



# ANNUAL REPORT

July 1, 2020 to June 30, 2021

---

“COVID casualty versus COVID catalyst,” a phrase I’ve thought a lot about over the past year. The word “casualty” is not about the many lost lives due to COVID-19, but the next order effects—shuttered businesses, failing nonprofits (arts and otherwise). It’s the second part of the phrase, “COVID catalyst” that continues to pique my interest—our human ability to find the silver linings out of our bleak present.

COVID catalyst immediately made me think of arts leaders like Becky Keck, President of SMARTS. She and her team could have closed their doors and went home in the spring of 2020. Instead, the SMARTS team used COVID-19 as a catalyst to find new ways to serve the children for whom they provide arts education. Astoundingly, they found a way to hire more arts teachers. Their services reached more children than ever before. SMARTS provided services in-person (safely), virtually, and in a hybrid manner with schools. SMARTS also used the pandemic as a catalyst to improve their business strategies, further develop outreach programs, consider cost-saving measures, and use digital technologies to successfully program for audiences—not just in the Youngstown community but around the world.

I encourage you to take your own inventory of SMARTS’ successes, opportunities, and growth. Consider how a tragic pandemic of epic proportions became a catalyst for the board and staff of SMARTS. **It’s nothing short of a success story from which we can all take lessons in leadership, determination, business savvy, and grit.**

Donna S. Collins, Executive Director  
*Ohio Arts Council*



## Letter from the President

As I reflect on the last year, I am reminded of all of the unknowns we faced in operations and programming as we planned for the fall of 2020. After a disappointing and abrupt end to our spring classes; we piloted our new Virtual SMARTS online platform, created new systems and protocols, projected potential roadblocks, and enthusiastically hoped for the best.

We plunged into a new depth of teaching and learning while discovering what arts education could be in a virtual setting. We hired and trained new staff and teachers and significantly increased our technology capacity. We held our last SMARTS Family Dinner virtually with great success and looked forward to getting back together with our students

here at SMARTS and out in the community—until the week after Thanksgiving when it all “hit the proverbial fan.” I must admit, we almost gave up...but we didn’t. We did not slow down. We did not take a break. In fact, we dug deep and we worked harder.

We made the best of the situation by Exploring New Depths & Heights of who we are and how we do business. We focused on customizing Virtual SMARTS for each of our community partner’s needs and our free public programming. Students created puppet theater, repurposed art from junk at home, and we continued piano and violin lessons with new two-camera systems. We set up studios in the Ohio One building and let teachers work from home. We did it so you could not tell the difference. There were spreadsheets and calendars to keep us on pace. We transformed with the situation. We had over a thousand virtual classes in classrooms and homes with teachers, moderators, students, family members, and often dogs or cats. I would watch our classes simultaneously on multiple devices to be sure we were delivering the best SMARTS quality teaching and learning. It was incredibly busy, scary, and fun, all at the same time.

In the most trying of times, we found positives we could never have imagined had we given up. Our virtual expertise helped us to gain new partners, reach students who could not get to us in person, and we added the best people we could find to our team.

Because we explored a new depth, we achieved a new height. Our teachers challenged themselves and came away with new skillsets. Our students achieved a new depth to their learning instead of having a gap year in the arts. Our tenacity made us incredibly productive and increased our growth and stability. In fact, we have achieved a new height by adding three new Program Managers and a Development Coordinator since last fall because of the increased demand of SMARTS services while we continue to engage new partners and develop our programming.

As we celebrate our seventh year as your community art school, we honor our history of providing free quality arts education since 1997 in the Mahoning Valley. We know that we are stronger and better than ever before and with the support of many, we will continue to do our best. We are grateful for the leadership from the SMARTS Circle and the many individuals, foundations, and businesses who have supported us through this difficult time.

**Make art, sell art, buy art, and most importantly teach and learn in the arts.**

All the best,

A handwritten signature in black ink, appearing to read "Rebecca".

Rebecca L. Keck, SMARTS President



# SMARTS, Your Community Art School

**SMARTS**, Students Motivated by the Arts, is a community art school that provides classes in visual arts, music, dance, theater, and creative writing for our region's PK-12 youth with a focus on underserved populations. SMARTS hires and prepares community teaching artists with professional training and oversight so that they can provide quality arts-focused teaching and learning with lesson plans that follow state standards. Since 1997, SMARTS classes have been free and open to the public and all students are accepted through a simple application process.

