



# ANNUAL REPORT

(July 1, 2021 - June 30, 2022)





## Letter from the President

Never could I ever have imagined that our Mission would be more important today than it was when we first started in 1997. With a group of 32 community volunteers and our first year's budget of \$5,000—we were set on 'curing the lack of arts education in our community' through a new program called SMARTS, Students Motivated by the Arts. Lofty dreams, a good dose of over-achieving, and yes—being a little naïve about the difficult task we had started, were all ingredients that helped to build our future.

I am often asked, "What is the secret to SMARTS' success?" This isn't a difficult question, because when you see SMARTS in action, you quickly realize—it is our people. I truly believe that one is only as good as the people they surround themselves with and we have been lucky to find the brightest, most creative, and hard-working artists who lead us, teach us, and help to grow us. They are our team—the SMARTS Family. We are people driven to serve people. We are always striving to reach those students who need us the most and connecting with those who do this work the best. Everything we do is about opportunity.

As we move through a world that is ever-changing, the way we find value in our lives is framed by the experiences we have and how they help us grow into ourselves. When we engage with arts and culture in any way, we enrich those experiences—therefore, growing with the arts drives who we become. We thrive on making quality arts education opportunities for students, adults, and teachers. Robert Ingersoll described what we do simply through his quote, "We rise by lifting others."

SMARTS continues to grow and evolve. In last year's Annual Report, I mentioned the impact the pandemic had on our organization. However, when we look at the data from this past year in both our program offerings and our budget, we see that all our extra work was worth the effort: our growth is constant. SMARTS is expanding. We are getting better at what we do and how we do it. Not only did we retain our employees and staff, but we grew them, continuing to add new Program Managers, Community Teaching Artists, Student Assistants, Interns, and Volunteers. Our programming expanded through community partners enabling us to reach thousands of students last year. We've generated nearly \$4 million since our transition to the community starting January 2014 and one-fourth of that revenue we've earned through the programming we have provided in the community. Our unique revenue generating model gives us sustainability.

The value of arts access and arts education will never disappear. In fact, looking at our data shows us that we as a community continue to seek arts programming regardless of circumstance and especially when the going gets tough. The arts fill a void, help us to understand the confusing world around us, and allow us to communicate how we feel through words, images, movements, expressions, sounds, and much more. This year especially, we rejoiced in opportunities to connect in-person. Now that we are back together, we keep saying "It's so nice to be here, experiencing this with you." The arts bring us together, and help us to become the best versions of ourselves.

We move forward into this upcoming year—SMARTS 25th Birthday—with the theme of celebration. We look forward to taking time to reflect on all we have accomplished, both internally as an organization and externally as leaders in arts education. We are so grateful for you; that you have grown with us to value our Mission as much as we do, and we look forward to celebrating the next 25 years with you by our side.

**Make art, sell art, and most importantly teach and learn in the arts. It's what makes us human.**

All the best,

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.

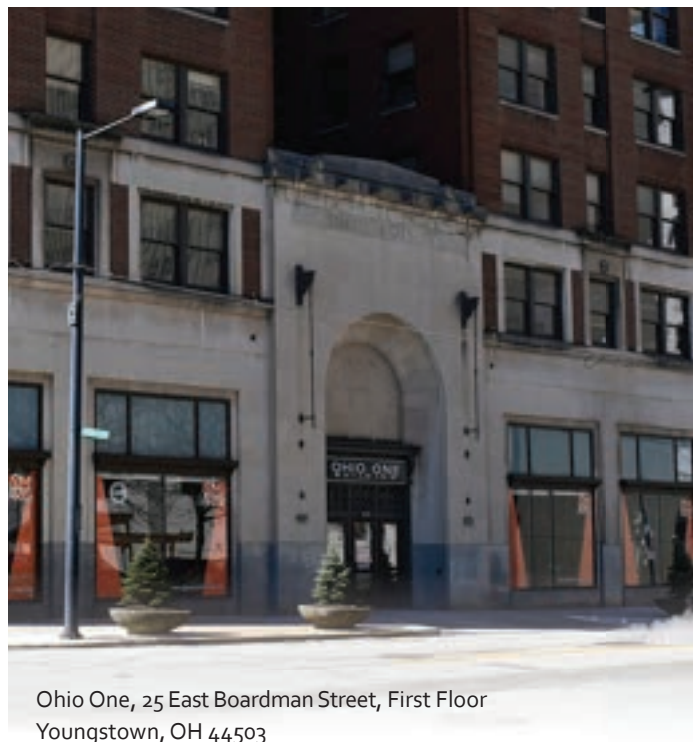
**SMARTS** classes take place in the historic Ohio One Building in downtown Youngstown and through Virtual SMARTS, after school and on Saturdays. They are offered in the fall, spring, and summer. SMARTS partners with schools, school districts, and youth programs throughout the region both during and 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

For SMARTS 2021-2022 programming year, our overall reach extended deeply throughout the region as SMARTS served nearly 3,000 students weekly through our after-school and Saturday classes at SMARTS and in schools and youth organizations throughout the community, during the school day, Saturdays, and after-school.

