

CITY OF ASHLAND



Application for Economic Development, Cultural, Tourism and Sustainability Grants

******DUE NO LATER THAN 4:00 pm March 22, 2017******

One (1) single sided, signed hard copy to
NO STAPLES PLEASE
 In an envelope titled:
City of Ashland
Attn: Diana Shiplet, Administration Department
Grant Application
20 East Main Street, Ashland, OR 97520

Applicant/Organization	Southern Oregon Repertory Singers		
Mailing Address	P.O. Box 1091, Ashland, Oregon 97520		
Contact Name	Richard Seidman	Contact Phone #1	541-324-3191
Email #1	richard@catalystgroupusa.com		
Contact Name #2	Phyllis Fernlund	Contact Phone #2	541-488-7482
Email #2	PFernlund@csuchico.edu		
Federal Tax ID	[REDACTED]	IRS Class (Exemption)	501(c)(3)
		Total Grant Request (\$5,000 min)	\$10,000

Application Submittal Checklist

In addition to the completed application form to be mailed and emailed, all submittals must contain the following;

1. List of all board members, their occupations, and years on the board;
2. Organizational client demographic profile;
3. Grant program budget (for activities/programs/events that are part of this grant application);
4. Organization 501© letter verifying your no-profit status;
5. Organization corporate bylaws;
6. Organization's most recent Form 990 IRS filing (summary page only);
7. Organization's previous year financial statement summarizing expenses and revenues.

Application for Economic Development, Cultural, Tourism and Sustainability Grants

1. Briefly describe the purpose and objectives of your organization and mission statement (*please limit to approximately 500 words*)

The mission of Southern Oregon Repertory Singers is to promote the performance, development and appreciation of high-quality choral music.

The joy of choral music takes us out of our daily worries and sends us to a peaceful joyful place. Beauty witnessed always improves all aspects of life. Wonderful, shiver-inducing show tonight! Bravo!

- Audience member

Since 1986, Southern Oregon Repertory Singers (Repertory Singers) has been a vital part of Ashland's cultural community, dedicated to advancing the arts by offering outstanding, inspirational choral performances to uplift and inspire audiences of all ages. As the only semi-professional choral group in Southern Oregon, our purpose is to improve and expand our presentation of excellent choral music for a growing audience. It's our goal to be one of the cultural magnets of the region - especially during the off-season of October through May -, and approach the profile of such highly-acclaimed groups as the Bach Festival in Eugene and the L.A. Master Chorale in California.

Under the direction of Dr. Paul French, Director of Choral Studies at Southern Oregon University, our semi-professional ensemble of 60 voices performed for approximately 7,500 people during the 2016-17 season, more than doubling audiences from previous seasons.

There are several powerful indicators that demonstrate a growing interest in our community in the unique cultural arts offerings of the Repertory Singers: (1) The increase in ticket sales for our concert season series. (2) The introduction of a first annual New Works Festival. (3) Joint concerts with the Rogue Valley Symphony that expose more people to our high-quality artistry.

Our Community Engagement Program includes outreach presentations in area high schools, transporting high school students to our performances, inviting high school groups to perform in our holiday concerts, and offering community and pre-concert lectures through Osher Lifelong Learning Institute (OLLI).

Southern Oregon Repertory Singers do something rare among choral groups: they make you pay deep attention to the meaning in the music. They give their audiences something that goes beyond just the notes and the words on the page; they draw the listener in and make him or her want to get even closer.

-Martha Sullivan, New York composer, singer and conductor

Dedicated to engaging and inspiring audiences, the music we perform ranges from the Renaissance to contemporary periods, presenting both choral “masterworks” and less-known choral literature, from an internationally-diverse repertoire. Repertory Singers has a reputation as one of the finest choral groups in the Northwest. Our high standard of artistry has been recognized by the American Choral Conductors Association and the American Guild of Organists. We present and premier new music of contemporary, internationally known, choral composers and commission new works every year, including some by our Composer-in-Residence, Jodi French. Concerts feature our choral ensemble, many of whom are professional performers and/or music educators.