**SMARTS** classes take place in the historic Ohio One Building in downtown Youngstown and through Virtual SMARTS, after school and on Saturdays. They are offered in the fall, spring, and summer. SMARTS partners with schools, school districts, and youth programs throughout the region both during and after school by providing them with arts classes, workshops, arts integration, SMARTS Beats and Empowers for students with special needs, Early SMARTS, and hands-on activities for their students. SMARTS community partnerships allow us to reach deep into the community, engage students who may not have any or enough access to the arts and to generate revenue in support of future programming.

In addition to providing opportunities to PK-12 students, **SMARTS** has created a professional development model for teachers with an emphasis on arts integration. Our goal with arts integration is to bring learning to life, to connect core content to the arts, and to provide a new approach with strategies to reach students who are disengaged. Arts Integration is an approach to teaching in which students construct and demonstrate understanding through an art form. Students engage in a creative process which connects an art form and another subject area and meets evolving objectives in both. SMARTS arts integration focus helps teachers to re-imagine the future of teaching and learning.

**SMARTS** Mission to provide access and equity in arts education reaches across all socio-economic levels while

providing access and early training in the arts. Even our most affluent schools in Ohio do not 'teach the whole child' by offering each of the arts disciplines at every grade level. With their compliance for standardized testing, budget constraints, scheduling conflicts, academic and STEM focus, and for numerous other reasons, their students do not have arts learning opportunities during the school day. SMARTS helps to bridge that gap and provide all students with quality arts education during and after school at SMARTS in the Ohio One Building and out in the community.

**SMARTS** is the backbone and lead arts organization for Any Given Child, Warren, an initiative through the John F. Kennedy Center for the Performing Arts that provides students access and equity to quality arts education in the Warren City School District. SMARTS provides leadership, administration, arts integration expertise, and professional development for their teachers and SMARTS community teaching artists.



Ohio One, 25 East Boardman Street, First Floor  
Youngstown, OH 44503

# SMARTS Students

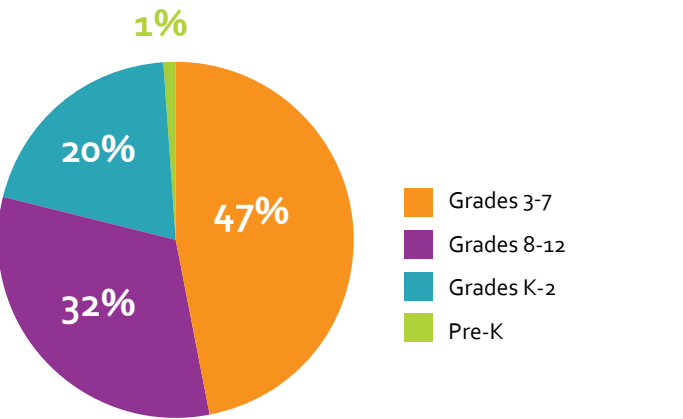
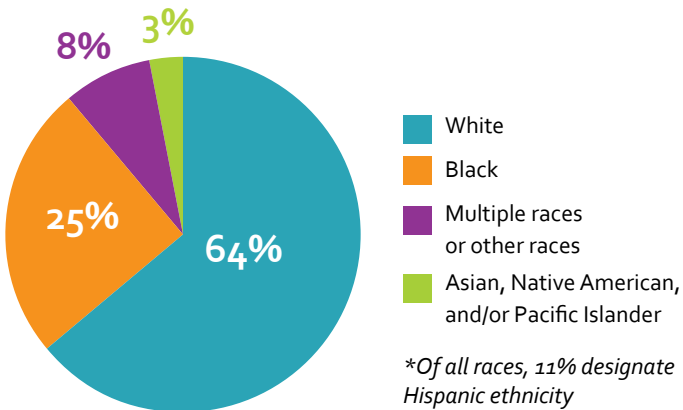
Our arts education reach extended deeply throughout the region as SMARTS served over 2,650 students weekly in the 2020-2021 school year through our public after-school classes and in school districts and youth programs throughout the community during the school day and after school. As of June 30, 2021, we have over 1,412 student applications and over 246 adult student applications from families in 44 different locations who want to take SMARTS Public classes. SMARTS families across the region travel to our facility from eight counties in Ohio and Pennsylvania. Through Virtual SMARTS, students can take SMARTS classes from anywhere in the world! For this fiscal year, 786 students in the database have attended a SMARTS class since our transition to the community in 2014.

Through our application process, SMARTS students identify their arts interests, race, ethnicity, number of people, household income, and other information so that we can gather statistical data for grant reporting purposes and organizational planning. Of the 1,412 SMARTS applicants, 69% live at or below poverty level. These students identify as 64% White, 25% Black, 8% Multiple or other races, 3% Asian, Native American, and/or Pacific Islander and of all races, 11% designate Hispanic ethnicity. The grade levels represented by these students with applications are as follows: 1% PK, 20% K-2, 47% 3-7, and 32% 8-12.