For SMARTS free Public Programming in the Ohio One Building, we served 334 students who took multiple classes to fill 465 class spots throughout the year. As of June 30, 2022, we had 1,803 PK-12 student applications in our database from families in 44 different locations who want to take SMARTS *free* Public classes. SMARTS families from across the region travel to our facility from eight counties in Ohio and Pennsylvania to get to us. Through Virtual SMARTS, students can take SMARTS classes from anywhere in the world! Since our move into the Ohio One Building in June 2017 to the end of this fiscal year, a total of 885 students have taken at least one *free* SMARTS Public Programming class. Our database grows daily as students can sign up for classes throughout the school year.

Through our application process for SMARTS free Public Programming, our 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 1,803 applicants, 78% identified at or below poverty level (this is a 9% increase from last year). SMARTS students who took classes throughout the year were in the following grades: PK: 20%, Grades K-2: 23%, Grades 3-7: 43%, Grades 8-12: 14%. These students identify as White 54%, Black 29%, Asian 1.5%, Native American, Alaskan or Pacific Islander 1.5%, Other/Multiple 14%, and 11% of these students reported that they were also Hispanic.

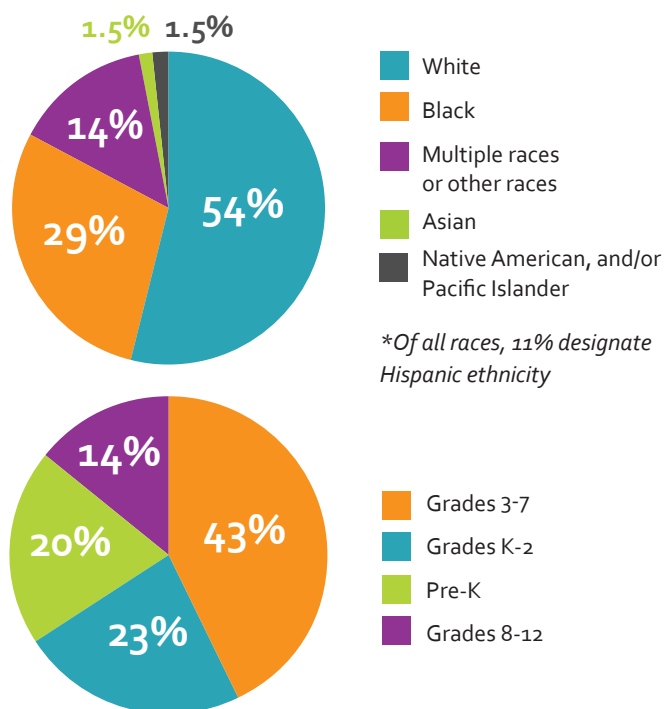
SMARTS Community Programming provided a total of 212 classes to 2,443 students that met for 4,811 sessions throughout the year. We collaborated with 127 classroom teachers at 35 partner locations with 48 SMARTS teachers. SMARTS 'plants' our community teaching artists to work alone or in collaboration 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.

We offered four Premier Programs for PK-12 students including; SMARTS Beats & Empowers for students with special needs, SMARTS Arts Integration working in tandem with classroom teachers, Early SMARTS where students acquire necessary arts skills before kindergarten by creating art by playing with art through open play, and SMARTS Arts in Non-Arts Spaces where students can experience all five arts disciplines at times and spaces in their school that they least expect them. They are able to connect to the artists while they are demonstrating and communicate with them. We also work with school districts to help provide them professional development in arts integration, STEAM, and best practices in arts teaching and learning in all five arts disciplines.

SMARTS students cross all cultural and socio-economic barriers, serving as a true reflection of our diverse community.

