.

REQUIRED FORM D REFERENCE FORM

Company Name of Bidder: THEATRICAL CONCEPTS INC.

Provide information for three references of similar scope performed within the past three years. You may include photos or other pertinent information.

#1 Year(s) services provided 11/2008 to10/2022):

Company Name: APOLLO THEATER FOUNDATION INC.
Address: 253 WEST 125TH STREET, NEW YORK, NY 10027

Contact Name: Kamilah Forbes, Executive Producer

Phone Number: (212) 531-5372 Website: <https://www.apollotheater.org/amateur-night/>

Email Address: Kamilah.Forbes@apollotheater.org

#2 Year(s) services provided 1/2001 to10/2022):

Company Name: THREE MO' TENORS
Address: 5538 RED OAK DRIVE – LOS ANGELES, CA 90068

Contact Name: Willette Klausner, Producer

Phone Number: (323) 531-5372 Website: www.threemotenors.com

Email Address: willette@threemotenors.com

#3 Year(s) services provided 11/2021 to 12/2021):

Company Name: SANTA FE COLLEGE of FINE ARTS
Address: 3000 NW 83RD STREET, GAINESVILLE, FL 32606

Contact Name: Alora Haynes, Department Chair

Phone Number: (352) 395-5296 Website: www.sfcollege.edu

Email Address: alora.haynes@sfcollege.edu

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
 See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Marion J. Caffey	
2 Business name/disregarded entity name, if different from above Theatrical Concepts Inc.	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input checked="" type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see Instructions) ▶ _____	4 Exemptions (codes apply only to certain entities, not individuals; see Instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
5 Address (number, street, and apt. or suite no.) See instructions. 7004 Kennedy Boulevard East - Suite 11f	Requester's name and address (optional)
6 City, state, and ZIP code Guttenberg, NJ 07093	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number										
or										
Employer identification number										
2	0		-	0	6	1	5	9	9	2

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here

Signature of U.S. person ▶ *M. J. Caffey*

Date ▶ 10-24-22

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

**REQUIRED DOCUMENTS
I, J & K**

DOCUMENT I WAS NOT APPLICABLE AT THIS TIME

DOCUMENT J WAS NOT APPLICABLE

DOCUMENT K WAS NOT APPLICABLE



City of Gainesville

Department of Finance
Procurement Division

Addendum Publish Date: 10/24/22

One Nation One Project RFQ #: CMGR-230018-GD ADDENDUM NO. 1

Bid Due Date: October 27, 2022

NOTE: The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary.

1. Please find attached:
 - a. A copy of the Cone of Silence period information (Financial Procedures Manual Section 41-424 Prohibition of lobbying in procurement matters) that was discussed.
 - b. A copy of the Pre-Bid Discussion/Information Checklist – while there were no attendees to the Pre-Bid Discussion, a copy of Procurement’s discussion notes is attached for reference.
2. Following are questions and answers that were received by the questions deadline:
 - a. Question:
If we are an independent contractor, are we required to meet the insurance requirements?
Answer:
Yes, insurance is required. Professional Liability insurance may not be required, this is under research.
 - b. Question:
Could Liability Insurance be provided by a partnering institution?
Answer:
As long as the partnering institution lists both the City of Gainesville and their partner as additional insured, yes.
 - c. Question:
Where can we find the City of Gainesville Standards for Reporting?
Answer:
The Standards for Reporting for this project are still under development.
 - d. Question:
In addition to the Community Engagement Program Manager, what other municipal individuals/committees/entities would I need to be in communication with for the duration of the project?
Answer:
There may be various staff members that will be in communication with the artistic director, including but not limited to, Youth Services Manager (PCRA), Government Affairs and Community Relations director, City’s internal ONOP team, the external ONOP site team, ONOP youth steering committee, staff from ONOP and NLC.



City of Gainesville

Department of Finance
Procurement Division

e. Question:
Will opportunities for Public meetings (oversight) be made available for the duration of the project?

Answer:
Yes

f. Question:
How will data be collected and how will the results be published/disseminated?

Answer:
This protocol is still in development. ONOP staff will be collecting data, as will the City of Gainesville team. We anticipate it be published/disseminated via a formal report that would be available across all media platforms (print/electronic/etc.).

