

## I. GRANT PROPOSAL SUMMARY SHEET

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**Date SEPT 16, 2026**

### Contact Information

Organization Name: **THE OXFORD THEATRE (DBA THE PEARL)**  
 Address: **PO Box 143, Oxford, PA 19363**  
 Phone: **484.222.8732**  
 Website: **thepearloxford.org**  
 Year Incorporated: **2025**  
 FEIN: **33-3027195**

ED/CEO Name: **PACHY BANKS-CABRAL (INTERIM)**  
 ED/CEO E-mail: **PBANKS@THEPEARLOXFORD.ORG**  
 Board Chair Name: **Nancy Ware Sapp**  
 Board Chair Approval (check here): **X**  
 Primary Contact Name: **PACHY BANKS-CABRAL**  
 Primary Contact E-mail: **PBANKS@THEPEARLOXFORD.ORG**

### Organization Information:

#### Field/s of Interest:

|                                     |                         |                            |                    |                          |                                  |
|-------------------------------------|-------------------------|----------------------------|--------------------|--------------------------|----------------------------------|
| <input checked="" type="checkbox"/> | Arts, Culture, Heritage | <input type="checkbox"/>   | Education, Library | <input type="checkbox"/> | Environment, Animals             |
| <input type="checkbox"/>            | Health                  | <input type="checkbox"/>   | Human Services     | <input type="checkbox"/> | Social Justice, Civic Engagement |
| <input type="checkbox"/>            | Religion                | If other, please describe: |                    |                          |                                  |

**Mission: The Pearl, Center for the Arts, exists to create an accessible cultural home for southern Chester County, to support artists of all ages, abilities, and circumstances, and to bring the community together through the arts.**

**Geographic Area Served** (If not all of Chester County, specify primary Chester County regions served):

**Southern Chester County, primarily the Greater Oxford and surrounding areas**

**Describe Population Served & Annual Number of People Served.** (Include Chester County # &/or % served.)

**Residents of Oxford Borough and surrounding southern Chester County communities, including rural youth, seniors, working families, immigrant families, and underserved households. Estimated annual reach of 30,000+ community members once operational.**

**Annual Budget \$267,286**

**17** % of budget for program expenses **1** # of Full-Time Equivalent Paid Staff  
**48** % of budget for administrative expenses **9** # of Board Volunteers  
**35** % of budget for fundraising expenses **N/A** # of Active Non-Board Volunteers  
**N/A** # of Volunteer Hours

100% = total

### Top 3-5 funding sources:

**Oxford Area Community Foundation**  
**Herrs Family Foundation & Herrs Corporation**  
**Pennsylvania RACP Grant**  
**Carol Ware**

**This grant proposal is for:** **X** Direct Service Programs & General Operating &/or \_\_\_ Capacity Building

**If Capacity Building Proposal, the focus is:**

|  |                            |  |                               |  |                          |
|--|----------------------------|--|-------------------------------|--|--------------------------|
|  | Contingency Planning       |  | Partnerships, Collaborations  |  | Merger, Closure          |
|  | Mission, Vision, Strategy  |  | Board Engagement & Leadership |  | Marketing, Communication |
|  | Resource Development       |  | Operations                    |  | Technology               |
|  | If other, please describe: |  |                               |  |                          |

**Grant Amount Requested from the Community Foundation: \$25,000**

**Proposal Summary:** *(a few sentences, please)*

The Pearl, Center for the Arts is a 501c3 nonprofit building southern Chester County's only purpose-built performing arts facility. We became a stand-alone nonprofit in 2025, and this year we expanded operations and started programming. We respectfully request \$25,000 in general operating support from the Chester County Community Foundation, funding that would cover the full cost of our FY2026 Marketing and Communications and Office and Administration budget lines, \$23,200 combined, out of a \$267,286 total operating budget. Those two lines fund the CRM, donor communications, community outreach, and marketing behind our first year of programming and capital campaign fundraising efforts.