2. Reference the list of eligible activities provided in the 2012 Policy for Economic, Cultural, Tourism, and Sustainability Grant (page 10) to briefly describe how the City grant would be used and how your activities meet the eligibility criteria (*please limit to approximately 1,000 words*)

Southern Oregon Repertory Singers requests a City of Ashland Cultural Development Grant of \$10,000 to support singers, instrumentalists, music and services for the 2017- 2018 Ashland Concert Season Performances and Community Engagement Programs.

These Ashland programs encompass 90% of our organization’s work and are important in fulfilling our mission and objectives as outlined in our Three Year Strategic Plan. These objectives include: Musical Excellence, Audience Development, Outreach and Education, Capacity Building and Financial Health.

Specifically, grant funds will be used to: (1) Pay instrumentalists and singers; (2) Purchase music; (3) Pay for SOU Recital Hall rent, programs, and publicity for our 2017 -2018 Season Concert Series in Ashland; (4) Subsidize our Community Engagement Programs.

- 1. Programs or activities that create cultural offerings unique from existing local offerings, activities or programs.**

In the coming 2017-18 season, we will introduce the first annual New Works Festival as envisioned by Musical Director Paul French. This unique cultural event will be offered in Ashland March 3 and 4, 2018, and will be a highlight of the 2017-18 season. The concerts will feature all-new music in a multi-day festival setting including lectures and opportunities to meet the composers. Internationally-known living composers will be featured. Some of these composers will attend and give lectures and demonstrations on the art of composing.

This is a body of literature Repertory Singers is uniquely positioned to perform, and a body of music that is not being performed by any other musical organization in the Rogue Valley. An important aspect of the New Works Festival will be to commission new music from leading composers around the world as well as commissions to our own Composer-in-Residence, Jodi French, and our former Composer-in-Residence, Craig Kingsbury.

- Dr. Paul French, Music Director

The New Works Festival will present world premieres of new works, including both singers and instrumentalists, at the SOU Music Recital Hall. We anticipate that more than 1,000 audience members will attend the concerts, lectures and other events included in the Festival.

- 2. Programs or activities that ensure the long-term success of local cultural groups.**

The grant we request is an investment in the musical and artistic expenses for our Ashland-based performances, lectures and events. These funds will support the long-term success of Repertory Singers by helping us present concerts of superb, national-caliber artistry. The musical excellence enhanced by this grant will enable Repertory Singers to attract more season subscribers, more attendees, increased donations, and more bequests.

Repertory Singers is moving from a volunteer-driven organization to a professionally-managed one. Now in our 31st year, we have just hired our first-ever executive director. Having the stability of a professional manager will help ensure our growth and long-term success.

In addition, we are building financial stability and sustainability through our development programs. These include: (1) Continuing to offer high-quality performances that attract a growing audience (the focus of this grant). (2) Increasing donations through our Sponsorship Programs. (3) Building a long-term base of support through the Legacy Society, people who commit to make a bequest to the Repertory Singers.

3. Expansion in size or scope of existing cultural offerings, activities or programs.

This grant helps Repertory Singers expand our scope by supporting the commissioning of new pieces and presenting the first annual New Works Festival. We anticipate this will become an annual event and help establish Ashland and the Repertory Singers as a national leader in showcasing new works by internationally-known composers. The Festival will include many world premieres.

A new aspect of our Community Engagement Program in the 2017-18 season is inviting high school singers from our Outreach Program to perform prior to our concerts.

4. Expansion of audience access to those existing offerings, activities or programs.

The Repertory Singers Board of Directors is committed to increasing access to our concerts, lectures and events. For many years, we offered only one performance of each concert at the SOU Music Recital Hall. For the last four years, in response to audience expansion, each concert now features two performances, both of which are well-attended. We offer \$5 tickets to students, and in the coming season, for the first time we will make available a limited number of \$20 tickets. We also participate in the Oregon Trail Pass program, which offers \$5 tickets to Oregon Trail Pass holders.