Our community partnerships connect us to more than 1,200 students at 25 schools and youth organizations throughout the Mahoning Valley both during the school day and after school. SMARTS 'plants' our community teaching artists to work alone or in collaboration with the arts and/or classroom teachers. Our community partners have prioritized and invested in arts education for their students and we are helping to bridge the gap in access and equity in arts education.

SMARTS students cross all cultural and socio-economic barriers, serving as a true reflection of our diverse community. (Data collected as of 6/30/2021)

## Public Programming Students (Fall 2020-Summer 2021)



## Student Interactions by Discipline (Fall 2020-Summer 2021)

**Public Programming Total: 481**

**Visual Art: 154, Music: 135, Dance: 74, Theater: 67, and Creative Writing: 51**

**Community Programming Total: 1,217**

**Visual Art: 442, Music: 401, Dance: 246, Theater: 107, and Creative Writing: 21**



# SMARTS Teachers

SMARTS has over 50 Community Teaching Artists with backgrounds in visual art, music, dance, theater, and creative writing. SMARTS visual art teachers are restoration artists, interior designers, founders of art galleries, painters, and animators. Our music teachers are recording artists, opera singers, classical musicians, piano and instrumental soloists, church music directors, and are in rock and jazz bands. Our dance teachers work in studios all across Northeast Ohio and Western Pennsylvania. They dance in a variety of styles including: Jazz, Modern, Contemporary, Latin, African, Bollywood, Ballet, Hip-Hop, and Tap and can be seen performing on stage in many different venues. Our theater teachers are prop and costume designers, directors, actors, playwrights, and storytellers. They are active in theaters around the country both off and on stage. Our creative writing teachers are authors and poets that have published works, own bookstores, and have been journalists in the field.

We like to think that we have the most comprehensive group of community teaching artists available as our team grows and evolves.



# SMARTS Staff

SMARTS leadership team is small but mighty! Our administrative staff members bring unique skills and experiences to SMARTS as they all are working artists, teachers, and students. Our current team members include: Becky Keck, President; Natalie Wright, Staff Administrator; Lindsay Goossens, Education Director; Jim Hain, Program Manager; DeAudra Edgerson, Program Manager; Sarah Demetruk, Program Manager; Jessica Weetman, Development Coordinator; and Sierra Seidner, SMARTS Bookkeeper.

**Becky Keck** is an original founder of SMARTS and has a long history in arts education in the Mahoning Valley. She serves on local arts and state level boards and is our connection to the John F. Kennedy Center for the Performing Arts. **Lindsay Goossens** joined us in August 2018. She is a licensed ELA teacher and has a bachelor's degree in Education. **Natalie Wright** joined us in September 2019. She has a bachelor's degree in English and has a background in journalism. **Jim Hain** joined us in December 2021. He has master's and bachelor's degrees in English, as well as an MFA in Creative Writing. **Sierra Seidner** joined us in April 2021. She has a bachelor's

degree in Financial Economics with a minor in Accounting. **DeAudra Edgerson** joined us in September 2021. She holds an MBA, and a bachelor's degree in Fashion Merchandising. **Sarah Demetruk** joined us in October 2021. She holds a bachelor's degree in Interpersonal Communications and Nonprofit Management, and has a background teaching ESL to K-12 students. **Jessica Weetman** joined us in August 2020 as an intern. She has a bachelor's degree in Political Science with a minor in Non-Profit Leadership and has grown into her role as our first Development Coordinator.

**SMARTS Student Assistants** are all community artists who are taking coursework in the arts at Youngstown State University. They are the backbone of our team and work hard to support programming while keeping us organized, clean, and they often become our future teachers.\*

\*SMARTS Staff as of 11/18/2021.



Becky Keck  
President



Natalie Wright  
Staff Administrator



Lindsay Goossens  
Education Director



Jim Hain  
Program Manager



DeAudra Edgerson  
Program Manager



Sarah Demetruk  
Program Manager



Jessica Weetman  
Development  
Coordintator



Sierra Seidner  
Bookkeeper



# SMARTS Community Partners

SMARTS arts teaching and learning takes place in the following organizations.