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER COMPANY NAME: Theatrical Concepts Inc.

SIGNATURE: M.J. Caffey

LEGIBLY PRINT NAME: Marion J. Caffey

DATE: 10-24-22

THREE MO TENORS**12.16.08**

EXPENSE DESCRIPTION	Budget	Actual
Rehearsal		
Wed - Sun	\$ 10,311.50	\$ 12,560.51
	\$ 10,311.50	\$ 12,560.51
PHYSICAL PRODUCTION		
PROPS / EFFECTS	\$ 500.00	
COSTUMES CLEANING	\$ 1,000.00	\$ 400.00
DEPARTMENTAL EXPENSES	\$ 500.00	
Photog		\$ 441.00
Truss Rental		\$ 2,500.00
New Dashikis		\$ 84.00
Federal Express for CD's		\$ 280.00
	\$ 2,000.00	\$ 3,705.00
SALARIES		
TENORS	\$ 30,750.00	\$ 30,500.00
UNDERSTUDY	\$ 3,200.00	\$ 3,450.00
STAGE MANAGEMENT	\$ 6,000.00	\$ 4,980.00
SOUND BOARD OPERATOR	LOCAL	
WARDROBE	LOCAL	
PRODUCTION MANAGER/LIGHT BOARD C	LOCAL	
MUSICIANS	\$ 23,600.00	\$ 19,200.00
LOADER	\$ 1,000.00	
MUSIC DIRECTOR	\$ 6,400.00	\$ 6,400.00
MUSIC CONTRACTOR	\$ 150.00	\$ 100.00
GENERAL MANAGER/Lorraine	\$ 6,000.00	\$ 4,200.00
CO MANAGER	\$ 4,400.00	\$ 4,400.00
DIRECTOR (paid above in Rehearsal)	\$ 5,000.00	
LIGHTING DESIGNER	\$ 2,000.00	\$ 2,000.00
Mike Carnahan Drawings	\$ 1,100.00	\$ 2,790.00
Mike Carnahan Day Rate	\$ 1,690.00	
Production Manager Curtis Hodge		\$ 957.56
	\$ 91,290.00	\$ 78,977.56
TAXES		

THREE MO TENORS**12.16.08**

EXPENSE DESCRIPTION	Budget	Actual
PAYROLL SERVICE	\$ 800.00	\$ 560.60
PAYROLL TAXES (included above)	\$ 12,087.00	\$ 6,386.13
	\$ 12,887.00	\$ 6,946.73
GENERAL & ADMINISTRATION		
GENERAL MANAGER'S OFFICE FEE	\$ 500.00	
ACCOUNTANT	\$ 900.00	\$ 1,000.00
GENERAL & ADMINISTRATION	\$ 750.00	
PRODUCERS FEE	\$ 4,500.00	\$ 6,000.00
	\$ 6,650.00	\$ 7,000.00
TRAVEL/PER DIEM		
LIGHTING DESIGNER	\$ 225.00	\$ 225.00
Mike Carnahan	\$ 270.00	\$ 270.00
ASSISTANT DIRECTOR	\$ 315.00	\$ 360.00
MANAGEMENT PER DIEM	\$ 1,215.00	\$ 1,305.00
TENORS PER DIEM	\$ 4,860.00	\$ 5,220.00
MUSICIAN PER DIEM	\$ 6,075.00	\$ 5,040.00
Musical Director (Fabiola, Keith)		\$ 1,305.00
SHIPPING (Spoon Group)	\$ 2,000.00	\$ 1,244.00
Airport Car	\$ 760.00	\$ 1,046.85
Devine Wines (reception)		\$ 242.17
Sabor Divino (gift)		\$ 205.00
Ground Transportation		\$ 235.59
Misc Entertainment		\$ 236.09
Lorraine Per Diem		\$ 585.00
Lorraine Hotel		\$ 1,113.69
Carnahan Hotel		\$ 300.00
Callebaut Chocolat (Valentine's Day)		\$ 166.38
Winkler Expenses		\$ 145.00
Federal Express - Charts		\$ 782.89
Cash Advance to Cat		\$ 500.00
Aifare	\$ 7,860.24	\$ 7,860.24
Petty Cash Disbursements (Willette)		\$ 152.00

