



September 6, 2020

Dear Ashley,

A grant would be used for the after-school music program: Orchestra in the Schools 'Online Music Instruction'. This program will provide instrumental music instruction to student in grades 1–11. This will include beginning, intermediate, and advanced musicians. They will receive private music instruction 30 minutes per week via Zoom to comply with the restrictions of COVID-19. In addition, a full orchestral rehearsal experience will take place once a month, outside with social distancing, at International School of Monterey (ISM) in Seaside. A grand finale virtual concert will be performed in December online. Instruments are provided at no cost for registered students and tuition aid is available for qualified applicants. All music instruction is taught by our highly qualified music instructors and managed by James Paoletti, CEO/Artistic Director. This grant would support staff salaries (\$80,000) and tuition aid (\$4,000). The approximate cost per student is approximately three time the \$300 per semester, leaving a large deficit. Our goal is to continue to never have to turn any student away due to lack of funds.

Musically,

Emma Paoletti
Development Director
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II. Background: Due to the current pandemic restrictions, Orchestra in the Schools (OITS) is not able to perform our normal program agenda, which includes in-classroom small group teaching, full orchestra rehearsal inside, and live performances with audiences. James Paoletti, CEO/ Artistic Director, has addressed this problem by modifying our program to a model that conforms to the current government COVID-19 regulations. The target population includes all children, grades 1-11, living in Monterey County. Students from Seaside will be the focus since our on-site location is the International School of Monterey (ISM) located in Seaside. Families that live in Seaside can take advantage of this musical education experience. Another problem during this pandemic is the loss of revenue we have experienced because of the inability to perform in-person concerts and annual fund raisers, and there is less grant money available from our grantors. We are also aware that many of our participating families have less money available during this time to pay for this musical opportunity.

Our goal is to provide a quality musical instrumental education in an online format with full orchestral rehearsal experience once a month to be held outdoors with social distancing at ISM, concluding with a virtual concert in December and May. Learning how to play a musical instrument requires progressive advancement. Music is progressive and requires sequential learning to maintain and further develop. We need to continue to provide this service to our students, so their musical skills will not diminish and be forgotten. Providing this modified experience proved successful in the last three months of our most recently completed fiscal year and we feel confident that we can continue to offer this continued music education and instruction going forward.

III. Proposed Activities: The planned program consists of ten weekly sessions of private music instruction, via Zoom, 30 minutes per week for each semester, combined with a full orchestral rehearsal experience once a month at ISM to be held outdoors with social distancing and masks. Chamber music sessions: string quartet and woodwind/brass ensemble will also be provided. Private lessons and ensembles are taught by our highly qualified music instructors. Each semester will conclude with a virtual concert. Instruments are available to all students participating at no cost for registered students. Tuition aid is also available for qualified applicants. We service home, charter, public, and private schools – grades 1-11. Tuition cost per semester is \$300.00.

This online model was very successful for OITS in the last three months of our most recently completed fiscal year.

Here are two testimonials from parents:

- Our two girls are excited to continue making music through the private lessons and online platform. 'We applaud Mr. Paoletti, you and all the teachers for all you have done at this unprecedented time!' Li-Te
- Good afternoon, my name is Rocio and my son started with Orchestra in the Schools in January 2020. We were a late start, but they allowed my son because he loves music. For the two months he was able to attend, he loved every single

moment. Tuesday afternoons, he would get ready, grab his things, and then wait in the car in anticipation of leaving. He always wanted to get there early and would protest if I told him he wasn't allowed to be in there so early without me. Fast forward to now that we are dealing with a pandemic. Everything is closed and his beloved Tuesday music lessons ended. He didn't complain, he understood that we now had to stay home and that was that. But he did attempt to practice his violin every day, easily becoming frustrated when he didn't quite understand a section of music. I was no help, and I considered different ways to help him.