In 2014, we began our Community Engagement activities with a pilot Musical Outreach Program in local schools and assisted living communities. Student families tend to be more diverse and economically challenged than our general audience. Diverse audiences, including youth from local high schools and older adults from OLLI, now have access to our choral concerts, a truly unique experience for audiences in a small city like Ashland.

This soaring experience took us beyond our daily lives. We are so fortunate to have this exceptional choral group in the Rogue Valley. Such professional excellence is a rare gift in a town our size.

- Audience member

For 2017-2018, we estimate that more than 8,500 audience members, including Ashland residents, Rogue Valley residents and tourists, will experience our choral and orchestral concerts, lecture series and Community Engagement events. Approximately 200 seniors will be introduced to Repertory Singers through OLLI, and about 200 local high school students and their families will get free ticket vouchers and transportation to concerts.

This grant will help Repertory Singers expand our audience by:

- A. Underwriting the cost of tickets to high-school students and their families in the local high schools that are part of our Outreach Program.
- B. Expanding the transportation of students and their parents to the concerts.
- C. Supporting our publicity and marketing efforts to attract more people to attend our concerts and events.
- D. Helping offset the lost revenue that results from offering \$5 tickets to local students and Oregon Trail Pass holders.

5. Support services targeted to existing or proposed cultural offerings, activities or programs.

City of Ashland grant funds will support services targeted directly toward existing and proposed expansion of cultural offerings. **The \$10,000 grant will be designated towards our 2017-2018 Concert Series in Ashland and our Community Engagement Program for youth and seniors.**

Funds will go directly towards services as follows:

- Music Director Paul French, instrumentalists and paid singers for their time for rehearsals and performances.
- Musical Scores, including copies for 60 singers and additional music for instrumentalists, pianist, and conductor.
- House Manager (during concerts).
- Rental of the SOU Music Recital Hall for eight concerts and associated lectures.
- Program printing and design.
- Marketing and publicity.
- Outreach Director, Laurie Anne Hunter, and Outreach Program singers for lectures and demonstrations at Rogue Valley high schools.
- Transportation for Outreach Program youth and their families.
- Ticket vouchers for Outreach Program participants and their families.
- Pre-concert lectures, lectures at Osher Lifelong Learning Institute, and in the community by musicologist, Ed Wight.

2.1. If your grant request is for date specific events, programs or activities, please complete the following table.

Program/Event Title	Anticipated Dates of Event		Funding Request
	Start	End	
Fall Concert - Music Director, Musicians (includes choral singers, pianist) - Musical Scores - House Manager - Rental SOU Music Recital Hall - Marketing, publicity, and programs	10/28	10/29	\$ 1,500
Holiday Concert - Music Director, Musicians (includes choral singers, pianist) - Musical Scores - House Manager - Rental SOU Music Recital Hall - Marketing, publicity, and programs	12/16	12/17	\$ 1,500
First Annual New Works Festival - Music Director, Musicians (includes choral singers, pianist) - New Works Composition - Musical Scores - House Manager - Rental SOU Music Recital Hall - Marketing, publicity, and programs	3/3	3/4	\$ 2,000

Masterworks Concert, including Handel Oratorio <ul style="list-style-type: none"> - Music Director, Musicians: includes choral singers, pianist, orchestra - Musical Scores - House Staff - Rental SOU Music Recital Hall - Marketing, publicity, and programs 	5/19	5/20	\$ 3,500
Outreach Program/Community Engagement Lecture Demonstrations and Special Events: Osher Lifelong Learning Institute (OLLI) at Southern Oregon University, High Schools <ul style="list-style-type: none"> - Music Director - Paid Choral Singers - Transportation for youth and their families - Ticket vouchers - Lecturer 	9/30	5/30	\$ 1,500

3. Which grant category (or categories) does your request fall under? *(please check all that apply)*

<input checked="" type="checkbox"/>	Grant Category	Grant Request
	Cultural	\$ 10,000

Per Cultural Development eligible activities (page 11), please explain how your activities qualify (*please limit to approx. 250 words*):

A City of Ashland Grant in support of Repertory Singers 2017- 2018 Ashland Concert Performances and Community Engagement Programs will fulfill the grant program's goals by:

1. Strengthening existing cultural activities

The grant we request is an investment in the musical and artistic expenses for our Ashland-based performances, lectures and events. These funds will help us present concerts of superb, national-caliber artistry, in part by enabling us to pay more singers and by helping us commission new work by internationally-acclaimed composers.