(July 1, 2020-June 30, 2021)

DURING THE SCHOOL DAY PARTNERS	SMARTS BEATS & EMPOWERS PARTNERS	AFTER-SCHOOL PARTNERS
<p>SMARTS ‘plants’ teachers in schools during the school day in visual art, music, dance, theater and creative writing throughout the region connecting to PK-12 students each week during the school year. Our partners allow us to reach deep into the community while supporting our free public programming.</p> <ul style="list-style-type: none"><li>Liberty School District</li><li>South Side Academy</li><li>Montessori School of the Mahoning Valley</li><li>Warren City School District (Any Given Child, Warren)<ul style="list-style-type: none"><li>Jefferson PK-8</li><li>Lincoln PK-8</li><li>McGuffey PK-8</li><li>Willard PK-8</li></ul></li></ul>	<p>SMARTS Beats has grown immensely with sole support from the Youngstown Foundation since its inception. SMARTS Beats is a percussion-based learning program for PK-12 (and up to the age of 21) students with developmental and behavioral challenges. SMARTS Beats uses hand drums and other percussion instruments to engage students by promoting academic learning, increasing musical knowledge, fostering a sense of community, and developing pride, confidence and satisfaction.</p> <p>SMARTS Empowers is a new program that has grown through SMARTS Beats. SMARTS Empowers integrates arts education into student’s daily classroom activities using visual art, theater, and dance. The goal of this program is to empower students through art forms and connect their learning to these positive experiences.</p> <p>SMARTS Beats and Empowers follow the same model using the knowledge and curriculum we have built since 2010. SMARTS Beats and Empowers take place during the school day at schools for the entire academic year and in partnership with community organizations afterschool and for special events.</p> <p><b>SMARTS Beats and Empowers</b></p> <ol style="list-style-type: none"><li>Promotes academic learning through unconventional/alternative techniques.</li><li>Increases knowledge, understanding, and appreciation in visual arts, music, dance, theater, and creative writing.</li><li>Fosters a sense of teamwork and community.</li><li>Develops students’ sense of pride, confidence and satisfaction.</li></ol> <ul style="list-style-type: none"><li>ACLD School and Learning Center</li><li>Austintown Elementary School</li><li>Boardman Center Intermediate</li><li>Canfield Village Middle School</li><li>Potential Development Intermediate</li><li>Potential Development High School</li><li>The Rich Center for Autism</li><li>The Autism Society of Mahoning Valley</li><li>Trumbull County Educational Learning Center at Liberty</li></ul>	<p>SMARTS collaborates with the following after-school programs to provide arts education classes.</p> <ul style="list-style-type: none"><li>21st Century Learners , Warren City Schools<ul style="list-style-type: none"><li>Willard PK-8</li><li>Jefferson PK-8</li></ul></li><li>United Way of Youngstown and Mahoning County’s “Success After 6”<ul style="list-style-type: none"><li>Youngstown City Schools<ul style="list-style-type: none"><li>McGuffey Elementary</li><li>Paul C. Bunn Elementary</li><li>Taft Elementary</li><li>Williamson Elementary</li></ul></li><li>Girard Elementary</li><li>Liberty School District<ul style="list-style-type: none"><li>Blott/Guy PK-6</li><li>Guy Jr. High School</li><li>Liberty High School</li></ul></li><li>Struthers Elementary</li><li>Youngstown Community School</li><li>Montessori School of the Mahoning Valley</li><li>VA Northeast Ohio Healthcare System</li><li>YSU Academic Achievers</li><li>YSU Unlocking the Hidden Game</li></ul></li></ul>

# Any Given Child, Warren

Any Given Child, Warren is among 27 communities across the country that participate in the John F. Kennedy Center for the Performing Arts Ensuring the Arts for Any Given Child initiative. The primary goal of Any Given Child is to assist communities in developing and implementing a plan for expanded arts education in their schools, ensuring access and equity for all students in grades K-8.

Warren is the smallest school district and the only community participating in the state of Ohio and our focus has been on PK-8 students since the fall of 2015. SMARTS serves as the backbone arts organization in Warren. Becky Keck, SMARTS President, is Any Given Child, Warren’s Liaison to the Kennedy Center.

SMARTS provides leadership, administration, professional development in arts integration for the teachers, and arts teaching and learning.

