



# ANNUAL REPORT

(July 1, 2022 - June 30, 2023)





## Letter from the President

Everything here on Earth started as some sort of a seed, including one's passion for the arts—as easily as through one painting, one song, one dance routine, one play, or one story. It might only take one SMARTS class to inspire the beginning of a student's artistic journey. We know that the arts, in their purest form, give us expression and a creative release, a way to reimagine the world, and the ability to process our life experiences into tangible information. We've spent 26 years planting those seeds by exposing students and their families to the endless possibilities of the arts.

SMARTS has embraced our role in building strong, capable, self-sufficient students through their practice and study of the arts. We plant the seeds of creativity, self-confidence, exploration, and always add a sprinkle of pizzazz. We nurture those seeds through creating masterpieces of visual art, music, dance, theater, and creative writing. In doing so, we prove every single day that art inspires and excites—and most importantly, that art matters! Our staff and teachers are artists because someone planted those seeds in our hearts and minds, and every day we have the opportunity do the same for others. A seed can't grow without being nourished, and students can't grow without exploration and creativity. SMARTS provides the seeds necessary for the development and growth of the whole child. Our Education Philosophy and our work each day supports this necessary piece of the puzzle in developing children throughout our region. The arts enable students to explore, take chances, build confidence, test boundaries, and learn who they are; simultaneously, the arts also teach students of all ages the discipline and focus necessary for a successful life.

SMARTS classes have always been *free and open to the public* through a simple application process, while we've continued to grow and expand. As a stand-alone, not for profit, community art school, we've created a unique revenue generating model that allows us to employ more staff and teachers, reach more PK-12 students and teachers, and engage more community partners while supporting the classes we give to students and their families for *free*. We are grateful for the foundations, donors, and sponsors who support us, but we work hard to generate revenue through our community efforts to ensure our classes are accessible to all. In fact, revenue from our community programming this past year increased 23% thanks to the addition of new community partners and the expansion of our work with existing partners, representing 65% of our total revenue.

Over the last 26 years, this little community art school has grown into our region's leader in PK-12 arts education. We are recognized throughout the state of Ohio as well as on a national level through our work with Any Given Child, Warren and the John F. Kennedy Center for the Performing Arts. We continue to win awards, gather new partners, and reach deep into the community to find those students and teachers who need us the most. Access and equity in arts education is our daily mantra. Your support helps us continue to grow and expand while becoming better at what we do... all while reaching more students.

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

All the best,

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

**Rebecca L. Keck, SMARTS President & Founder**



# 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, Arts in Non-Art Spaces, and hands-on arts 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. We have been working with the Warren City School District since 2015 through this initiative. Our teachers can be found in their schools nearly every day throughout the year.



## SMARTS Headquarters

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

# SMARTS Students

In the 2022-2023 year, SMARTS served more than 6,000 students and hundreds of teachers, administrators, and families, reaching more students than ever before. Through a combination of Community and Public Programming, students throughout the region have opportunities to take SMARTS classes 6 days a week: after-school and Saturday at SMARTS through Public Programming, and in schools and youth organizations throughout the community, during the school day, Saturdays, and after-school through Community Programming.

SMARTS free Public Programming in the Ohio One Building offered 83 classes with more than 900 'spots' for students to enroll. As of June 30, 2023, we had 2,236 PK-12 student applications in our database—an increase of more than 425 applications since June of 2022! This database grows daily, as students can apply for free at any time year-round. SMARTS families come from more than 44 different cities and counties throughout the Valley, and from select counties in PA—driving all the way to our historic Ohio One location downtown for SMARTS free Public Programming. Through Virtual SMARTS, students can take classes from anywhere in the world. SMARTS has served thousands of students through SMARTS Public Programming since its inception in 1997.