2. Increasing the number and diversity of cultural activities

Our annual concert season features 8 performances in Ashland that will feature premier performance of choral works from around the world in diverse languages. Our upcoming concert series will include the first annual New Works Festival. Additional activities include Outreach Program lectures and performances at high schools, at OLLI, and in the community.

3. Maintain and expand job growth in this sector

This grant will help the Repertory Singers maintain our artistic personnel. This includes our semi-professional chorus, orchestra musicians, Music Director, and Pianist. Repertory Singers provides 65 part-time cultural arts-related positions. We recently hired our first-ever executive director. A part-time House Manager is also on staff. We contract with two additional people, a ticketing and business manager and a marketing and advertising coordinator.

4. Increase both resident and visitor access to unique cultural opportunities.

We will improve access to Repertory Singers concert series and New Works Festival through our Community Engagement Program that includes OLLI lectures and outreach to Rogue Valley high schools. Youth are engaged with lecture-style concert performances followed up with free tickets for students and their families to select Ashland concerts, and with transportation assistance. We will also continue to offer \$5 tickets to students, and \$5 tickets to Oregon Trail Pass holders. In 2017-18, we will initiate offering \$20 tickets on Saturday nights.

4. If you do not receive the full amount of your request, describe how your organization would use a smaller amount of funds in each of the categories being applied for (*please limit to approximately 250 words*)

The artistic quality we are aiming for in order to fulfill the Music Director's vision requires hiring professional instrumentalists and professional soloists from out of the region. If not awarded the full amount we are requesting, we would need to cut the size of the orchestra and the number of outside professional soloists who ensure the quality and uniqueness of our programs. Depending on the amount granted, we may need to cut back on our Community Engagement and Outreach programs, visiting fewer schools and community venues and thereby limiting our ability to broaden and diversify audiences through youth and senior outreach.

Using the attached City of Ashland Policy for Economic, Cultural, Tourism and Sustainability Grants, Section III (page 12), please explain how you will measure success or desired outcomes. (*please limit to approximately 250 words*)

Likelihood that the proposed activity will diversify the number, type, or availability to cultural service, activity or program compared with existing local cultural opportunities.

We will measure success by determining if in the 2017-18 season the Repertory Singers:

- Offered 8 choral concerts at the SOU Music Recital Hall in Ashland .
- Launched the first annual New Works Festival.
- Held 3 concert appearances with Rogue Valley Symphony in Medford and Grants Pass that increase Repertory Singers' subscriber base and help grow audiences for performances in Ashland.
- Attracted at least 8,500 people to our concerts and events.
- Received positive audience survey results.

Likelihood that the proposed activity ensures long-term access to an important aspect of the visual or performing arts or other local cultural attraction.

We will measure success by determining if in the 2017-18 season:

- The musical excellence enhanced by this grant enabled us to strengthen long-term access by attracting more season subscribers, more attendees, increased donations, and more bequests compared with the previous season.

Likelihood that the proposed activity will increase access to cultural programs or activities particularly by those who may not otherwise have access such as low income residents, children or minority groups.

We will measure success by determining if in the 2017-18 season the Repertory Singers:

- Presented at least 8 lecture demonstrations for students of all ages and abilities at OLLI and local high schools, including Ashland, Phoenix, Cascade Christian, North Medford, South Medford, Crater and St. Mary's.
- Offered free concert tickets and transportation to at least 200 high school students and their families, many of whom are low income.
- Provided \$5 tickets to other students, including SOU students, at all concerts.
- Inaugurated \$20 tickets for people who cannot afford full-price tickets.
- Continued to offer \$5 tickets to Oregon Trail Pass holders.

Thank you for your time and efforts in preparing this information for consideration by the Grants Committee.