Arts learning provides multi-disciplinary, project-based opportunities for students to develop and demonstrate essential 21st century skills, including:

- Collaboration & Cooperation
- Critical Thinking & Problem Identifying
- Problem Solving & Decision Making
- Design Thinking
- Articulation & Effective Communication
- Leadership
- Cultural Literacy



## SMARTS Administrative Leadership

Rebecca L. Keck, *SMARTS President*  
Natalie Wright, *Staff Administrator*  
Lindsay Goossens, *Education Director*  
Jim Hain, *Program Manager*  
DeAudra Edgerson, *Program Manager*  
Sarah Demetruk, *Program Manager*  
Jessica Weetman, *Development Coordinator*  
Sierra Seidner, *Bookkeeper*

## SMARTS Circle 2020-21

Myra Vitto, *President*  
Paul Garchar, *Vice President*  
Nicole Ramson, *Treasurer*  
Misty Hazy, *Secretary*  
Christine Rhoades, *Past President*  
Denise Holt  
Bergen Giordani  
John A. McNally, IV  
Alura Webb

## Past SMARTS Circle Members

Denise Glinatsis Bayer, Robert G. Bindas,  
Nikki Carter, Dan DeSalvo, Laura Dewberry,  
Ronald C. Faniro, Angela McCoy, Heather McMahon,  
Larry Mohn III, Genna Petrolla, Linda Vasconi,  
and Joy White.



# SMARTIES Moving Forward

Volunteer at SMARTS and be involved in something good! SMARTS is a place where opportunity exists for everyone; the opportunity to teach, learn, create, and foster relationships. No matter who you are, there is an opportunity for you at SMARTS. SMARTIES Moving Forward will engage you in our mission and help us with our daily activities. We believe that working together toward a common cause—quality arts education for youth in the Mahoning Valley – will make us stronger. SMARTIES volunteers will add to our cultural, educational, and artistic balance because we will be a family.

Whether you are an active senior looking to connect with the arts community, a high school student seeking to volunteer in a meaningful way, or a SMARTS parent looking to become more involved, SMARTIES has opportunities for you!

Join SMARTIES today! [www.SMARTSArtSchool.org/SMARTIES/](http://www.SMARTSArtSchool.org/SMARTIES/)





## SMARTS Mission

SMARTS community art school provides access and early training in the arts for our region's PK-12 youth with a focus on underserved populations. SMARTS engages public and private organizations, schools, and artists in cooperative projects designed to enrich our community, promote student achievement, inspire self-discovery, and impact cultural and academic literacy through fine and performing arts.

## SMARTS Vision

SMARTS community art school will continue to be the leader in quality arts education in our region, state, and nation by serving our community's youth. SMARTS will provide quality arts education, and promote our region's arts and culture by establishing partnerships, working with public and private organizations, and representing the diversity of our community.



## SMARTS Education Philosophy

"To be an artist is to truly see," Marites Eldred, SMARTS Community Teaching Artist.

**SMARTS** believes every person is an artist, an individual who creates, innately possessing a creative mind and personal voice, a desire to express their perspective and experiences, a need to be inspired or have purpose, and a need to have enjoyment in life. Art is the work of an artist, and is any original work that conveys meaning or a message and provides a creative outlet for the artist.

**SMARTS** aims to develop student artists by teaching them to think, create, and view their world with the perspective of an artist. SMARTS allows students to develop as artists in the following ways: 1) cultivating personal identity as an artist; 2) developing technical skills in the arts; 3) building relationships with mentoring artists; 4) collaborating with peer artists from diverse backgrounds; 5) experimenting, exploring new arts mediums, and taking risks; 6) nurturing inspiration and curiosity; and 7) having fun in the arts.

**SMARTS** believes that teaching, itself, is an art form, and SMARTS supports teaching artists to be lifelong learners of pedagogy and their arts content by helping them develop as educators through instructional coaching, implementation of state standards, and professional development. SMARTS believes it is important for teaching artists to collaborate both as artists and educators in order to acquire new skills, inspiration, and to continue to find fulfillment in their art.

**SMARTS** believes effective teaching for the arts must: 1) be safe, accepting, and supportive in relationships and environment; 2) be taught by practicing artists who follow best practices for teaching and learning in their discipline; 3) build students' technical, cognitive, and social-emotional skills; 4) teach students to study art, listen to other artists, respond to art, create art, and present their art; 5) emphasize the process, not the product; 6) emphasize growth, not expertise; and 7) encourage a sense of community and equality.

**SMARTS** believes the arts are necessary to 'teach the whole child.' In addition to providing early training in the arts, SMARTS is an advocate for and provider of arts integration, an approach to teaching in which a core subject and an arts discipline are paired throughout a lesson so that students meet learning objectives with both areas simultaneously. Research has shown that, because students learn through a creative process, arts integration benefits students by promoting long-term retention of content, increasing student motivation, preventing learning loss, and engaging diverse or underachieving learners. Arts integration benefits teachers by reducing time spent reteaching, providing opportunities for co-planning and team teaching, and reinvigorating their passion for teaching. SMARTS believes arts integration accommodates every learning style and reimagines how learning occurs in the classroom.