The application for SMARTS free Public Programming allows us to identify students' art interests, grade level, and other information that gives us data for grant reporting purposes. Of the 1,961 students who self-reported income data, we know that more than 69% of the students in SMARTS database live at or below poverty level based on HUD standards. There were 362 students enrolled in SMARTS free Public Programming in the 2022-2023 year, and they identified as the following: 53% White, 24% Black or African American, 11% Multiple, 5% Other, and > 1% Native Hawaiian or Other Pacific Islander (with 6% not reporting); 10% of these students identified Hispanic/Latino ethnicity. Further, these 362 students are in the following grades: 51% grades 3-7, 25% grades K-2, 21% grades 8-12, and 2% PK (with 1% not reporting).

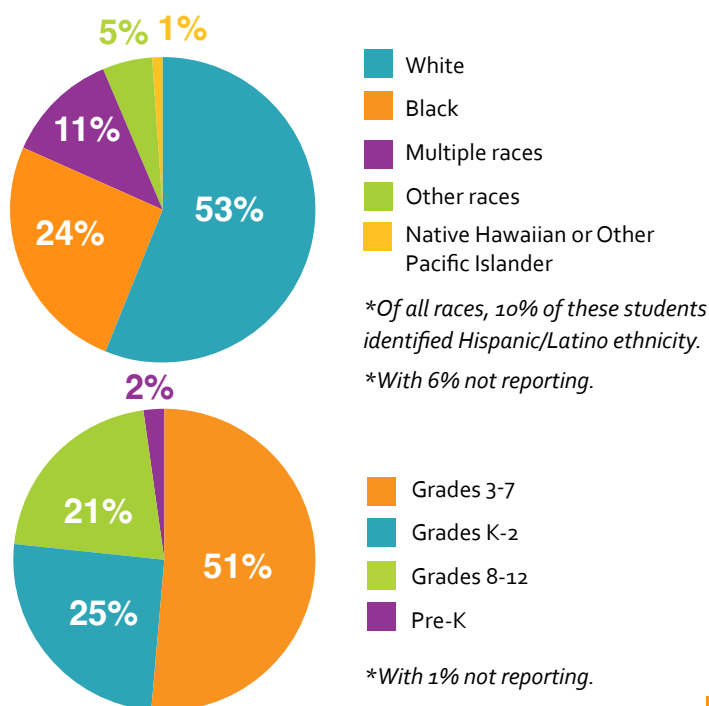
SMARTS Community Programming provided as many as 190 classes a week to more than 2,465 students at 32 partner locations. These students saw SMARTS programming at least once a week, and some students had SMARTS classes more than once a week for almost the entire school year! Our team of 34 SMARTS teachers worked alongside more than 124 classroom teachers at these locations, collaborating on arts-focused teaching and learning. Our community partners have prioritized and invested in

SMARTS quality arts education for their students, and we are right alongside them to help bridge the gap in access and equity in arts education.

SMARTS four Premier Programs provide PK-12 students and teachers access to the arts in their classrooms in new and exciting ways. These Premier Programs are: SMARTS Beats & Empowers for students with special needs; SMARTS Arts Integration, which works in tandem with classroom teachers; Early SMARTS, where students acquire necessary arts skills before kindergarten by creating 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, and there is no need for expensive busing. We also work with school districts to help provide their teachers with professional development in arts integration, STEAM, and best practices in arts teaching and learning in all five arts disciplines.

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

## Public Programming Students (Fall 2022-Summer 2023)



## SMARTS Staff

SMARTS leadership team grew in the 2022-2023 year in response to our administrative and programming needs. This leadership team is a group of artists who use their creative skillsets to problem solve the unique and complex hurdles of SMARTS. Our current staff includes: Becky Keck, SMARTS President & Founder; Sarah Gabrick, Assistant Director; Alaina Cornfield, SMARTS Education Director; Jim Hain, DeAudra Edgerson, and Sarah Rhodes, Program Managers; Barb Saylor, Bookkeeper; and Adam Dominick, Staff Assistant.