### Public Programming Students

(Fall 2021-Summer 2022)





## SMARTS Staff

SMARTS leadership team continues to grow and evolve in relation to our administrative and programming needs. Our administrative staff members bring unique skills and experiences to SMARTS as they all are working artists, teachers, and/or students. Our current members include: Becky Keck, President; Lindsay Goossens, Education Director; Jim Hain, DeAudra Edgerson and Sarah Rhodes, Program Managers; Meganne Evans, Staff Assistant; Sarah Gabrick, Administrative & Development Associate; and Barb Saylor, 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 May 2018. She is a licensed ELA teacher and has a Bachelor's degree in Education. **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. **DeAudra Edgerson** joined us in September 2021. She holds an MBA, and a Bachelor's

degree in Fashion Merchandising. **Sarah Rhodes** just joined us in October 2022. She holds a Bachelors of Arts degree in Theater and Dance. She was a SMARTS Dance teacher 18 years ago. **Meganne Evans** started in September 2020 as a Student Assistant and has grown into the Staff Administrator's position. Our plan is that she will become our full-time Staff Administrator when she graduates with a Bachelor of Fine Arts in Theater in May 2023. **Sarah Gabrick** has a Bachelor of Arts in English and is finishing a Master of Arts in Arts Administration this December. She will join us in a full-time leadership role after graduation. **Barb Saylor** is our newest addition to the team, joining us in mid-October. She has a Bachelor of Science in Elementary Education and 19 years of experience in office management and bookkeeping.

**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 11/05/2022.



Becky Keck  
*President*



Lindsay Goossens  
*Education Director*



Jim Hain  
*Program Manager*



DeAudra Edgerson  
*Program Manager*



Sarah Rhodes  
*Program Manager*



Meganne Evans  
*Staff Assistant*



Sarah Gabrick  
*Administrative &  
Development Associate*



Barb Saylor  
*Bookkeeper*

## SMARTS Teachers

SMARTS has over 60 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 Community Partners in 2021-2022

## DURING THE SCHOOL DAY PARTNERS

**SMARTS arts teaching and learning takes place in the following organizations:**

- Akiva Academy
- Any Given Child, Warren
  - ◊ *Jefferson PK-8*
  - ◊ *Lincoln PK-8*
  - ◊ *McGuffey PK-8*
  - ◊ *Willard PK-8*
- Liberty Local Schools
- Montessori School of the Mahoning Valley
- South Side Academy
- St. Christine School
- Youngstown City Schools
  - ◊ *Harding Elementary*
  - ◊ *Wilson Alternative*

## SMARTS BEATS & EMPOWERS PARTNERS

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.

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.

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 after-school and for special events.



(July 1, 2021-June 30, 2022)

### SMARTS Beats and Empowers

1. Promotes academic learning through unconventional/alternative techniques.
  2. Increases knowledge, understanding, and appreciation in visual arts, music, dance, theater, and creative writing.
  3. Fosters a sense of teamwork and community.
  4. Develops students' sense of pride, confidence and satisfaction.
- ACLD
  - Austintown Elementary
  - Autism Society of Mahoning Valley
  - Boardman Center Intermediate
  - Canfield Hilltop Elementary
  - Canfield Village Middle School
  - Potential Development Elementary & Intermediate School
  - The Rich Center for Autism
  - TCESC at Liberty Local Schools
  - Youngstown City Schools
    - ◊ *Harding Elementary*
    - ◊ *MLK Elementary*
    - ◊ *Taft Elementary*
    - ◊ *Volney Rogers Elementary*
    - ◊ *Wilson Alternative*
    - ◊ *Chaney Middle School*
    - ◊ *East Middle School*
    - ◊ *East High School*

### AFTER-SCHOOL PARTNERS

**SMARTS collaborates with the following after-school programs to provide arts education classes for youth and adults. Both in-person and through Virtual SMARTS.**

- Akiva Academy
- Campbell City Schools
- Casa Madre @ Ursuline Ministries
- City of Youngstown Parks and Recreation
- Liberty Local Schools
- Trumbull County Children's Services
- United Way's 'Success After 6'
- Warren Trumbull County Public Library
- Veterans Whole Health (VHACLE)
- YSU Academic Achievers
- YSU Unlocking the Hidden Game
- YSU Explorers @ Campbell Memorial High School
- YSU Explorers @ Girard Intermediate

## SMARTS Administrative Leadership

Rebecca L. Keck, *SMARTS President*  
Lindsay Goossens, *Education Director*  
Jim Hain, *Program Manager*  
DeAudra Edgerson, *Program Manager*  
Sarah Rhodes, *Program Manager*  
Meganne Evans, *Staff Assistant*  
Sarah Gabrick, *Administrative & Development Associate*  
Barb Saylor, *Bookkeeper*

## SMARTS Circle 2022-2023

Myra Vitto, *President*  
Paul Garchar, *Vice President*  
Chris Gabrick, *Treasurer*  
Misty Hazy, *Secretary*  
Denise Holt  
Bergen Giordani  
John A. McNally, IV  
Alura Webb  
Jonathon Fauvie  
John Orsini  
Diane Palmer

## 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, Nicole Ramson, Christine Rhoades,  
Linda Vasconi, and Joy White.