“To be an artist  
is to truly see.”

– Marites Eldred  
*SMARTS Community Teaching Artist*

# Donors and Grantors

July 1, 2020-June 30, 2021

## \$50,000-\$99,999

Anonymous  
Frank & Pearl A. Gelbman  
Charitable Foundation  
Hine Memorial Fund  
National Endowment for the Arts  
Roberta M. Hannay

## \$5,000-\$24,999

FirstEnergy Foundation  
John M. MacIntosh Fund  
Susan Solomon  
The Nordson Corporation Foundation

## \$501-\$4,999

André C. Fleuriel  
Barbara Brothers  
Barbara Kindler  
Bernard & Elaine Soss Family Trust  
City of Youngstown  
Community Foundation  
of the Mahoning Valley  
GPD Group Employees Foundation, Inc.  
Judith R. Soloman  
Mark Guffey  
Natalie Lariccia  
Paul N. & Laura Olivier  
Phantom Fireworks  
Robert & Chris Gabrick  
The Blackbaud Giving Foundation  
The Schmutz Family Foundation  
The Youngstown Foundation  
Urig Family Foundation

## \$500 and below

Allana Bowman  
Anthony J. & Jane E. Vigorito  
Attorney & Mrs. James Floyd  
Bank of America  
Bergen Giordani  
Bill & Linda Russell  
Bill Lawson  
Brendan McEvoy  
Carol A. & Bruce W. Chamberlain  
Carol A. & Michael A. Gallo  
Carole & William A. Weimer  
Charles E. Dunlap  
Chaya & Sandy Kessler  
Chris A. & Robert J Gabrick  
Daniel A. DeSalvo  
Darryl J. & Jan M. Vaughn  
David & Marilyn R. Miller  
David T. & Laura B. Boich  
David S. & Judy Waldman  
David Shapiro  
David Stillwagon  
Debbie Liptak  
Deborah E. Rudloff  
Deborah L. & Jeffrey M. Grinstein  
Denise Holt  
Diane Beatty  
Diane Butler  
Diane Palmer  
Dina Monk  
Donald Foley  
Donald L. & Janice E. Reisman  
Dragana Crnjak  
Edith J. & Gina M. Rice

Elaine M. Smith  
Elise M. & David L. Skolnick  
Elliot & Chris Legow  
Erica Dorio  
Farmers Trust Company  
First National Bank of Pennsylvania  
Francis R. & Margaret A. Krygowski  
Gary R. & Mary K. Cunningham  
Gayle Catinella  
George & Michele Albertini  
Gerald & Katie Apel  
James & Julie A. Rafoth  
Janet Yaniglos & Clyde Morris  
Jason C. Earnhart  
Jill Brothers  
Jim & Bobby Pazol  
John Eicher  
Judson M. Knox  
Justine A. Scott  
Kara Zone  
Katherine Seminara-DeToro  
Kenneth M. Miller  
Kenneth Shirilla  
Kirsten H. Burkey  
Kirsti Manna  
Lee M. & Janet Shapiro  
Letson & Swader Co., LPA  
Linda S. Miller  
Linda Vasconi  
Lisa K. Robinson  
Lisa Slanina  
Lisette Oropesa  
Lucy M. Perfette

Mary Beth & Warren Gibson  
Mary Jo DeLucia  
Mary Margaret Hovanes  
Maryann Dicenso  
Matt & Kim Keck  
Maureen A. Drummond  
Megan Kornblum  
Melanie Rauschenbach  
Meta & Alexander T. Steeb  
Michael E. Grove  
Michael Latessa  
Misty Hazy  
Mitchell Goossens  
Network for Good  
Nicole Parish  
Nicole Thompson  
Nigel K. & Geraldine G. Newman  
Niva & Diana Devito  
Pamela Ann Rintala  
Pamela Miller  
Pamela Panopoulos  
Pastor Tarone & Danetta Claybrook  
Patricia A. & F. Thomas Kearney  
Patricia L. Latham & William E. Mulane  
Paul M. & Rebecca A. Stabile  
Paul Schwebel  
Peggy Bailey  
Rebecca Keck  
Renee Celeste Deangelo  
Richard E. Mills  
Robert E. Schulick  
Robert G. & Arlene Kroner  
Robert Kroeger