**Becky Keck** is an original founder of SMARTS and has a long history in arts education in the Mahoning Valley. She serves on local and state boards and is our connection to the John F. Kennedy Center for the Performing Arts. **Sarah Gabrick** joined SMARTS as Assistant Director in December of 2022, after graduating with her MA in Arts Administration. Previously, Gabrick interned at SMARTS during her Master's program in the summer of 2022. **Alaina Cornfield** holds a Bachelor of Music in Education and a K-12 teaching license, and joined SMARTS as Education Director in June of 2023. She brings 12+ years of classroom teaching experience to the SMARTS team. **Jim Hain** joined us in December 2021 as a Community Program Manager, with both a Master's and

Bachelor's degree in English, as well as an MFA in Creative Writing. **DeAudra Edgerson** joined us in September 2021 as our Public Program Manager, and holds an MBA as well as a Bachelor's degree in Fashion Merchandising. **Sarah Rhodes** re-joined the team as a Community Program Manager in October of 2022, having previously taught for SMARTS 18 years ago. She holds a Bachelors of Arts degree in Theater and Dance. **Barb Saylor** joined our team in October of 2022 as our first full-time Bookkeeper, bringing with her a Bachelors in Elementary Education and 19 years of office management and bookkeeping. Our newest team member, **Adam Dominick**, joined our team as our Staff Assistant. He holds a Bachelor of Fine Arts in Musical Theater, and is a previous SMARTS Student Assistant.

**SMARTS Student Assistants** are all community artists who are perusing arts or education degrees. Our Student Assistants are the backbone of our team and work to support programming both at SMARTS and out in the community. They keep our spaces clean, organized, and often return to SMARTS as teachers when they graduate. Most importantly, all of SMARTS employees are artists.\*

\*SMARTS Staff as of September 18, 2023.



Becky Keck  
*President*



Sarah Gabrick  
*Assistant Director*



Barb Saylor  
*Bookkeeper*



Adam Dominick  
*Staff Assistant*



Alaina Cornfield  
*Education Director*



Jim Hain  
*Program Manager*



DeAudra Edgerson  
*Program Manager*



Sarah Rhodes  
*Program Manager*



## SMARTS Teachers

SMARTS Community Teaching Artists come to SMARTS as artists first. These artists bring their knowledge of and extensive backgrounds in visual art, music, dance, theater, and creative writing, which provides unique teaching and learning opportunities to students and teachers every day. SMARTS has more than 40 teaching artists on staff and is always on the lookout for new artists to bring new mediums and perspectives to our team. SMARTS hires artists and trains them how to teach their artform and provides onboarding, professional development opportunities, and professional oversight.

SMARTS Teachers are members of our community. They are your neighbors, your friends, your family—and they are loaded with talent! SMARTS teachers are founders of local galleries, animators, recording artists, opera singers, classical musicians, international soloists, Broadway actors and dancers, skilled in tap or contemporary movement. They are directors, playwrights, photographers, designers, storytellers, poets, and journalists. SMARTS teachers are creatives in every way, and SMARTS is grateful to have them!



# SMARTS Community Partners in 2022-2023

## DURING THE SCHOOL DAY PARTNERS

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

- ACLD
- AGC, Warren City Schools
  - ◊ *Jefferson PK-8*
  - ◊ *Lincoln PK-8*
  - ◊ *McGuffey PK-8*
  - ◊ *Willard PK-8*
- Akiva Academy
- Austintown Elementary School
- Autism Society of the Mahoning Valley
- Easter Seals
- Lewis Center for Gifted Learning
- Liberty Local Schools
  - ◊ *Blott Guy PK-6*
  - ◊ *Liberty Jr. Sr. High School (7-12)*
- Montessori School of the Mahoning Valley
- OCCHA
- Potential Development
  - ◊ *Preschool*
  - ◊ *Elementary & Middle School*
  - ◊ *High School*
- The Rich Center for Autism
- South Side Academy
- St. Christine School
- Youngstown City Schools
  - ◊ *Taft Elementary*
  - ◊ *Chaney Middle School*
  - ◊ *Chaney High School*
  - ◊ *East Middle School*
  - ◊ *Volney Rogers*
  - ◊ *Rayen Early College*
  - ◊ *Paul C. Bunn*
  - ◊ *Harding Elementary*

## 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
- Liberty Local Schools
  - ◊ *Liberty Jr. Sr. High School*
- Montessori School of the Mahoning Valley
- Veterans Whole Health of Cleveland (VHACLE)
- Warren Trumbull County Public Library
- Youngstown City Schools
  - ◊ *Chaney Middle School*
  - ◊ *East Middle School*
- YSU Academic Achievers



## SMARTS BEATS & EMPOWERS PARTNERS

SMARTS Beats has grown immensely with 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 newer 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 afterschool and for special events.