THREE MO TENORS

12.16.08

EXPENSE DESCRIPTION	Budget	Actual
Catherine People's Expenses		\$ 437.40
Lorraine Rennie Expenses		\$ 319.09
Lorraine Airfare return to Edmonton 2/11		\$ 438.49
	\$ 23,580.24	\$ 29,734.88
TOTAL PRODUCTION COSTS	\$ 146,718.74	\$ 138,924.68
ROYALTIES		
Director	\$ 9,540.00	\$ 10,707.62
Joubert	\$ 1,650.00	\$ 1,787.50
Holgate	\$ 1,140.00	\$ 1,140.00
Mc Elroy	\$ 1,140.00	\$ 1,140.00
Orchestrator	\$ 1,650.00	\$ 1,650.00
Set Designer	\$ 450.00	\$ 487.50
Costume Designer	\$ 450.00	\$ 487.50
Lighting Designer	\$ 450.00	\$ 487.50
Sound Designer	\$ 450.00	\$ 487.50
Royalties Sub Total	\$ 16,920.00	\$ 18,375.12
TOTAL PRODUCTION COSTS	\$ 163,638.74	\$ 157,299.80

Overhead

Storage

Lorraine

Accountant

	Canadian	Actual
TOTAL GUARANTEE	\$ 210,000.00	\$ 178,149.00
SET RENTAL	\$ 10,000.00	
Airfare Reimbursement		\$ 7,860.24
Keyboard Rental		\$ 550.00
Ground Transportation Reimbursement		\$ 1,046.85
TMT CD Sales Net of Taxes	\$ 5,451.80	\$ 4,306.92
TOTAL INCOME	\$ 220,000.00	\$ 191,913.01
TOTAL PRODUCTION COST	\$ 163,638.74	\$ 157,299.80

THREE MO TENORS

12.16.08

EXPENSE DESCRIPTION

Budget

Actual

BOOKING FEE

\$ 26,250.00

NET TOTAL

\$ 30,111.26 \$ 34,613.22

THREE MO TENORS

12.16.08

EXPENSE DESCRIPTION

Budget

Actual

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04/10/08

Accrual Basis

Three Mo Tenors - OFF BROADWAY

Profit & Loss

January through December 2007

	Jan - Dec 07
Income	
Other Income	3,000.00
Box Office Income	982,508.02
Talk Balk	200.00
Total Income	985,708.02
Expense	
Concession Expenses	368.55
Merchandise Expenses	4,158.89
PRO	
100 - PHYSICAL PRODUCTION	
Scenery & Props	
102 - Scenic Designer Fee	6,031.01
104 - Assistant Scene Designer	800.00
106 - Scenic Designer Expenses	756.46
108 - Set Construction	43,650.30
110 - Props	253.00
116 - USA P&W	1,715.64
Total Scenery & Props	53,206.41
Costumes	
120 - Costume Designer Fee	8,041.34
121 - Costume Designer Assistant	500.00
122 - Costume Designers Expense	596.74
123 - Wardrobe/Dresser	1,875.00
126 - Cost. Construction/Shopping	5,595.31
129 - USA P&W - Costumes	1,025.27
Total Costumes	17,633.66
Lighting	
130 - Lighting Designer Fee	4,061.00
131 - Lighting Designer Assistants	2,400.00
132 - Lighting Designer Expenses	745.33
134 - Initial Rental (2 wks)	9,745.24
136 - Perishables	3,501.75
137 - Crew in Shop	5,703.00
Total Lighting	26,156.32
Sound	
140 - Sound Designer Fee	4,061.00
141 - Assoc Sound Designer	2,500.00
144 - Sound Equipment	1,756.00
Sound - Other	75.00
Total Sound	8,392.00
180 - Designer Buyouts	2,500.00
100 - PHYSICAL PRODUCTION - Other	299.57
Total 100 - PHYSICAL PRODUCTION	108,187.96
200 - FEES	
209 - Director's Dues	667.38
210 - Director/Choreographer Fee	10,640.00
212 - SSDC P&W	3,045.60
213 - Director Advance	10,687.50
214 - Assistant Direct	750.00
215 - Sound Production Fee	10,000.00
Total 200 - FEES	35,790.48