## 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



## The Joy of SMARTS

The Joy of SMARTS is named in honor of our friend and past SMARTS Circle member, Joy White. Joy was a lifetime resident and local artist who created this event (previously called Arts for SMARTS) to help us to raise funds while we were transitioning to the community as a stand-alone 501(C)(3). The first event was held in the fall of 2015 before we renovated our new home in the Ohio One Building.

Joy created all of the marketing and event materials including the logo and she nearly single-handedly put the event together because she believed in our mission. We are grateful for her vision and are proud to continue her legacy with The Joy of SMARTS event.



## SMARTS AIR (Artist-In-Residence)

Elena Labra, was a SMARTS student while growing up taking visual art and piano classes. She studied Psychology and Fine Arts with a focus on ceramics at Youngstown State University, graduating in 2019. Her passion for crafting handmade pottery grew into the creation of her business, Staircase Ceramics. In her role as SMARTS Artist-In-Residence she has created a studio space in our SMARATORIUM where she has been exploring new creative ideas on the potter's wheel. SMARTS' visitors and families enjoy watching her work. You can find Elena's work at Common Goods Studio and she sells at maker's markets in Youngstown, Pittsburgh, Cleveland, Columbus, and Cincinnati. You can see more information on her work at [www.staircaseceramics.com](http://www.staircaseceramics.com).





## 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, 2021-June 30, 2022)

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

Hine Memorial Fund  
Roberta M. Hannay

## \$25,000-\$49,999

Anonymous  
The Youngstown Foundation

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

Akron Children's Hospital  
Attorney Martin White  
City of Youngstown  
Community Foundation of the Mahoning Valley  
J. Ford Crandall Memorial Foundation  
Mercy Health Foundation  
National Endowment for the Arts  
Sweeney Chevrolet Buick GMC  
The Nordson Corporation Foundation  
The Walter E. & Caroline H. Watson Foundation  
William E. Mullane, In memory of Patty Latham

## \$501-\$4,999

American Maintenance Services, Inc.  
André C. Fleuriel  
Barbara Brothers  
Barbara Kindler  
C. Reid & Judith S. Schmutz  
Christopher & Kimberly Urig  
Deborah L. & Jeffrey M. Grinstein  
Denise Debartolo York  
DeSalvo Construction Co., Inc.  
FirstEnergy Foundation  
George & Virginia Pugh Foundation  
Herbert & Elaine Soss  
Jason Mraz Foundation  
Judith R. Solomon

Libby Dilley

Myra & John Vitto

Natalie Lariccia

Paige & Byrnes Insurance

Paul N. & Laura Olivier

Phyllis & Bruce Beard

PNC Foundation

Potential Development Program

The Raymond John Wean Foundation

Sarra Mohn & Emily Rusu

Schroedel, Scullin & Bestic, LLC

Senator Maurice & Florence Lipsher

Charitable Trust

Stifel

Ted & Julie Downie

The John F. Kennedy Center for the  
Performing Arts

The John L. Dunne & Jennifer R. Lloyd  
Family Foundation

The Olivier Family Fund

The United Way of Youngstown and the Mahoning  
Valley

The Williamson Family Fund

Trust of Martin Solomon

## \$500 and below

21 WFMJ

AIA Youngstown

Aida-America

Altrusa International

Amanda Beagle

Angela Smith

Anonymous

Artists at Work, Inc.

Attorney & Mrs. James Floyd

Attorney Michael W. Rosenberg

Bergen Giordani

Bill & Linda Russell

Bill Lawson & Joan M. Lawson

Brenda Boucher

Bryan Equipment Sales

Cailor Fleming Insurance

Carol A. Chamberlain

Carol Sopkovich

Charles & Cynthia (Cindy) Kerr

Chaya & Sandy Kessler

Chris A. & Robert J. Gabrick

Colleen Ingram

Crowe's Cabinets, Inc.