### 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
  - AGC, Warren City Schools
    - ◊ *Jefferson PK-8*
    - ◊ *Lincoln PK-8*
    - ◊ *McGuffey PK-8*
    - ◊ *Willard PK-8*
  - Austintown Elementary School
  - Potential Development Schools
    - ◊ *Preschool*
    - ◊ *Elementary & Middle School*
    - ◊ *High School*
  - The Rich Center for Autism
  - TCESC at Liberty Local Schools
  - Youngstown City Schools
    - ◊ *Chaney Middle School*

## SMARTS COMMUNITY EVENTS 2022-2023

SMARTS is always seeking to connect to new students and families. Through a combination of arts programming, site visits, tours, Community Partner Engagement Nights, and more, SMARTS reached more than 2,320 students and adults at various events both at SMARTS and throughout the community.

Youngstown Flea | Summer Festival of the Arts | YSU First Year Student Program Downtown in a Day | Mahoning Valley Irish Festival | South Side Academy Back to School Bash | SMARTS Fall Kick-Off | Silly Science Sunday | SMARTS Family Dinner | SMARTS Holiday Open House | Liberty STEAM Night | SMARTS Art You Can Hear & Art You Can See | SMARTS String Recital | Operation Pollination | SMARTS Beats & Empowers Family Night | Taft Family Night | Joy of SMARTS

## SMARTS Administrative Leadership

Rebecca L. Keck, *President & Founder*

Sarah Gabrick, *Assistant Director*

Barbara Saylor, *Bookkeeper*

Adam Dominick, *Staff Assistant*

Alaina Cornfield, *Education Director*

Jim Hain, *Program Manager*

DeAudra Edgerson, *Program Manager*

Sarah Rhodes, *Program Manager*

## 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

Megan Jones

## 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 28 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
- Creativity





## SMARTS Fundraisers

SMARTS two biggest fundraisers of the year are the SMARTS Family Dinner, happening in the fall, and the Joy of SMARTS, which happens each June. These two signature events seek to engage the community at large, providing a glimpse into what happens at SMARTS and out in the community throughout the year.

The SMARTS Family Dinner found a new home this year at the Basilica of Our Lady of Mt. Carmel. On November 16, 2022, students, families, teachers, sponsors, and community members all gathered to see more than 30 students demonstrate their SMARTS learning in the arts. Attendees also enjoyed a spaghetti dinner, raffle items, and hearing from SMARTS community partners how SMARTS programming impacts their students and teachers. This is always a heart-warming event that connects us as a family.

This year, the Joy of SMARTS was held on June 30, 2023 in our facility in the Historic Ohio One Building. With more than

260 attendees and 170 pieces of art available for bidding, it was our most successful event to date, raising a total of \$41,000. The Joy of SMARTS was renamed in 2022 to honor of our friend and past SMARTS Circle member, Joy White. Joy was a lifetime resident and local artist who created this event 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 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

**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.

“ If we are to empower our youth. If we are to prepare them for a dynamic future – we must help them develop their creativity. As the essence of the human experience – it shapes the future... it is the building block that connects our human experience to life itself, a core discipline for developing human potential. ”

– Bob Bates  
*Inner-City Arts, Los Angeles, CA*

# Donors and Grantors

(July 1, 2022-June 30, 2023)

**\$100,000+**

Youngstown Foundation

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

Roberta M Hannay

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

Ward Beecher Foundation

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

Anonymous

City of Youngstown

Community Foundation of the Mahoning Valley

J Ford Crandall Memorial Foundation

Kennedy Family Fund

Moody & Associates

Senator Maurice & Florence Lipscher Foundation

Sweeney Chevrolet Buick GMC

The Arnett Family Fund

Thomases Family Endowment Fund

W & H Bender Memorial Fund

**\$500-\$4,999**

AIA Youngstown

Akron Children's Hospital

Armstrong

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Martin White

Mercy Health

Myra & John Vitto

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PNC Financial Services Group

