

MBS Performing Arts

Members: Carlos M. Shorter **Mentors:** Jim McColgan **Advisors:** Felecia Harrell
Leslie Campbell Thomas McElgunn James Foulds

Carlos M. Shorter is CEO and Founder of MBS Performing Arts located in Saginaw, Michigan. Shorter attends Central Michigan University obtaining a BAA. He is a music composer and has played trumpet for the past 13 years, while touring with multiple professional musical groups. Leslie Campbell is MBS Founder and CO-CEO. She has been promoting music and the fine arts for young people since the 1970s. Campbell currently holds a Bachelor of Music degree from Michigan State University.

Shorter founded MBS with a mission to rebuild music programs within the area. The mission of MBS Performing Arts is to enrich and better the Mid-Michigan quality of student life by offering first class performing arts.

The Michigan Education Association (MEA) shows that 95% of students who have a performing arts background succeed and graduate from college. This MEA study also shows that schools have cut funding for programs to meet their budgets. As such, a problem exists with the availability of performing arts education and MBS is a solution to that problem.

MBS (Midland, Bay City, Saginaw) was founded in 2016 and is located in Saginaw, Michigan. With over 45 registered students and 30 paying students within first quarter, MBS is striving to be a leading business in the Performing Music industry.

To date, 85 students have used MBS services, generating over \$20,00 in sales revenues (EBIT 8,100). As of March, 2018, MBS has an interest of 60 students for the third year, who paid a down payment towards tuition 2019. MBS foresees a \$186,518 sales revenue within year four and have 133 student by year five growing by 45% each year of the program.

MBS targets students looking for higher accelerated music programs in grades K-12. MBS Performing Arts mission statement is "Performing Arts, A Universal Language with Dedication, Friendship, and Excellence."

MBS, in its first year will develop a partnership with College Bound My Future Tutoring Service, which is focused on scholastics. Major Chords for Minors will provide summer outdoor facilities for marching ensembles. YMCA will provide the indoor facility for ensemble use at no cost. With these partnerships, MBS will develop 3 performing ensembles within the area for secondary students.

Startup costs covered all operations and outside expenses to fund the operation of the business. Overall, MBS predicts a bright future and a positive impact on the community and all the students in the program.