Daniel A. DeSalvo

Darlene A. Ballard

David & Fe Frantz

David Slanina

Debbie Liptak

Deborah E. Rudloff

Deborah Esbenshade

Diana J. Homick

DiGeronimo Companies

Dolores Gabriel

Donna Collins

Dorothy & David Romeo

Dr. Ronald L. & Marcia C. Gould

Duncan's Bath & Kitchen Center

Edward's Florist Shops, Inc. (Edward's Flowers)

Elizabeth McGarry

Elizabeth Myer

Elliot & Chris Legow

Ericka Peterson

Flavio Aiken

Frank Rulli

Fred Knox Revocable Trust  
 Gayle Catinella  
 Gene & Janet Donofrio  
 Greg Howard  
 Greg Lorimer  
 Gregory & Alice Greenwood  
 Gregory Skrobot  
 Hill, Barth & King, LLC  
 Howards Clothes, Inc.  
 James & Julie A. Rafoth  
 Jane E. Midgley  
 Janus Small Associates, LLC  
 JD Eicher  
 JDB Family Limited Partnership #3  
 Jean Walsh  
 Jen Axiotis  
 Jessica Paull  
 Jill Brothers  
 Joanne & Robert Schulick  
 Johana Sanchez-Caraballo  
 John & Natalie Lapin  
 John Fernstrom  
 Jonathon Fauvie  
 Joseph Novicky  
 Joseph R. Martin  
 Joshua M. Prest  
 Kara Terlecki  
 Karen DeAmicis  
 Karen Edwards  
 Kathleen Austrino  
 Kelly Hollis  
 Keshia Lampley  
 Kevin Y. Chiu  
 Lanza Design

Letson & Swader Co., LPA  
 Maderitz Concrete, Inc.  
 Mahoning Valley College Access Program  
 Marcia Gregory  
 Marianne Earnest  
 Marilyn Africa  
 Martin & Catherine Cala  
 Mary Beth Gibson  
 Mary Margaret Hovanes  
 Matthew & Natalie Wright  
 Maureen Weetman  
 Michael Latessa  
 Mike Raulin  
 Miller Yount Paving, Inc.  
 Misty Cardona  
 Misty Hazy  
 Network for Good  
 Nicole Ramson  
 Nils P. Johnson, Jr.  
 Ohio One Corporation  
 Pamela Miller  
 Pamela Panopoulos  
 Pastor Tarone & Danetta Claybrook  
 Patrick and Marybeth Kerrigan  
 Paul J. & Ginamarie Garchar  
 PCS & Build, LLC  
 Peggy Bailey  
 Petitti Garden Centers  
 Philip Vigorito  
 Phillips T. Ruffalo  
 PNC Financial Services Group, Inc.  
 Rebecca L. Keck  
 Rebecca Walter  
 Robert E. Schulick

Robert G. & Arlene Kroner  
 Rotary Club of Youngstown  
 Ryan Carpet Sales  
 Sal Sanders  
 Sandra W. Stephan  
 Sarah Braun  
 Scott R. Schulick  
 Sharon Longworth  
 Sharon M. Letson  
 Simply Slavic  
 St. Patrick's Church  
 Stephanie Markey  
 Stephanie Roselli  
 Susan Blecher  
 Susan Edwards  
 Susan Greaves  
 Suzanne & Alfred Fleming  
 Taylor Deley  
 Taylor Matthews  
 Terri L. & Neil J. Kaback  
 Tervo Masonry, LLC  
 The Blackburn Giving Foundation  
 The Thomas Brick Company  
 Thomas & Joann Wilson  
 Thomas Gysegem  
 Urig Family Foundation  
 Vilene Strimbu  
 Warren Glass & Paint Company, LTD.  
 Wesley C. Prout  
 Yasmin Rashid