By signing below you certify that:

You, the grantee, understand that you must comply with all federal, state and local requirements applicable for the activities funded by this grant. Award of a grant by the City does not waive the grantee's obligation to obtain, at grantee's sole expense, all applicable permits that may be required for grantee's program or project.

And, that a grant may be conditioned on submission or other approvals to the City of a Certificate of General Liability Insurance in the amount of up to \$1,000,000 naming the City of Ashland, its officers and employees as additional insured.

And, that you the undersigned have legal authority to submit the above information on behalf of the organization named above.

Name (print) Richard Seidman

Name (signature) 

Title Executive Director

Applicant Organization Board Member Information Reporting Sheet

Name	Address	Phone	Occupation	Title	Term of Office
Nancy Lynn	1001 Crimson Ct., Talent	541-897-0121	Retired Arts Management	President	5
Phyllis Fernlund	2009 Crestview Drive, Ashland	541-488-7482	Retired college dean	Vice President	3
Susan Franks	1298 Rose Lane, Ashland	925-788-1060	Financial Accountant	Treasurer	1
Ellen Hamer	491 Tucker St., Ashland	541-488-1643	Retired publicist, literary agent, VP production company	Secretary	4
Luna Bitzer	128 S. Laurel, Ashland	541-292-8239	Former Special Education Assistant, Ashland School District		9
Donnelley Fenn	145 Brooks Lane, Ashland	541-488-7482	Retired Director of Choral Music, School Outreach Coordinator		3
Mark McKechnie	221 W. 10 th St., Medford	541-772-4372	Architect		2
Robert Serrett	662 Vansant Street, Ashland	541-488-4410	Former Air Force Officer and Organizational Consultant		3
Karen Spence	355 Fair Oaks Dr., Ashland	541- 482-2165	Librarian, Jackson County Library, American Association of University Women		1
Don Stone	395 Kearney Street, Ashland	541- 488-6970	Investor and former businessman, community volunteer		1
Brian Tingle	P.O. Box 880, Ashland	541-608-1875	Insurance Agent, Member Chamber of Commerce		2 founder
Ed Wight	215 Tolman Creek, Ashland	541-488-6995	Sales associate		5

City of Ashland Customer Demographic Profile

The primary goal of the grant award process is to allocate funds to organizations that are providing economic, tourism, cultural and/or sustainability programs, services or events that reach a demographically diverse customer base, both locally and from outside our region. The following questions are intended to provide guidance for the possible types of customer demographics that would help the grant review/award sub-committee understand the customer types that your application would likely reach.

*** If your organization tracks this data or other related data, in other formats, please feel free to submit that format directly. This form is provided as a template and is not required to be completed in this format, but customer demographic information is an application submittal requirement.**

Organization Name: Southern Oregon Repertory Singers

Program/Event Name: 2017- 2018 Ashland Concert Performances and Community Engagement Programs

For the Twelve month period of: 7/1/2017 - 7/1/2018

I. Customer Age (percentage)

Youth 0 to 17 years	7%
Adult 18 to 39 years	8%
Adult 40 to 64 years	19%
Adult 65 and over	66%
Unknown	_____ %
Total	100%

II. Staff Residence (percentage)

Ashland	78%
Rogue Valley	22%
Other	_____ %
Total	100%

II. Customer Residence (percentage)

Ashland	94%
Rogue Valley	4%
Other (within 50 miles)	1%
Other (greater than 50 miles)	1%

III. Of the Customers identified above, what percent do you estimate stayed overnight to attend your program, service or event? 1 %

**CITY OF ASHLAND
GRANTS PROGRAM BUDGET**

Please use this form to identify costs associated with the program, activity or event that you are requesting funds for. This form is provided as a template to use. If your organization tracks grant related financials in a different reporting format, please submit in that format if you choose.