PNC Foundation

Potential Development

Raymond John Wean Foundation

Rotary Club of Youngstown

Sarra & Larry Mohn

SIP Youngstown

SSB CPAs

Tervo Masonry LLC

The Lillian Schermer Charitable Trust

The Nordson Corporation Foundation

**\$250 to \$499**

Albert & Rosalyn Miller

Carol Chamberlain

Carol Gallo

Daniel Rauschenbach

Diane Beatty

Gerald & Kathleen Apel

James Canacci & Kris Harrington

Kathy Paolinellie

Letson & Swader Co LPA

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Modern Methods Brewing

Rebecca L Keck

Sam & Katie Costello

Sarra Mohn & Emily Rusu

Strollo Architects

Susan Russo

Suzanne & Alfred Fleming

Troy & Christine Rhoades

**\$249 and below**

Alexandra Shevel

Ally Christopher

Andrew Solomon

Anthony Worrellia

Ashleigh Kossa

Ashley Johnston

Attorney & Mrs. James Floyd

Barbara Saylor

Bergen Giordani

Bernice Pavalansky

Bernie Appugliese

Beth Hallwood

Beverly Ross

Bill Mullane

Bobbie Fertig

Bonnie Alexander

Carol C Sacherman

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Frank Rulli  
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Michael & Wendy Crist  
Michael Brown  
Michelle Tarka  
Mollie Crowe  
Monica Jones  
MVCAP  
Myra & William S Benedikt  
Natalie Paull  
Natalie Scott

New Century Club  
Nicole Ramson  
Pamela Panopoulos  
Pastor Tarone & Danetta Claybrook  
Paula Kempe  
Petitti Garden Centers  
Rebecca Davis  
Rebecca Gerson  
Rev Gayle Catinella  
Richard & Karen Abrams  
Robert & Joanne Schulick  
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Ronald & Jane Midgley  
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Sherri Horvat  
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Steph Blair  
Stephanie DeGenaro  
Stephen Poullas  
Susan Edwards  
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Tavia Day  
Terri K & Steven R Anderson  
Tim & Becky Walter  
Tony Nicholas  
Tracy McCarty  
Ty Hommau  
Wendy Fisher  
W Rick Schilling  
Willie Duck Jr