# SMARTS Organizational Growth

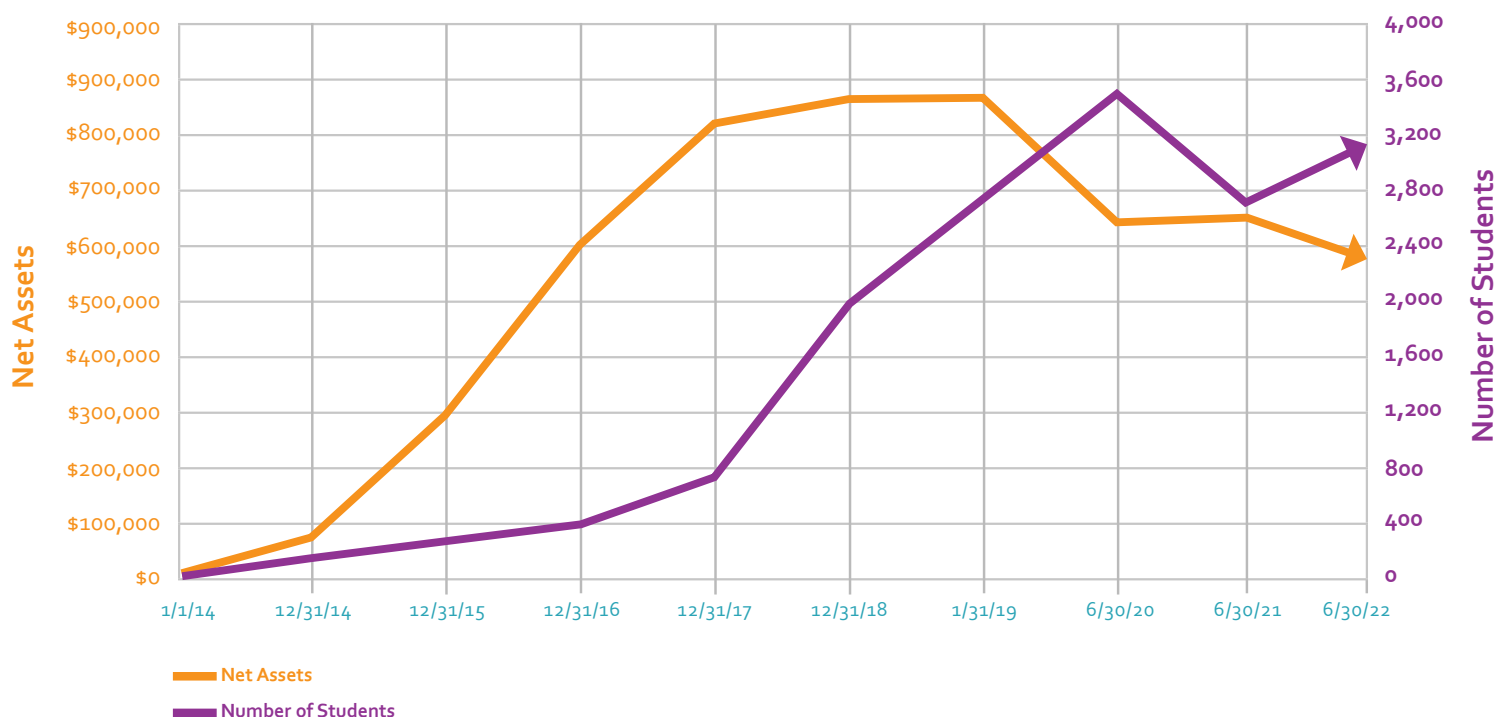
Since 2014, SMARTS has raised nearly \$3.9 million to support our programming and invested more than \$3.3 million of that back into the community. We maintain net assets of \$580,000 as of June 30, 2022, much of which comprises property and equipment and funds restricted for programming.

Despite the growth in individual programs and related revenue, SMARTS still saw its net assets decrease by nearly \$50,000 this past fiscal year. We continue to utilize the surplus that we have built over time in order to make investments into our team and programs. Organically, SMARTS' revenue and expenses each grew by 36% this past fiscal year. However, we could not have maintained the financial position we have today if it weren't for the continued support of our donors and grantors, and the coronavirus relief funds received over the

past two years, such as Paycheck Protection Program loans and a grant from the National Endowment for the Arts.

SMARTS Board Approved Budget for Fiscal Year 2023 is the largest ever and will require more than \$815,000 in revenue, predicting growth of at least 18%. SMARTS will seek to fundraise in the coming years in order to further expand our programming and carry out capital projects. Our Mission continues to serve the needs of our community, and is more important now than ever. We are poised to fulfill those needs, and are able to do so through the generosity of our supporters and our hard work and dedication to our community partners.