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04/10/08

Accrual Basis

Three Mo Tenors - OFF BROADWAY

Profit & Loss

January through December 2007

Jan - Dec 07

300 · REHEARSAL EXPENSES	
305 · Vocal Coach	1,000.00
301 · General Manager/Pre-Prod. Fee	15,000.00
302 · General Manager	9,100.00
306 · Actors	16,200.00
308 · Actors Housing	9,711.10
310 · Tenors Housing Buyout	20,000.00
314 · Stage Manager	4,814.51
316 · Assistant Stage Manager	2,000.00
318 · Company Manager	7,820.00
319 · Managment Assitant	1,000.00
320 · Press Agent (incl. vacation)	5,627.36
322 · Press/Publicity/Marketing Exp.	585.41
324 · ATPAM P&W	1,866.16
332 · Crew Set-up/Pre Hang	13.00
334 · Departmental Exp/Hardware	2,915.76
337 · Theater Rent	3,000.00
338 · Musical Director	5,600.00
340 · Musical Director - PENSION	302.75
342 · Musical Director - HEALTH	199.50
350 · Musicians (Plus Benefits)	3,879.08
352 · Musicians - PENSION	533.67
354 · Musicians - HEALTH	345.00
361 · Production Manager	5,840.00
362 · Production Mgr Expenses	2,179.15
385 · Payroll Taxes	7,860.38
Total 300 · REHEARSAL EXPENSES	127,392.83
400 · ADVERTISING	
401 · Marketing Consultant	14,075.00
402 · Office Expenses Marketing	3,972.00
403 · Radio Buys	55,050.00
404 · Front of House Panels	13,682.66
405 · School Theatre Porgram	6,575.00
406 · ABC's	2,502.50
407 · MTA Subway Promotion	8,000.00
408 · Special Promotion	2,369.49
409 · Photography	1,700.00
410 · Adv/Publ/Marketing/Open Night	74,126.98
400 · ADVERTISING - Other	2,322.50
Total 400 · ADVERTISING	184,376.13
500 · ADMINISTRATIVE & GENERAL	
517 · Office Supplies	1,381.79
527 · Orchestrations	7,685.11
502 · GM Office Fee	2,100.00
503 · Producer Housing	6,456.52
504 · Accountant	7,300.00
506 · Legal Fees	595.90
508 · Insurance	6,680.40
510 · Payroll Service	877.15
512 · Reh. & Audition Space & Exp.	7,317.56
514 · Music Rights Clearance	4,000.00
515 · Music Copist	10,945.59
518 · Postage/Messenger/Telephone	1,393.12
522 · Crew Load-In Catering	368.46
524 · Theatre Load-In Lic. Fee & Exp	55,934.58
525 · Telecharge Expense	2,183.00
530 · Miscellaneous	1,638.09
500 · ADMINISTRATIVE & GENERAL - Other	171.81
Total 500 · ADMINISTRATIVE & GENERAL	117,029.08