APPLICANT/ORGANIZATION: Southern Oregon Repertory Singers

PROGRAM/EVENT TITLE: 2017-18 Concert Series including New Works Festival and Community Engagement

PROJECT PERIOD: July 1, 2017 to June 30, 2018

REVENUE			
City of Ashland Grant Funds			\$ 10,000
Jackson County Funds /Identify: Jackson County Cultural Coalition			\$ 1,500
Miller Foundation			\$ 7,000
Carpenter Foundation			\$ 5,000
Ticket Sales			\$ 53,340
Individual Donors			\$10,000
Sponsorships			\$ 52,700
Outreach Designated Donations			\$10,000
TOTAL REVENUE			\$ 149,540
EXPENDITURES			
A. PERSONAL SERVICES (List costs by job title or function)			
Total Salaries			\$ 24,930
Executive Director \$25,000	90% of time to project		
Total Benefits			
Payroll Taxes, D&O, Worker's Comp, Liability Insurance \$2,700			
TOTAL PERSONAL SERVICES			\$ 24,930
B. MATERIALS & SERVICES:			
Music Director	\$25,000	90%	\$ 22,500
Pianist	\$ 9,900	90%	\$8,910
Paid Singers	\$10,000	90%	\$9,000
Orchestral Musicians	\$ 15,000	90%	\$13,500
Young Artists	\$ 2,000	100%	\$2,000

Production for 4 Concerts (8 performances) (Includes: House Staff, rental SOU Music Recital Hall, printing and design of programs)	\$10,000
Artistic Expenses for 4 Concerts (8 performances) (Includes: purchase of musical scores- 60 copies for choral singers, and additional music for musicians, pianist, conductor)	\$ 37,000
Outreach Program	\$5,500
Marketing and Promotion 90% of \$17,700 (Includes marketing and publicity for 4 concerts)	\$ 15,930
TOTAL MATERIALS & SERVICES	\$ 124,340
TOTAL EXPENDITURES	\$149,540

Internal Revenue Service

Department of the Treasury

P. O. Box 2508
Cincinnati, OH 45201

Date: February 20, 2002

Southern Oregon Repertory Singers, Inc.
1700 Homes Ave.
Adhland, OR 97520

Person to Contact:

Ms. E. Eckert 31-07436
Customer Service Specialist

Toll Free Telephone Number:

8:00 a.m. to 6:30 p.m. EST
877-829-5500

Fax Number:

513-263-3756

Federal Identification Number:

[REDACTED]

Dear Sir or Madam:

This letter is in response to your letter received January 24, 2002, requesting a copy of your organization's determination letter. This letter will take the place of the copy you requested. We have changed your address as reflected above.

A letter issued in July 1989, granted your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Southern Oregon Repertory Singers, Inc.
[REDACTED]

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

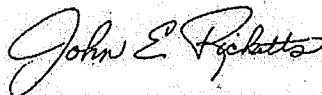
The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. You are also required to make available for public inspection a copy of your organization's exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,



John E. Ricketts, Director, TE/GE
Customer Account Services

BY-LAWS

SOUTHERN OREGON REPERTORY SINGERS, INC.

ARTICLE I-NAME

The name of the organization shall be Southern Oregon Repertory Singers, Inc.

ARTICLE II-PURPOSE

The purpose of the organization shall be to offer high-quality choral music to local musicians through the rehearsal process and to offer cultural enrichment to the public by the presentation of concerts.

The Corporation may engage in any lawful activity, none of which is for profit, for which corporations may be organized under ORS Chapter 61, and which is permitted to be carried on by a corporation exempt from Federal Income Tax under section 501(c)(3) of the Internal Revenue Code and by a corporation, contributions to which are deductible under Section 170 (c)(2) of the current Internal revenue Code (or the corresponding provision of any future United States Internal Revenue Law).

ARTICLE III-BOARD OF DIRECTORS

Section A-Composition

The members of the Corporation shall consist of a Board of Directors who shall oversee the activities and operations of the Southern Oregon Repertory Singers and their Music Director. There shall be a minimum of seven and a maximum of 15 elected members of the Board of Directors. The replacement of Board members shall require approval of a majority of members of the Board present and voting.

Section B-Meetings

1. All members of the Board of Directors must receive written notice of meetings. In no instance shall official business be conducted when there is no quorum present. Meetings will be held monthly and at least ten per year. A meeting may be cancelled by the president in the event that it is not needed. As a nonprofit corporation the meetings are not open to the public or press, except upon approval of the Board of Directors.

