



Ballet on 21st Street...

A Great Reflection on ALL of Us



October 10, 2008

To the Family and Friends of all
Ballet Virginia International
Students, Faculty and Staff

Re: Our “Put Your Money Where Your Mouth Is” Building Campaign

Dear Friends and Family Members:

First, let us say **“Thank You”** for all of the support you have given to Ballet Virginia International. We could not have made this work without the selfless donations of time, money and talent that you have made thus far. As you are aware, our summer session was a huge success, and our fall academy session is well under way with 160 students enrolled at our three locations. Rehearsals for both Snow White and The Nutcracker are progressing seamlessly at the Suffolk Center and Epworth Church. We appreciate all of the parent’s understanding of our situation with borrowed studio space. It has taken extra time, gas and patience to allow your children to remain with our Academy and we are deeply indebted to you.

To that end, we are THRILLED to announce that we are finalizing the terms of a lease at 700 21st Street in Norfolk. To those of you who are not familiar with this address, it is the former Toques Catering building in the historic Ghent section of Norfolk. The building is being made available to us through the incredible generosity of the building’s owner, who is willing to allow us to lease the space at an unbelievable discount from the market rate. The owner is making this gesture after meeting with our Directors and getting an understanding of Ballet Virginia International’s Academy and faculty. The owner believes in our Academy, our faculty and our vision. Now, it is time for all of us to step up and “Put Our Money Where Our Mouth Is.”

The building owner is giving us a greatly reduced rent, but we must come up with capital donations to do the interior buildout. This is not unattainable. The space is in pristine condition; we just need to reconfigure it to accommodate studio space, offices, waiting areas, dressing rooms, sewing room, etc. to meet our specific needs. We have many willing to donate time and talent – we need money. Many of you have told us that you just want a permanent location – this is it. Many of you pledged thousands of dollars last spring when we were originally offering our financial support to VBT. They

turned us down. **Let's use that money now.** Let's "Put Our Money Where Our Mouth Is." We cannot talk about it anymore. We need to make this happen.

We have one family who has already donated all kitchen appliances and countertop for the space. We have a grandmother of two dancers who has pledged \$500. Attached you will find our capital campaign giving guidelines. Please dig as deep as possible. We NEED to make this happen. This is a once-in-a-lifetime opportunity for our organization. With this space, we can make Ballet Virginia International bigger than any of us ever dreamed. Please give what you can. In the foyer of our new academy will be a plaque listing all the founding contributors who helped make the space come to life. **Be a part of history.** With a pending 501(c)(3) application, your donations will be tax deductible.

This building will be a showcase for our Academy and our dancers. The architectural and cultural integrity of the building and the area provide a stunning backdrop to our dancers. With sweeping two-story windows on two sides of the building, a spiral staircase cutting through a grand, two-story foyer, and studio space located on two floors, all lit by expansive natural light, our Academy will not just survive – it will thrive. People will not just know of our Academy, they will be awed by it. The area is safe. It has a vast list of restaurants, coffee shops, grocery stores, and shops where families can spend time while waiting for their dancers. The space will allow us to do all of our corporate entertaining in-house. Just imagine the building lit up at night with our first black-tie corporate gala for our largest corporate donors. This is what we have all hoped and prayed for – and we have one shot at it.

If you have any questions, feel free to come talk to any of us. Thank you again and God-willing, together **WE CAN MAKE THIS HAPPEN!**

Sincerely,

The Board of Directors of Ballet Virginia International:

Hope Paryzek
Janina Michalski Bove
Trish Upchurch

Suzanne Lownsbury Long
Wendy Watson Sanborn

49'-6"

21st STREET - FIRST FLOOR

WAITING AREA

RECEPTION

Premier Studio
664 SQ FT

DIRECTORS'
OFFICE

INTERMISSION

OFFICE

WARDROBE

KITCHEN

EXISTING
ELEVATOR

EXISTING
BATHROOM

EXISTING
HALL

EXISTING
BATHROOM

EXISTING
BATHROOM

The 'Hope' Studio
1160 SQ FT

85'-7"

43'-7"

14'-1"

9'-4"

TOQUES 1ST FLOOR

49'-6"

21st STREET - SECOND FLOOR

85'-7"

14'-3"

42'-0"