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





## SMARTS Revenue

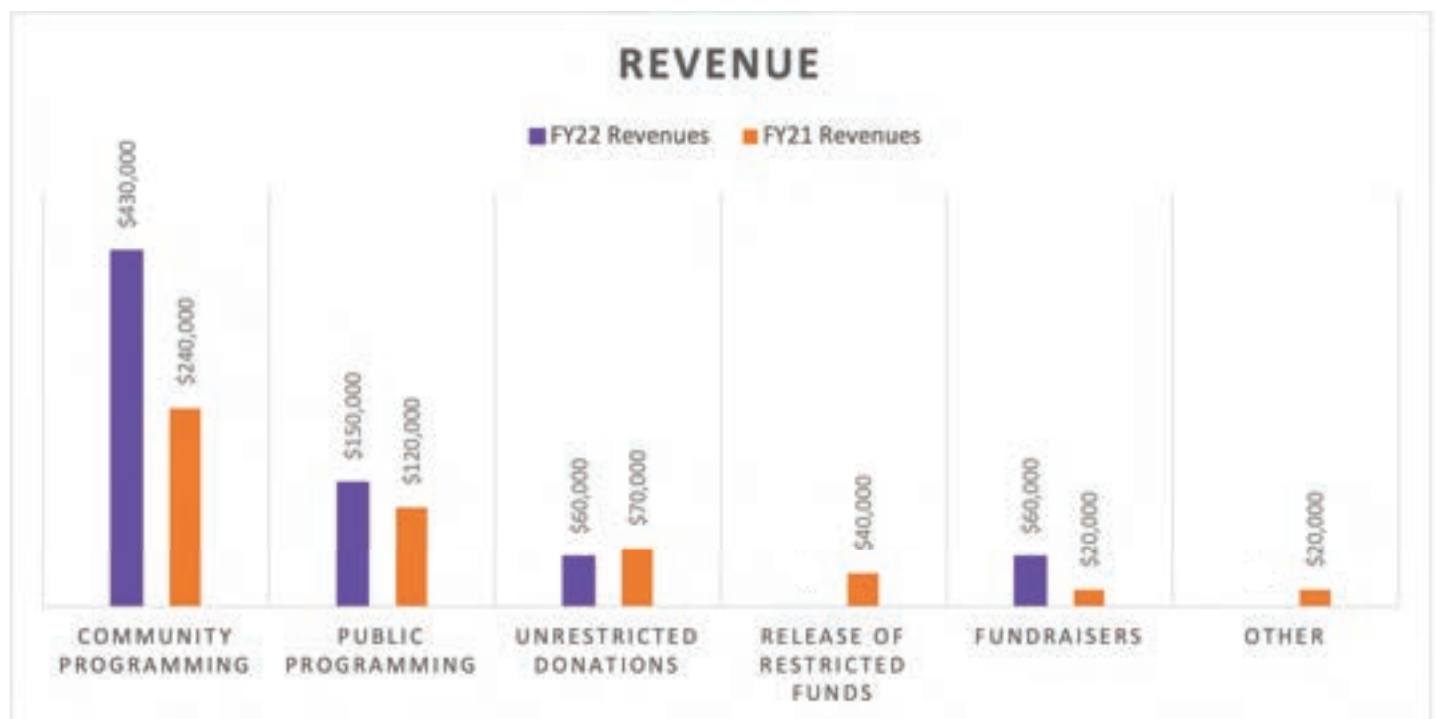
(July 1, 2021-June 30, 2022)

All facets of SMARTS programming have grown over the past year. The largest increase in activity comes from Community Programming, where we partner with local schools and youth organizations to provide them with quality arts education programming and professional development to augment or grow what they are providing to their students and teachers. Revenue from Community Programming nearly doubled this year thanks to the addition of new community partners and the expansion of our work with existing partners. It represented more than 60% of all our revenue during this past fiscal year. Our unique revenue generating model uses our mission to reach deep into the community so that we are not solely reliant on soft funding. It also helps us to connect to more students, extending our capacity beyond our facility at Ohio One.

In addition to our revenue generating programming in the community; grants and contributions supporting our Public

Programming grew 25% from the prior year. We are very thankful for the continued support of our foundations, donors, and sponsors who have helped us to continue providing *free* Public classes. We appealed to donors in spring and fall campaigns, raising nearly \$29,000.

SMARTS traditionally garners 10% of its revenue from special events, with the exception of fiscal year 2021, wherein our fundraising efforts were hindered by the coronavirus pandemic. SMARTS hosted two very successful fundraisers this past year. The SMARTS Family Dinner in November 2021 exceeded our goal and generated \$19,000 in profit. The Joy of SMARTS art auction took place in June 2022, replacing the former Art for SMARTS event in honor of our friend and past SMARTS Circle Member, Joy White. This event was our largest fundraiser to date with a record-breaking \$38,000 in profit raised in one evening.