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 04/10/08
 Accrual Basis

Three Mo Tenors - OFF BROADWAY
Profit & Loss
 January through December 2007

	Jan - Dec 07
900 · BONDS & DEPOSITS	
901 · Music Rights	2,048.00
903 · Advertising Bond	17,500.00
908 · Director/Choreographer Bond	26,695.00
Total 900 · BONDS & DEPOSITS	<u>46,243.00</u>
Total PRO	619,019.48
WK	
1300 · SALARIES	
1301 · Agent's Commission	-80.00
1302 · General Manager	20,800.00
1306 · Actors	82,150.00
1308 · Actors Housing	43,350.00
1314 · Stage Manager	15,312.50
1316 · ASM	8,600.00
1312 · Understudy	16,687.50
1338 · Musical Director	27,300.00
1340 · Musical Director - PENSION	576.00
1344 · Musical Director - VACATION	868.00
1342 · Musical Director - HEALTH	304.00
1350 · Musicians	79,729.54
1352 · Musician - PENSION	2,019.18
1354 · Musicians - HEALTH	1,121.00
1356 · Musicians - VACATION	1,973.17
1373 · Wardrobe/Hair	12,303.75
1375 · Production Manager	5,433.07
1376 · Company Manager	21,125.72
1377 · Assistant Company Manager	4,400.00
1380 · Press Agent (incl. vacation)	20,509.44
1382 · SSD&C - BENEFITS	4,098.88
1383 · ATPAM - BENEFITS	8,087.83
Total 1300 · SALARIES	<u>376,669.58</u>
1400 · ADVERTISING/PUBLICITY/MARKETING	
1401 · Marketing Consultants	20,171.75
1402 · Advertising	235,010.25
1403 · ABC's Times	19,526.97
1405 · Street Team - TKTS	4,425.00
1410 · Publicity & Marketing Expenses	2,836.95
1411 · Playbill	1,235.00
1400 · ADVERTISING/PUBLICITY/MARKETING - Other	24,250.00
Total 1400 · ADVERTISING/PUBLICITY/MARKETING	<u>307,455.92</u>
1600 · RENTALS	
1634 · Electrics	43,250.00
1644 · Sound	45,000.00
1655 · Other	204.00
Total 1600 · RENTALS	<u>88,454.00</u>
1700 · DEPARTMENTAL	
1710 · Electrics/Sound	17,816.02
1725 · Wardrobe & Hair	1,214.00
1740 · Production Manager Expenses	457.60
Total 1700 · DEPARTMENTAL	<u>19,487.62</u>
1750 · THEATRE EXPENSES	
1755 · Rent	100,382.68
1760 · Housing Package + Electricity	274,536.76
1763 · Local One - Theatre Salaries	71,569.97
1764 · Local One - PR Taxes & Fringes	22,051.47
1750 · THEATRE EXPENSES - Other	216.70
Total 1750 · THEATRE EXPENSES	<u>468,759.58</u>

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04/10/08

Accrual Basis

Three Mo Tenors - OFF BROADWAY

Profit & Loss

January through December 2007

	Jan - Dec 07
1800 · GENERAL & ADMINISRATIVE	
1802 · GM Office Charge	4,500.00
1803 · Accounting	12,590.00
1804 · Producer Housing	25,642.51
1810 · Music Rights	17,027.64
1820 · Payroll Service	2,725.45
1835 · Payroll Taxes	28,299.99
1850 · Miscellaneous	666.09
Total 1800 · GENERAL & ADMINISRATIVE	91,451.68
1900 · ROYALTIES	
1901 · Author Royalty	27,037.25
1902 · Director/Choreographer Royalty	18,164.94
1904 · Set Designer	2,038.00
1905 · Lighting Designer	2,038.00
1906 · Costume Designer	2,038.00
1907 · Sound Designer	3,500.00
1908 · Arranger Royalties	4,160.00
1909 · Orchestrator Royalties	16,000.00
1900 · ROYALTIES - Other	291.10
Total 1900 · ROYALTIES	75,267.29
Total WK	1,427,545.67
Total Expense	2,051,092.59
Net Income	-1,065,304.57

World Tenors Unleashed

ESTIMATED PRODUCTION COSTS

World Tenors Unleashed

St Jean - Production Expense

			Revised	5/31/15	Actual	Variance
	Ppl/Hrs	Fee				
PHYSICAL PRODUCTION - 5100						
5110	Scenery			2,400	1,442	958
5120	Props			250		250
5130	Costumes & Shoes	10	100	1,000	1,261	(261)
5140	Make Up, Wigs, Hair			-		-
5150	Lighting Rental / Purchase / Prep			4,000	1,256	2,744
5155	Lighting Perishables			400		400
5160	Sound Rental / Purchase / Prep			14,500	14,500	-
5165	Sound Perishables			200		200
5170	Projection Rental / Purchase / Prep			-		-
5175	Projection Perishables			-		-
5176	Projection Creation			-		-
5180	Special Effects Rental / Purchase / Prep			-		-
5185	Special Effects Perishables			-		-
5190	Musical Instruments Rental / Purchase			3,000		3,000
	Rocket Studios				1,633	(1,633)
	Musician Equipment				2,675	(2,675)
TOTAL PHYSICAL PRODUCTION				25,750	22,767	2,983
FEES - 5200						
5201	Authors			3,000	3,000	-
5202	Director			5,000	5,000	-
5203	Asst Director			-		-
5204	Choreographer			-		-
5205	Asst Choreographer			2,500		2,500
5206	Scenic Designer			-		-
5207	Asst Scenic Designer			-		-
5208	Costume Designer			500	500	-
5209	Asst Costume Designer			-		-
5210	Lighting Designer			750	852	(102)
5211	Asst Lighting Designer			-		-