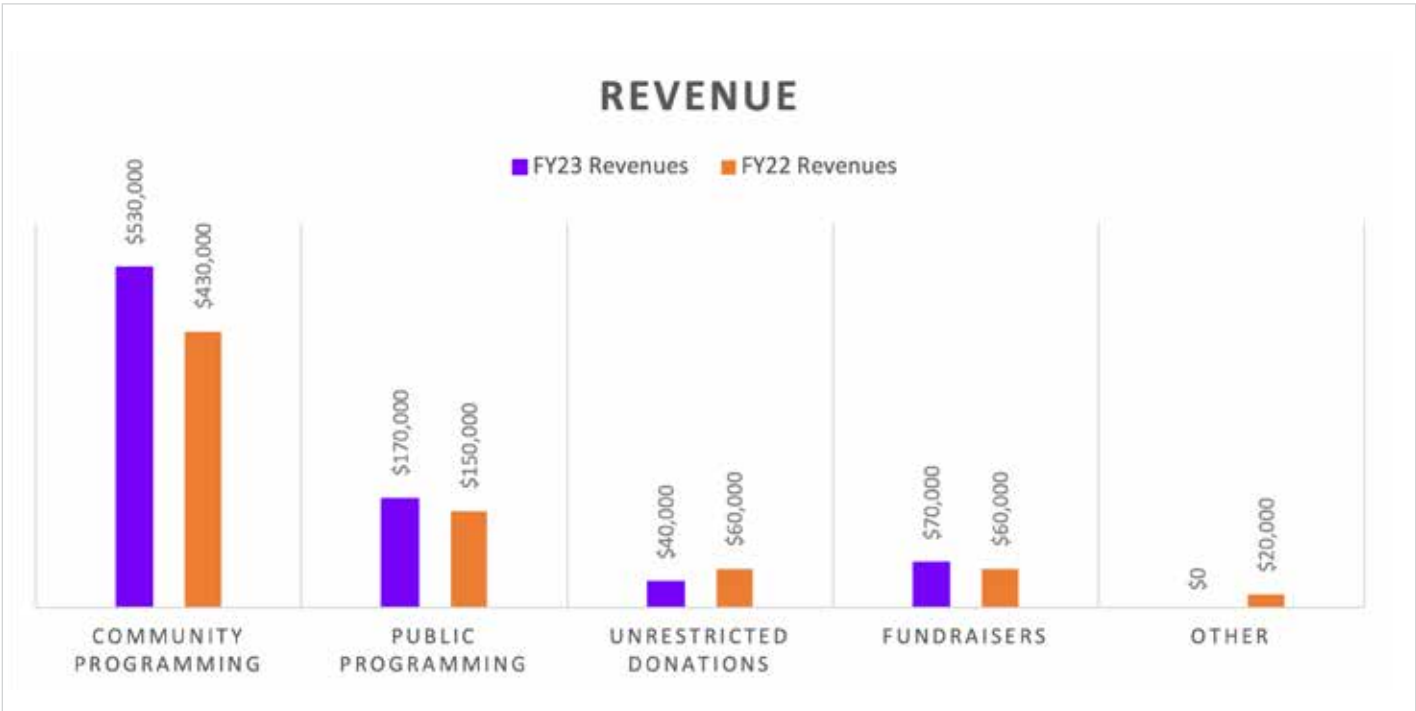
# SMARTS Revenue

(July 1, 2022-June 30, 2023)

We had another incredible year of growth at SMARTS! Our overall revenue grew by 18% over FY22 across all of our programs. The largest increase in activity again came from Community Programming, where we partner with local schools and youth organizations to integrate arts into their curriculum and programming. Revenue from Community Programming increased 23% thanks to the addition of new community partners and the expansion of work with existing partners, and represented 65% of 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 connect to more students and teachers, 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 18% from the prior year. We are very thankful for the continued support of our community which allows us to provide free classes to the community at our Ohio One location. We appealed to donors in spring and fall letter campaigns, raising over \$30,000.

SMARTS hosted two very successful fundraisers this past year. The SMARTS Family Dinner in November 2022 generated \$17,000 in profit, and The Joy of SMARTS art auction took place in June 2023 with more donors and artists than ever! This event honors our friend and past SMARTS Circle Member, Joy White, and brought in a record-breaking \$41,000 in profit.