Well, OITS then reached out to all the parents as they tried to navigate all that was going on. They offered us a Smart Music subscription which is a wonderful tool! Samuel loves to sit in front of the computer and attempt to light up the right notes at the right time. It's a challenge; one easily done in the comfort of our home. Thankfully, OITS has left him with his instrument too. They also offered a 15-minute zoom lesson with Samuels violin teach. Again, Samuel, looks forward to this time. It's a short amount, but enough for Ms. Alryn to fix any bad habits she notices with him as well as making sure he is understanding the lessons well enough. I'm grateful for her effort.

How suddenly all this came about, it is easy to just go home and chalk it up to bad luck, they could have sent an email describing that they would be ending the school year early and hopefully they would see us next year. But they didn't. They made every attempt and work diligently to continue some normalcy for these children. I think you can tell a lot about a company in the face of pandemic odds. These guys really care about these children and really care about music. Thank you OITS for your effort. This parent is extremely grateful. Respectfully,
Rocio

Additional evidence of effectiveness is demonstrated by our organization's efforts to keep 9 employees working during Covid rules. Teaching, modeling, encouraging, and providing positive COVID-19 memories for our students demonstrates why music is so important and how we can keep making music. We are better able to maintain our faith in our music education program while observing limitations while bringing people together in a safe format.

Annually we serve approximately 60 students but are anticipating this number to be lower due to the current abnormal environment.

Timeline:

- September 14, 2020 – December 4, 2020 Fall Semester
Ten 30-minute private music sessions each semester, via Zoom or FaceTime, per week for Strings, Double Bass, Woodwinds, Brass and Percussion, and Guitar. Online music instruction is the most beneficial in a one-on-one environment with a private lesson format. Three 60-minute full orchestra and chamber ensemble rehearsals at ISM will be held outdoor with social distancing.

Virtual concert performance will occur in December. Students and parents need to experience the excitement of coming together to make symphonic music in the safest way possible.

- January 11, 2020 – May 7, 2020 Spring Semester
Ten 30-minute private music sessions each semester, via Zoom or FaceTime, per week for Strings, Double Bass, Woodwinds, Brass and Percussion, and Guitar. Three 60-minute full orchestra and chamber ensemble rehearsals at ISM to be held outdoor with social distancing. Virtual concert performance in May.

IV. Organizational Experience: Orchestra in the Schools is the only beginning children's symphony orchestra on the Monterey Peninsula, providing high quality small and large group instruction for beginning, intermediate, and advanced musicians. Our students perform a broad range of famous classical compositions simplified for young people. Notably, OITS graduates serve as the major source of new musicians for Youth Music Monterey, Monterey County's Junior Youth Orchestra, and its highly talented Honors Youth Orchestra. In November 2012, in order to reach more students beyond our original location at All Saints Day School in Carmel Valley, we launched a second site at the International School of Monterey in Seaside, which is now our primary site location. This move has allowed us to attract more students from Seaside and collaborate with other Seaside CBOs. Last year we gave a special opportunity to music students at Martin Luther King School and assisted with escorting them to ISM for rehearsals after school. In addition, we have been performing in Seaside City's 'Annual Holiday Lunch' at the Oldemeyer Center and the 'Tree Lighting' at Seaside City Hall for the past eight years. Mountain Mike's Pizza in Seaside has become one of our fundraising events where we encourage our families to have pizza after an ISM rehearsal, benefitting a local business and OITS. Monterey Peninsula Volunteer Services continues to be a great support to us also. Last year we had 21 students from Seaside participate in our program with seven receiving tuition aid. We have all seen the importance of the art of performing music in our society through social media and online applications during this unprecedented time. OITS strongly believes that this program fulfills the current needs of young music students and provides the participation experience that keeps that spark ignited now more than ever.

We understand the requirements of the requested reporting for this grant and have designated Michelle Bull, board president to complete the reporting requirements. She will have input from the CEO/Artistic Director; Program Coordinator; Fund Development Director; and the other board members.