5212	Sound Designer	-	2,500	(2,500)
5213	Asst Sound Designer	-	-	-
5214	Projection Designer	-	-	-
5215	Asst Projection Designer	-	-	-
5216	Hair Designer	-	-	-
5217	Makeup Designer	-	-	-
5218	Fight Director	-	-	-
5219	Special Effects Designer	-	-	-
5220	Music Supervisor	8,000	7,000	1,000
5221	Orchestra Contractor	-	-	-
5223	Arranger & Orchestrator	7,500	3,700	3,800
5224	Vocal Arranger	-	-	-
5225	Dance Arranger	-	-	-
5226	Music Copying	2,000	7,110	(5,110)
5227	Vocal Coach	1,000	-	1,000
5228	Synthesizer Programmer	-	-	-
5229	General Manager	7,500	7,500	-
5230	Executive Producer	-	-	-
5231	Casting Director	8,500	8,500	-
5232	Production Manager / Prod. Supervisor	-	-	-
5233	Press Agent	-	-	-
5234	Production Assistants	-	-	-
5235	Production Stage Manager	-	-	-
5250	Payroll Taxes	-	-	-
5260	Union Fringe Benefits	-	-	-
5270	Signing Bonus	-	-	-
5275	Other Prod. Service Provider	-	-	-
5280	Performer	-	-	-
5290	Consultant	-	-	-
TOTAL FEES		46,250	45,662	588

ADVERTISING, PUBLICITY & MARKETING - 5300

			8,500	8,500
5301	Video Production & Copies	HMS	8200	-
				8,360
5302	Artwork, Mechanicals			2,500
5303	Additional Video Production - Marquis Studio Productions			-
				2,700
5304	Internet & Website	Hipzee	2,250	-
				2,250
5305	TV Production			-
5306	Radio Production			-

5307	Photography					-		
5308	Pre-Opening Print Advertising					-		
5309	Pre-Opening TV & Radio Advertising					-		
5310	Pre-Opening Outdoor Advertising					-		
5311	Pre-Opening Direct Mail					-		
5312	Group Sales Promotions					-		
5313	Front of House Displays					-		
5314	Pre-Opening Marketing & Promotions		Sandwich	758.34		-		
5315	Post-Opening Additional Advertising					-		
5316	Press Agent Expenses					-		
5320	Sales Conferences					-		
TOTAL ADVERTISING, PUBLICITY & MARKETING						8,500	15,810	(7,310)
REHEARSAL SALARIES - 5400								
5401	Principals					-		-
5402	Ensemble / Company	10	800	32,000		41,500		(9,500)
5403	Understudies & Swings					-		-
5404	Standbys					-		-
5405	Stage Manager	1	800	4,000		4,000		-
5406	1st Assistant Stage Manager	-	-	-		-		-
5407	2nd Assistant Stage Manager					-		-
5408	Dance Captains					-		-
5409	Assistant to the Director	1	800	4,000		4,000		-
5410	Shop Crew (Preparation)					-		-
5411	Company Crew	-	-	-		-		-
5412	Wardrobe & Dressers	-	-	-		-		-
5413	Hair & Makeup					-		-
5414	Moving Lights Programmer					-		-
5415	Projection Programmer					-		-
5416	Musical Director	1	1250	5,000		5,000		-
5417	Musical Contractor					-		-
5418	Musicians	5	800	-		7,333		(7,333)
5419	Orchestra Contractor					-		-
5420	General and Company Manager	1	1250	5,000		5,000		-
5421	Associate General Manager					-		-
5422	Company Manager	-	-	-		-		-
5423	Associate Company Manager					-		-
5424	Production Assistants / ASM	1	450	2,250		2,250		-