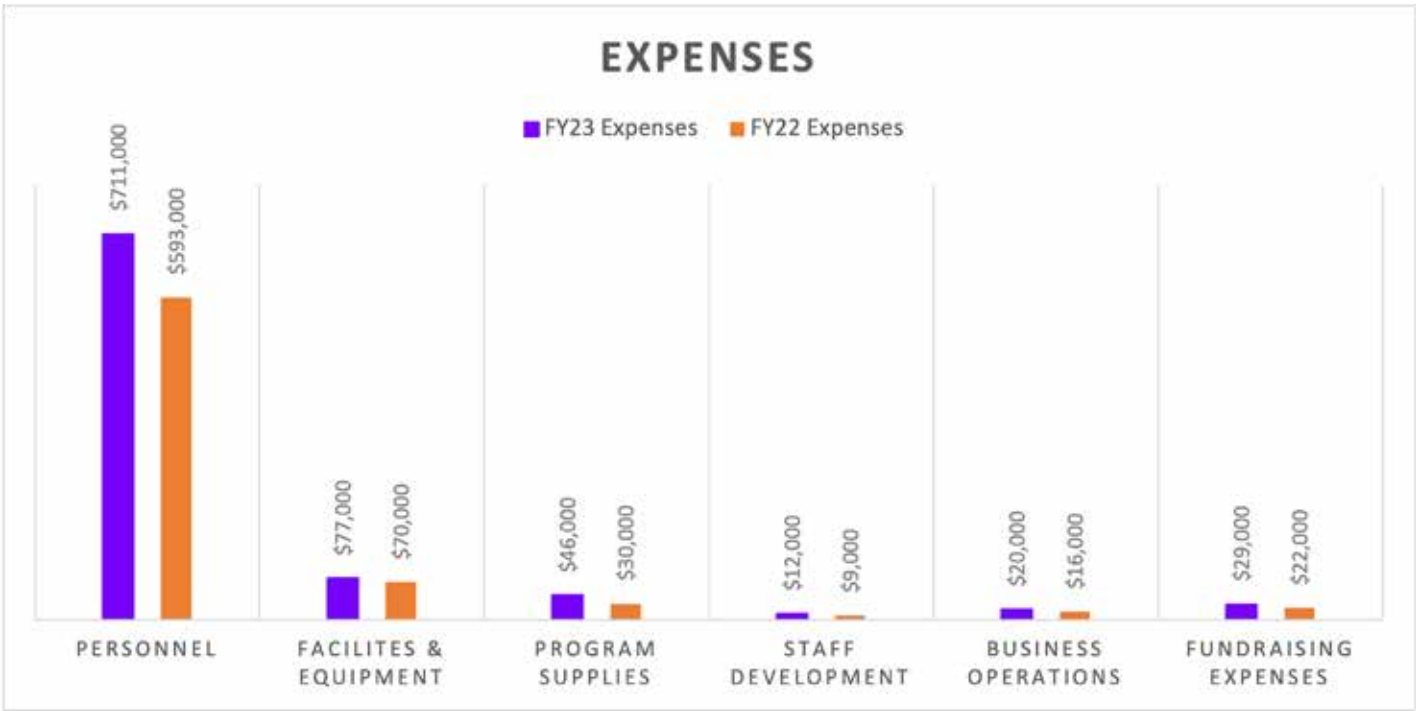
# SMARTS Expenses

(July 1, 2022-June 30, 2023)

SMARTS’ expenses increased by 21% during the fiscal year ended June 30, 2023 due to continued investment in our team and our programs. Personnel costs, which consistently make up 80% of SMARTS’ expenses, increased by nearly \$120,000. SMARTS continues to invest in its team by providing competitive pay, offering new and additional benefits, such as a retirement plan, supporting our staff as artists, and providing cutting edge arts education training to all employees. 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 programs, we created several new full-time positions for our first SMARTS Assistant Director, Bookkeeper, and a new Community Program

Manager. At current, SMARTS employs 8 full-time staff and nearly 45 contracted teachers.

Facilities and equipment make up approximately 10% of our total costs. We were grateful for the support of the Ohio One Corporation, securing SMARTS’ location in our historic location in downtown Youngstown. 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. Administrative operating costs are only 2% of our budget.