James Paoletti, CEO/Artistic Director, will direct both the proposed program and all staff members working with the students. Working along with him is the Program Coordinator, Sharon Halvorson, who will manage all the inner workings of the program and all communication with parents and students. Our instructors consist of seven highly qualified professional music instructors and one who is a volunteer.

BUDGET

Line Item	City funds	Other funds	In-kind match	Total
1.a. Salaries and benefits	\$ 1,024.00	\$ 3,994.00	\$ 102.00	\$ 5,120.00
1.b. Salaries and benefits	\$ 928.00	\$ 3,619.00	\$ 93.00	\$ 4,640.00
1.c. Salaries and benefits	\$ 864.00	\$ 3,369.00	\$ 87.00	\$ 4,320.00
1.d. Salaries and benefits	\$ 432.00	\$ 1,685.00	\$ 43.00	\$ 2,160.00
1.e. Salaries and benefits	\$ 464.00	\$ 1,810.00	\$ 46.00	\$ 2,320.00
1.f. Salaries and benefits	\$ 480.00	\$ 1,872.00	\$ 48.00	\$ 2,400.00
1.g. Salaries and benefits	\$ 5,000.00	\$ 19,500.00	\$ 500.00	\$ 25,000.00
2. Services and supplies				
3. Equipment				
4. Other - Tuition Aid	\$ 2,100.00		\$ 210.00	\$ 2,100.00
Total	\$ 11,292.00	\$ 35,849.00	\$ 1,129.00	\$ 48,060.00

Support Detail for City Funds Listed Above	Staff Position	Total Hours	Hourly Rate	20% of Total for Seaside Students
1.a. String Teacher	Music Instructor	80	64	\$ 1,024.00
1.b. String Teacher	Music Instructor	80	58	\$ 928.00
1.c. String Teacher	Music Instructor	80	54	\$ 864.00
1.d. Woodwind Teacher	Music Instructor	40	54	\$ 432.00
1.e. Brass & Percussion Teacher	Music Instructor	40	58	\$ 464.00
1.f. Guitar Teacher	Music Instructor	40	60	\$ 480.00
1.g. Program Coordinator	Administration	Salary		\$ 5,000.00
Total				\$ 9,192.00

Line Item	Tuition Aid per Student	# of Seaside Students	Total
4. Tuition Aid 7 Seaside Students	\$ 300.00	7	\$ 2,100.00

Detail: *Salaries (no benefits)* are required for six highly qualified music instructors to teach online one-on-one lessons once a week. These teachers are professional musicians and/or music teachers, many with their own private music studios. They are required for the program to succeed in this online environment. Our students will continue to develop their individual music skills during this time and will be able to perform with the entire group in two virtual concerts. One Program Coordinator is required to Administer the project, she is the backbone of the project keeping everything running from payroll, communication with parents, students, and staff. *Other - Tuition Aid*, will be made available to all Seaside students. This will give the opportunity for Seaside families to participate in this project gaining all the assets that learning music has to offer. Now, more than ever, our youth need outlets to express themselves in a positive way.

In-Kind Match: Orchestra in the Schools has received a cash donation (match) from a

BUDGET

former board member, Kit Ruck, in memory of her dearly beloved husband, John Ruck, who strongly believed in music and all that our program has to offer the young musicians in our community.

Other Funds: These funds come from various grants, tuition, donations, and fund raiser.



Orchestra in the Schools, Inc.
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INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUL 03 2014

ORCHESTRA IN THE SCHOOLS INC
8060 CARMEL VALLEY RD
CARMEL, CA 93923

Employer Identification Number:
46-4271913
DLN:
17051002043014
Contact Person:
JUANITA M HERALD ID# 11379
Contact Telephone Number:
(877) 429-5300
Accounting Period Ending:
December 31
Public Charity Status:
170(b) (1) (A) (vi)
Form 990 Required:
Yes
Effective Date of Exemption:
November 18, 2013
Contribution Deductibility:
Yes
Addendum applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2136 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "1221-PC" in the search bar to view Publication 1221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,

Director, Exempt Organizations

Letter 949