5425	Press Agent		-	-	-
5426	Marketing Director		-	-	-
5450	Company Payroll Taxes	14%	7,315	5,185	2,130
5455	Union - Health		-	-	-
5460	Union - Vacation Pay		-	-	-
5465	Union - Pension		-	-	-
5470	Union - Annuity		-	-	-
TOTAL REHEARSAL SALARIES			59,565	74,268	(14,703)
PRE-PRODUCTION, LOAD IN & TECH EXPENSES - 5500					
5510	Design Expenses, Models, Blueprints		-	-	-
5520	Casting - NY Audition Expenses		4,500	3,999	501
5525	Casting & Audition Fees		-	-	-
5530	Rehearsal Hall Rentals		-	-	-
5540	Truck loaders - take in		-	-	-
5550	Local Stagehands (includes lighting focus and cues)		3,000	3,641	(641)
5560	Preliminary Theatre Rent & Exp		14,000	14,000	-
	Air Conditioning Cost		-	1,800	(1,800)
5570	Preliminary Box Office		-	-	-
5580	Opening Night /Closing night		900	427	473
TOTAL PRE-PRODUCTION, LOAD IN & TECH EXPENSES			22,400	23,867	(1,467)
TRANSPORATION, HOUSING & PER DIEM - 5600					
5610	Per Diems	6	315	7,560	7,560
5620	Housing	6	150	27,000	22,715
5630	Transportation - Air	6	300	1,800	3,449
5640	Transportation - Ground & Local		-	3,000	311
5650	International Freight, Customs, Storage		-	-	-
5660	Meals & Catering		1,500	114	1,386
TOTAL TRANSPORATION, HOUSING & PER DIEM			40,860	8,159	32,701
GENERAL & ADMINISTRATIVE EXPENSES - 5700					
5701	Office Fee - Producer		-	-	-
5702	Office Fee - General Manager		-	-	-
5703	Legal		1,500	-	1,500
5704	Accounting	250	1,000	-	1,000
5705	Insurance (Liability and W/C)		1,591	1,726	(135)
5706	Tel, Copy, Mail, Fedex, Internet		900	-	900

5707 Office Supplies	750	141	609
5708 Payroll Service	750	750	-
5709 Bank Charges	150		150
5710 Music Clearance	-		-
5711 Immigration / Visas	-		-
5712 Closing Costs	500	492	8
5713 Miscellaneous and Other	4,000		4,000
5717 Audit Fees	-		-
<u>TOTAL GENERAL & ADMINISTRATIVE EXPENSES</u>	11,141	3,109	8,032
<u>DEVELOPMENT - 5800</u>			
5810 Meals	-		-
5820 Travel	-		-
5830 Msc	-		-
5840 Research	-		-
5850 Theatre Tickets	-		-
5860 Workshops	-		-
<u>TOTAL DEVELOPMENT</u>	-		-
<u>DEFERRED PRODUCTION COSTS - 5900</u>			
<u>CONTINGENCY / RESERVE</u>	5,000		5,000
<u>SUB-TOTAL ESTIMATED PRODUCTION COSTS - 5000</u>	219,466	193,641	25,825
<u>ROYALTY ADVANCES - 6000</u>			
6001 Authors Advance	-		-
6002 Director Advance	-		-
6003 Choreographer Advance	-		-
6004 Scenic Designer Advance	-		-
6005 Costume Designer Advance	-		-
6006 Lighting Designer Advance	-		-
6007 Sound Designer Advance	-		-
6008 Projection Designer Advance	-		-
6009 Executive Producer Advance	-		-
6010 Producers Advance	-		-
6011 Underlying Rights Advance	-		-
6012 Creative Consultant/Production Supervisor Advance	-		-

TOTAL ROYALTY ADVANCES

- -

DEPOSITS

Theatre Deposit

- -

Misc Deposits

- -

TOTAL DEPOSITS

- -

UNION BONDS

AEA / AGVA Bond

- -

IASTE Bond

- -

ATPAM Bond

- -

AFM Bond

- -

Local 764 wardrobe

- -

TOTAL UNION BONDS

- -

SUB-TOTAL ADVANCES, DEPOSITS, BONDS

- -

TOTAL CAPITAL REQUIRED

219,466

193,641

25,825