Robert L. & Mary Jo Heller  
Ronald & Virginia Deuley  
Ronald A. & Elaine Marks  
Rose Skero  
Sarah Lowry  
Scott & Bonnie Lehman  
Sharon Lyons  
Shellie Duchek  
St. John's Episcopal Church  
Stacey Lynn Adger  
Stephanie M. Landers  
Stephen & Marilyn Sniderman  
Steven J. & Andrea K. Baroff  
Sue Solomon  
Susan Edwards  
Susan Russo  
Suzanne & Alfred Fleming  
Suzanne Bradburn  
T.S. Duncan, Inc.  
Ted & Julie Downie  
Terri K. & Steven R. Anderson  
Terri L. & Neil J. Kaback  
Theodore M. Schmidt  
Thomas Duncan  
Tindoro M. & Marie E. Fuda  
Tony J. Coreno  
Towana Stevens  
Troy & Christine Rhoades  
Trumbull County Bar Association  
York Mahoning, Inc.



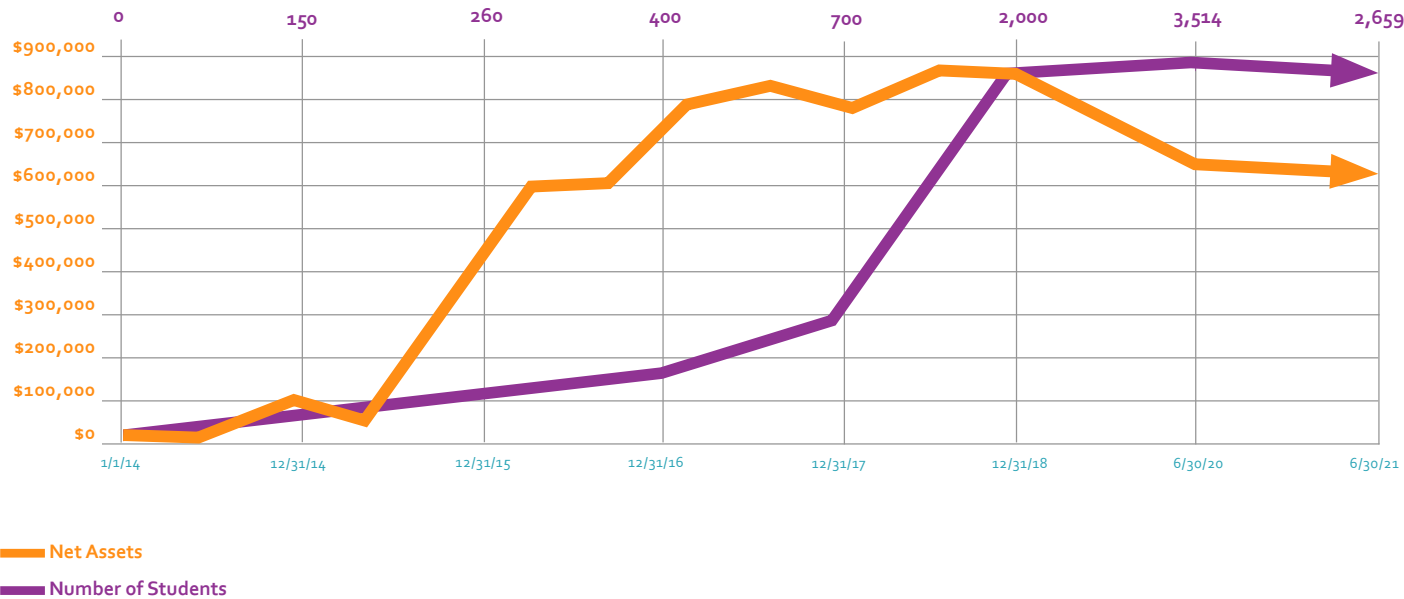
# SMARTS Organizational Growth

Despite the graduated expiration of funds provided by the 2016 “All In One” Campaign, SMARTS net assets of \$625,974 remain steady at June 30, 2021. This is evidence of both the generosity of its supporters and SMARTS ability to adapt to the challenges of the pandemic. SMARTS has proven its revenue generating business model is sustainable. Moreover, the organization was eligible to receive coronavirus relief funds, which included grants and Paycheck Protection Program loans, amounting to \$207,226.

These funds were essential to maintaining the financial position of the organization, especially considering the limitations the pandemic has placed upon SMARTS fundraising efforts. To engage in further program expansion and capital projects, SMARTS will seek to fundraise, with hopes of returning to, and someday exceeding, its pre-pandemic financial position, which was nearly \$900,000 in net assets.