## II. Grant Proposal Narrative

### Aims, Key Initiatives, and Achievements

The Pearl, Center for the Arts exists to create an accessible cultural home for southern Chester County, a region that has been without a dedicated performing arts venue since the historic Oxford Theatre closed its doors in 1956 and, more recently, lost its building to a devastating fire in September 2023. Our aim is to build and operate a purpose-built, 275-seat main stage theatre alongside a black box theatre, education classrooms, and flexible event space in downtown Oxford, anchoring an \$8.7 million capital campaign that will bring the arts, for the first time, within reach of the rural families, seniors, and working households who currently travel 20+ miles for any live cultural experience. National research from Americans for the Arts confirms the cost of that gap: when a community lacks local access to the arts, an estimated 51% of residents travel elsewhere to find it, exporting roughly \$500,000 a year to neighboring towns.

This year has been the year The Pearl moved from concept to functioning organization. We incorporated as an independent 501(c)(3) public charity in January 2025, and a dedicated office for The Pearl opened in downtown Oxford in January 2026, giving staff and volunteers a daily home. Pachy Banks-Cabral stepped into the role of Interim Executive Director on August 1, 2026, after serving as our founding Director of Development. Under that leadership, we built the infrastructure a growing nonprofit needs to be a credible steward of public and philanthropic investment: a donor CRM to track and grow relationships across our funding pipeline, a formal funding and development plan, and a marketing and communications strategy that carries our voice consistently across every audience we reach. We will begin our strategic planning process later this year, supported by a Capacity Building grant from the Community Foundation.

This infrastructure is already producing programming. On September 12, 2026, The Pearl presented Noche de Shorts, our first public program: a short film showcase celebrating Latino voices, presented in partnership with the West Chester Film Festival to open Hispanic Heritage Month. Sixty-two attendees came out, including film industry leaders from Chester and Delaware Counties, an early sign that the partnerships we are building are taking hold. Remarks were offered in Spanish alongside English for the Latino community members in the audience, and attendees described the film block as "exquisitely curated," several asking that we bring it back more than once a year. We are following up with a post-attendance survey to gauge interest in similar future programming. This December, we build on that momentum with a new partnership with the Brandywine Valley Symphony for a free public Holiday Brass Concert on December 5, 2026, bringing professional chamber music to Oxford for the first time in recent memory. Both partnerships reflect The Pearl's commitment to serving our community through the arts and actively building the artistic relationships that will bring quality programs to community members in southern Chester County.

### Funding Request

We respectfully request \$25,000 from the Chester County Community Foundation in general operating support.

The specific need this funding addresses is the cost of running an organization at the pace its mission now demands, before ticket revenue, rentals, or a completed building exist to support it. General operating dollars are what let us staff and sustain the CRM, the development plan, the marketing strategy, and the community programming described above, the unglamorous, unrestricted work that restricted capital and program gifts are not designed to cover, and that a lean team cannot sustain on program revenue alone.

Funding this work now is crucial. This year The Pearl is building its credibility as a fundable organization. In the past 8 months, we have added 32 new donors to our funding pipeline, a 23% increase. Every donor, foundation, and public funder who considers a future gift, including the Commonwealth of Pennsylvania and our federal partners on the capital project, is watching whether this organization can run itself well before it asks to be trusted with millions more. General operating support from the Community Foundation strengthens that case and helps build the track record on which it depends.

We will demonstrate results and impact through the same systems this funding helps sustain, recording attendance and community reach, tracking donor pipeline growth through our CRM, and documenting new community partnerships and progress against our funding and development plan. All of this data is gathered and reported regularly to our Board of Directors.

We are grateful to the Chester County Community Foundation for considering this request. Without funding at this level, The Pearl does not stop, but it does narrow. With resources divided, we foresee fewer donor touchpoints sustained through the CRM, less marketing reach for our next season of programming, and a slower pace of building the donor base our capital campaign depends on. For our community, that means another year of driving outside the county for the arts, and a longer wait for the accessible cultural home southern Chester County has been asking for. We are honored to be building that home, and grateful for the Foundation's partnership in helping us build it well.

### **III. Attachments**

The following support materials accompany this proposal, per Community Foundation guidelines:

- Copy of 501(c)(3) federal tax-exempt determination letter
- List of Board of Directors, with affiliations
- 2025 Annual Report
- 2025 compiled financial statements
- Itemized FY2026 organizational operating budget, with year-to-date actuals