# SMARTS Organizational Growth

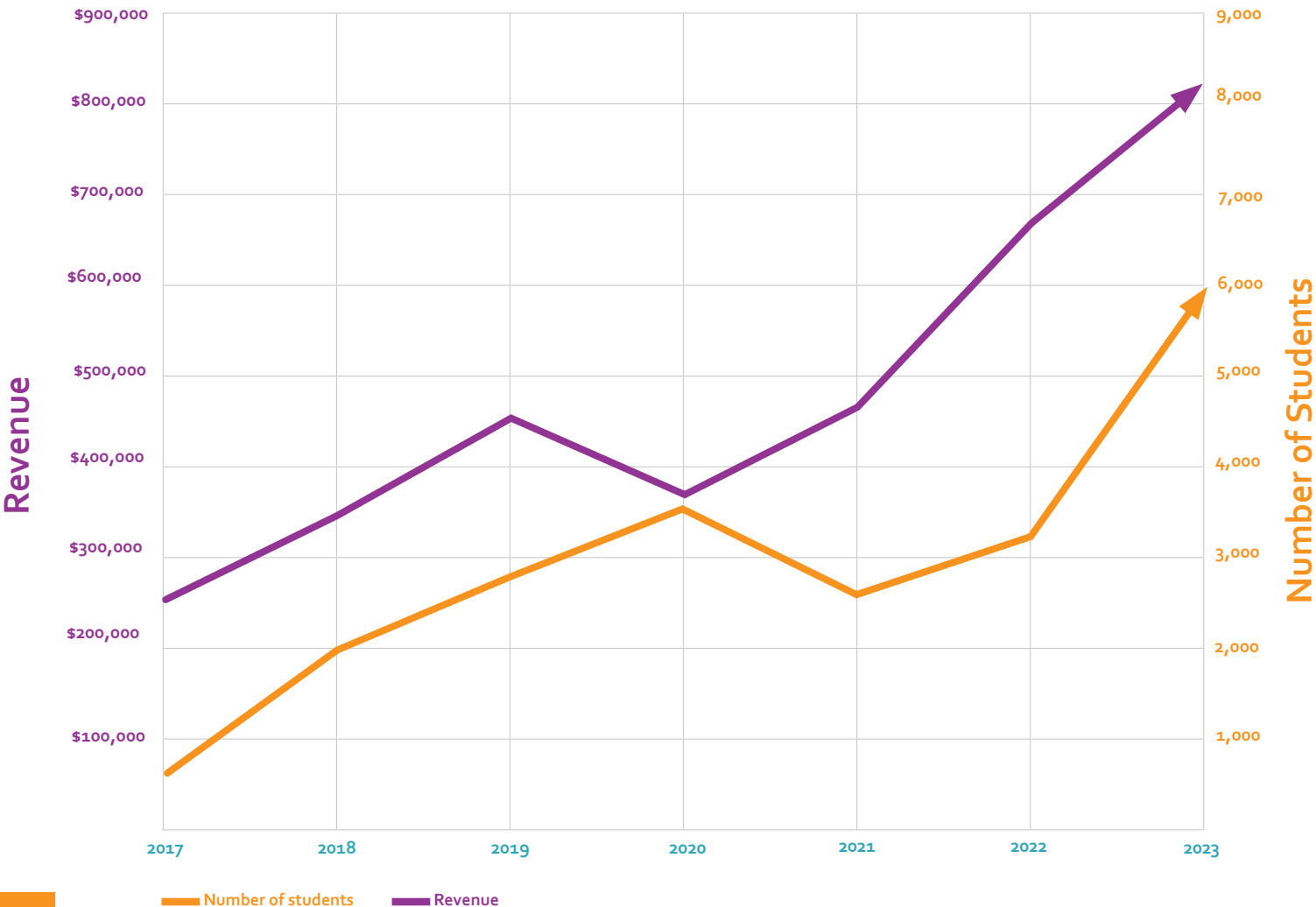
Since 2014, SMARTS has raised nearly \$4.7 million to support our programming and invested more than \$4.2 million of that back into the community. We maintain net assets of \$492,000 as of June 30, 2023 much of which comprises property, equipment, and funds restricted for programming.

Despite the growth in individual programs and related revenue, SMARTS still saw its net assets decrease by nearly \$76,000 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 generous historical support of our donors, grantors, and sponsors.

SMARTS budget for the fiscal year 2024 is the largest ever and will require more than \$960,000 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. The needs of our community, and especially that of our children, require additional attention to the arts. We are poised to fulfill those needs, and are able to do so through the generosity of our supporters and our hard work.

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





#### PHOTO CREDITS

**Cover page:** Artwork design and photograph by Ally Christopher, SMARTS teaching artist. **Inside cover:** Artwork design by Grace Ryser, SMARTS Fall intern from Westminster College, where she is majoring in Biochemistry and Fine Arts., **Pg. 7:** Photos by Sarah Gabrick, **Pg. 11:** Photos by Mollie Crowe & Becky Keck, **Pg. 12:** Photos by Sarah Gabrick, **Pg. 19:** Photos by Mollie Crowe, Lindsay Goossens, & Sarah Gabrick



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