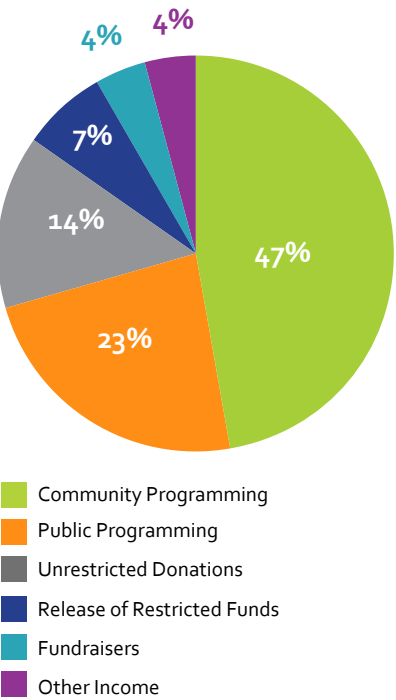
Our financial stability since our transition to the community in 2014 is due to the generosity of our supporters and our tenacity to fulfill our mission. We look forward to continuing to grow and expand to meet the needs of our community.

See more information to support SMARTS at [smartsartschool.org/donate/](https://smartsartschool.org/donate/).



## Revenue

(7/1/2020-6/30/21)



SMARTS generates revenue from several sources, including grants, donations, community programming, and fundraisers. However, the make-up of those sources has changed over time. Revenue from contracts with community partners has consistently made up the largest percentage of funding at SMARTS. Yet, during fiscal year 2021, support of our public programming grew thanks to grants from repeat SMARTS supporters and, most especially, a \$50,000 grant from the National Endowment for the Arts made possible by pandemic relief appropriations of the federal CARES Act.

Like many other not-for-profit organizations, SMARTS was not able to host its typical in-person fundraisers, which normally garner close to 10% of SMARTS funding. Instead, SMARTS held a virtual Family Dinner in November 2020, and appealed to supporters through fall and spring campaigns. SMARTS supporters generously answered the call to action. The spring campaign included a \$25,000 matching donation from an anonymous donor, which propelled that campaign forward to success. As a result, unrestricted donations, which are used to

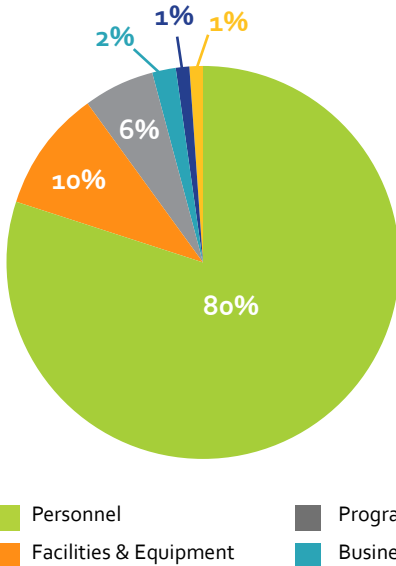
cover costs that grants typically do not cover, such as overhead, nearly doubled in fiscal year 2021 compared to the prior year. A big giant thank you to SMARTS supporters!

SMARTS continued to rely on funds raised during the 2016 “All In One” Campaign, which were earmarked for several purposes, such as programming and rent expenses. However, the five-year period for which funds were earmarked is rapidly coming to a close. In fiscal year 2021, the use of “All In One” Campaign funds decreased by nearly \$100,000.

As the “All In One” Campaign funds decrease, SMARTS depends more on revenue from other sources. One such source in fiscal year 2021 was the Paycheck Protection Program established by the CARES Act. SMARTS received \$152,932 between two Paycheck Protection Program loans. The first loan was fully forgiven in August 2021, and the second is expected to be fully forgiven. Because the loans were not forgiven prior to June 30, 2021, they have not been included in revenue in the chart to the left.

## Expenses

(7/1/20-6/30/21)



The distribution of SMARTS expenses has changed as the organization grows and, especially, as it adapted to challenges presented by the coronavirus pandemic. Students have returned to in-person classes at Ohio One, albeit on a smaller scale due to pandemic precautions. At the same time, our virtual programming continues. Personnel costs increased 11% over the prior year. Expanded community programming has required additional teachers, while Virtual SMARTS has required additional labor, such as moderators working in the background of

our virtual classes. Our program supplies costs have increased because virtual classes require continued investment in technology, and the return of students to in-person classes requires the purchase of visual art and music supplies. Business operations costs remain low as travel to conferences and training classes remains at a minimum.









Ohio One, 25 East Boardman Street, First Floor  
Youngstown, OH 44503, 330-574-2787  
[www.SMARTSArtSchool.org](http://www.SMARTSArtSchool.org)