Looking Glass Wall

Loft Studio Area

The Loft Studio
1500 SQ FT

EXISTING ELEVATOR

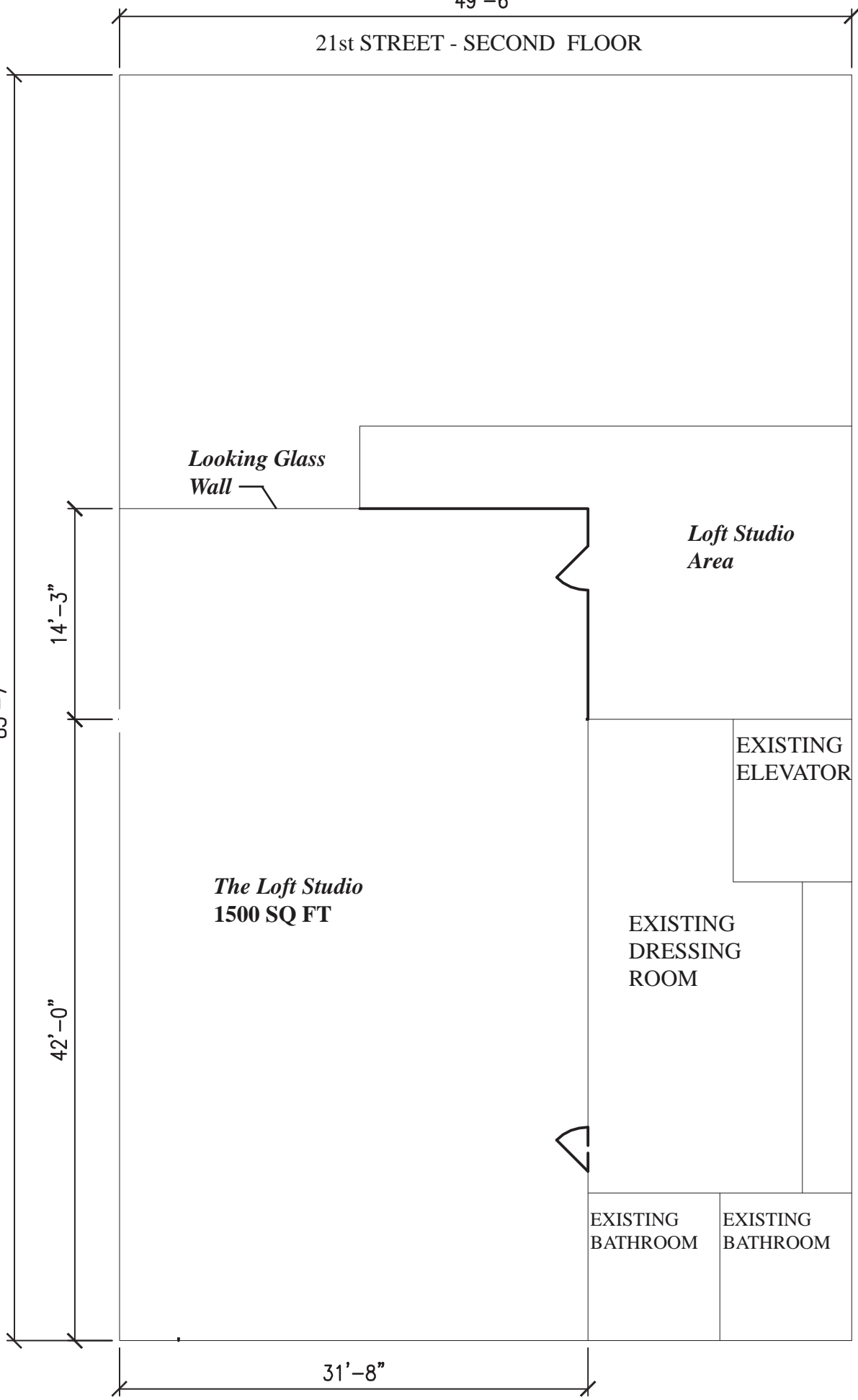
EXISTING DRESSING ROOM

EXISTING BATHROOM

EXISTING BATHROOM

31'-8"

TOQUES 2ND FLOOR





Dance Academy + Performing Company

Ballet on 21st Street...

A Great Reflection on All of Us

Be a part of history! Help build a showcase for our Academy and our dancers.

There are two options for donors. You can be a part in the Founding Contributors or participate in the Build the Studio Campaign.

Founding Contributors

Contributors' names will be on the Founding Contributors' Plaque located in the lobby of the studio.

Artistic Director: \$5000.00

Ballet Master: \$2000.00

Principal Dancer: \$1500.00

Soloist: \$1000.00

Corps de Ballet: \$500.00

All donations are tax deductible. Ballet Virginia International has filed an application with the IRS for 501(c)(3) status, and is a registered nonprofit organization with the Virginia Office of Consumer Affairs. Copies of Ballet Virginia International's financial statements are available on request from the Virginia Office of Consumer Affairs (1.800.552.9963).

Build the Studio

Contributor's name will be on two plaques, one located by the entrance of the specified space or area and The Founding Contributors' plaque in the reception area showing all "Build the Studio" contributors with their respective donations.

Entire Studio: \$86,500.00

Build Ballet Virginia International's entire 21st Street Studio. Includes all of the spaces listed below.