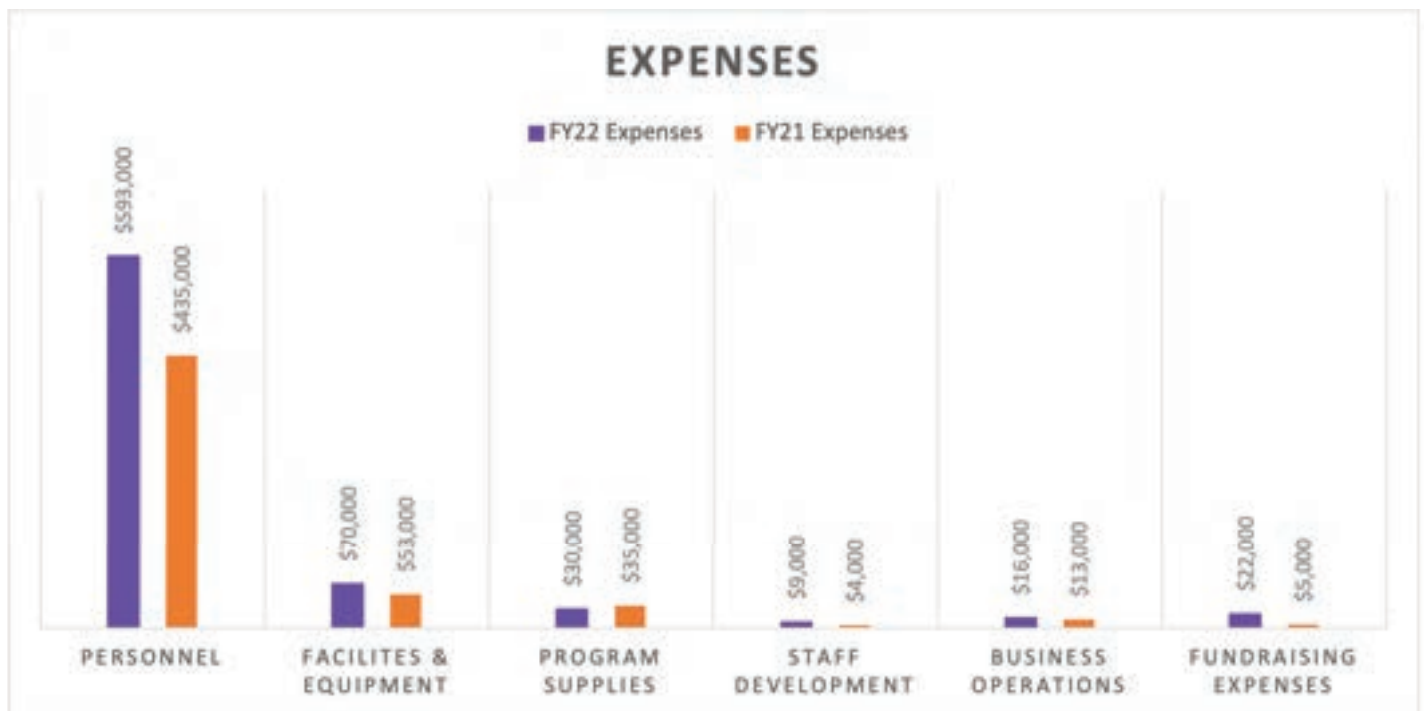
# SMARTS Expenses

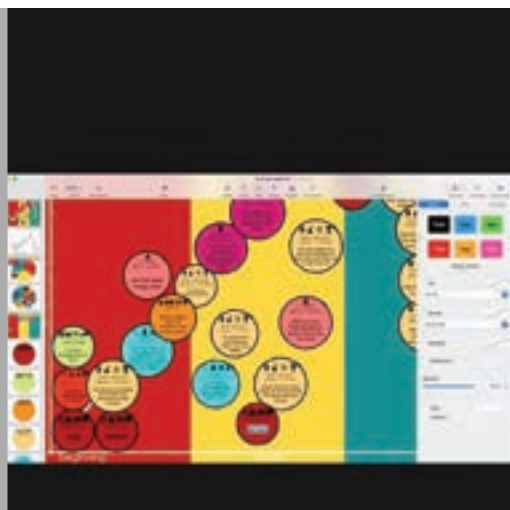
(July 1, 2021-June 30, 2022)

SMARTS' expenses increased by 36% during the fiscal year ending June 30, 2022 due to our continued investment in our team and our programs. Personnel costs, which consistently make up 80% of SMARTS' expenses, increased by nearly \$160,000. SMARTS continues to invest in its team by providing competitive pay, offering new and additional benefits, supporting staff and teachers through arts education related professional development, and supporting all employees as artists. The ability to attract and retain top talent ensures the quality of our programs. Furthermore, to meet the needs of our community partners and public program, we added two full-time Program Manager positions, had two Master's Degree Student Interns, added

more Student Assistants, and continue to hire new teachers throughout the year. At current, SMARTS employs 47 people with 7 full-time staff and 40 part-time teachers.

Facilities and equipment make up approximately 10% of our total costs. We were grateful to renew our lease with the historic Ohio One building this past year, securing SMARTS' location in downtown Youngstown for the next five years. At the same time, as with most businesses, SMARTS has experienced inflation. For example, utility costs have increased 45% over the past year. Despite such challenges, SMARTS costs across the board remain well-controlled. We are proud that SMARTS administrative operating costs are only 2% of our budget.







Ohio One, 25 East Boardman Street, First Floor

Youngstown, OH 44503, 330-574-2787

[www.SMARTSArtSchool.org](http://www.SMARTSArtSchool.org)