The Loft Studio: \$22,500.00

Build out Ballet Virginia International's *Loft Studio*. Designed to simulate backstage quick changes and stage spacing, this studio offers an abundance of natural light and plenty of room to dance! This studio includes ballet barres, mirrors, weave dance floors, a state-of-the-art sound system, flat panel monitor and CD-DVD player, ceiling fans, instructor's stool and station, floor mats and construction.

The Looking Glass Wall: \$5,000.00

Build out Ballet Virginia International's *Looking Glass Wall!* Wrapping the Loft Studio, this wall or windows will reach 10 feet high with 6 feet high windows covering a total of 45 feet across. This wall is designed to *let the light in!*

The 'Hope' Studio: \$18,500.00

Build Ballet Virginia International's *'Hope' Studio*. As children grow, their dreams grow! The hope of becoming a great dancer grows! This roomy studio is equipped with ballet barres, mirrors, weave dance floors, a state-of-the-art sound system, a flat panel monitor and CD-DVD player, ceiling fans, instructor's stool and station, floor mats and construction.

Premier Studio: \$15,000.00

Build Ballet Virginia International's *Artistic Studio*. Designed to stimulate creative dance and movement, this studio offers an abundance of natural light! Located on the first floor with a street view, this studio will attract the dancer in everyone who strolls down the street of Historic Ghent. This studio includes ballet barres, mirrors, weave dance floors, a state-of-the-art sound system, instructor's stool and station, floor mats and construction.

Director's Office: \$4,500.00

Build out Janina and Suzanne's office. They have worked so hard building BVI, let's create an open, eclectic space for them. Filled with natural light, this space will include a large window to oversee guests entering from 21st Street, two desks, two chairs with wheels, two guest chairs, marker board, file cabinets, two computers, construction. *Be a part of creating an open and creative environment for our two directors!*

Dressing Room: \$4,000.00

Build Ballet Virginia International's *Dressing Room*. Designed to simulate a backstage dressing room, this room will have a walkup counter and lights for putting on stage makeup and lockers to store personal items! Perfect for getting ready for in-studio dress rehearsals.

Intermission: \$3,500.00

This space will serve many purposes. It will have a flat panel monitor and CD-DVD player allowing students to view ballet technique videos while they wait for class. It will also serve as a work area for our volunteers and faculty meetings.

Reception Station and Office: \$3,500.00

Outfit the *reception area and office* with a greeting station and work area equipped with a computers, printers, phones, chairs and tables. Guests will have a small sitting area by the spiral staircase and the large windows looking onto 21st Street. This area provides a great view of the studio and Historic Ghent.

~~Wardrobe Room: \$2,500.00~~ SOLD

Wardrobe is one of the busiest rooms in the studio! Many volunteers spend many hours sewing costumes for our dancers. Help provide a great space for them to work in. This space will include a sewing machine, surger, 2 work tables, garment racks, four rolling chairs, Iron-a-way, iron, thread rack, and a notions unit.

Pat's Office: \$2,500.00

Build Miss Pat's office! Loved by all, Miss Pat needs her office outfitted. Her office will include a desk, chair with wheels, guest chair, marker board, garment rack, file cabinet, and computer. Help Miss Pat get ready for First Pointe Players' shows. January will be here before you know it!

~~The Loft Study Area: \$2,500.00~~ SOLD

Build Ballet Virginia International's *Loft*. Our students are not only talented dancers but are also high academic achievers. This space is located to the left of the Loft Studio and filled with natural light from 21st Street. Equipped with tables, chairs, marker board and bean bag chairs, this area provides a great space for homework or collaboration.

~~Kitchen: \$1,500.00~~ SOLD

Our dancers spend as many as 25 hours a week dancing. Help build a kitchen stocked with a refrigerator, microwave and counter. This will help our students maintain healthy diets while they are on the go.

Signage Package: \$1,000.00

Help brand Ballet Virginia International! BVI's logo will adorn the top middle window for all of Ghent's patrons and neighbors to see. Also included in this package will be a logo for the front two doors. Be a part of history as Ballet Virginia International moves into the neighborhood.

~~Technology Package~~ SOLD

Build Ballet Virginia International's technology infrastructure! This infrastructure will be the heartbeat of BVI, wirelessly connecting offices, faculty, and volunteers to the internet and to each other. Package includes wireless hub, print server, business software, and installation.

Security System

Provide security for Ballet Virginia International's studio. This package includes equipment, installation and one year of service.

All donations are tax deductible. Ballet Virginia International has filed an application with the IRS for 501(c)(3) status, and is a registered nonprofit organization with the Virginia Office of Consumer Affairs. Copies of Ballet Virginia International's financial statements are available on request from the Virginia Office of Consumer Affairs (1.800.552.9963).