2. Special meetings of the Board of Directors may be called by the President or any member of the Executive Committee.
3. Any action required by law to be taken at a meeting of the Board of Directors, or any action that may be taken at a meeting of the Board of Directors may be taken without a meeting if written or electronic consent by a majority of the Directors is received, setting forth the action taken, and is signed by a majority of Directors entitled to vote with respect to the subject matter thereof.
4. All motions at a meeting of the Board of Directors shall be decided by majority vote of the Board members, unless otherwise specified herein or in the Articles of Incorporation. Written or electronic proxies of absent members on specific issues are permitted.
5. The President shall call an annual meeting at a time and place to be determined by the Board of Directors, prior to the end of the fiscal year. The Board of Directors will be notified of the annual meeting two weeks prior to the meeting.
6. A majority of the Directors then appointed shall constitute a quorum. If a quorum is not present at any meeting of the Directors, the President shall adjourn the meeting without further notice unless written or telephone consent to conduct a meeting has been received from enough Directors to constitute a quorum.
7. Minutes of all Board meetings shall be kept. The minutes may include a copy of the notice of the meeting, the final agenda of the meeting, and an accurate report of all proposed and final actions taken by the Board. Minutes must accurately reflect the actions of the Board, points of discussion and dissenting opinions. The secretary shall be responsible for maintaining a complete set off the Corporation's minutes.

Section C-Duration of Membership

Membership of the Board of Directors shall be reaffirmed at the annual meeting. Each elected Board member shall serve a three-year term, but may be reelected for a subsequent three-year term. Additional terms may be served after at least a one-year absence from the Board.

Section D-Selection, Removal, and Vacancies

1. New members of the Board of Directors shall be elected at the annual meeting.
2. Upon an affirmative vote of two-thirds of the Board of Directors, any member of the Board of Directors may be removed from office at any time, with or without cause.
3. Vacancies occurring on the Board of Directors prior to the annual meeting shall be filled by election at the next meeting of the Board. The Board member(s) so elected shall fill the remaining term of the vacant Board position(s).

4. Directors shall attend all meetings. A Board member shall be removed after three unexcused absences. An excused absence is one that has been reported to a member of the Executive Committee prior to the meeting.

Section E-Officers

1. Officers of the Board of Directors shall be President, Vice President, Secretary, Treasurer, and Immediate Past President.

- a. President

The President shall work to promote the Southern Oregon Repertory Singers. He/she shall call meetings convenient to a majority of the Board members.

He/she shall preside over the annual meeting, the regular Board meetings, and attend functions of the Repertory Singers. The President shall vote only in the event of a split vote to break a tie. The President shall appoint Board members as chairs of standing committees and may appoint chairs for special functions.

- b. Vice President

The Vice President shall carry out the duties of the President during his/her absence.

- c. Secretary

The Secretary shall collect and distribute correspondence, maintain a membership roster and distribute membership rosters and by-laws to the Board members. He/she must maintain a file of correspondence, minutes of meetings, and official records.

- d. Treasurer

The Treasurer shall keep a record of all financial transactions; give a financial report at meetings; submit all records for annual audit as requested by the Board of Directors; shall submit all tax records as required by law; shall keep financial records for each performance and submit a detailed report of such to the Board of Directors.

2. The Board of Directors shall elect its officers at the annual meeting.
3. Officers shall serve one year beginning July 1st and ending June 30th.
4. Any vacancy which may occur in any office shall be filled by the Board of Directors.

Section F-Standing Committees

1. Executive

The Executive Committee shall consist of the officers of the Board.

2. The President may appoint such other committees as deemed necessary, define the Committee's charge, and appoint the chair and other members.

ARTICLE IV – MUSIC DIRECTOR AND CHORUS

SECTION A-MUSIC DIRECTOR

1. Music Director

The musical and artistic direction of the Corporation shall be led by a qualified choral and vocal musician, who will be named Music Director. The Music Director shall have final authority in the choice of repertoire, rehearsal times and places, use and selection of soloists, and any other performance matters.

2. The Music Director shall be chosen through the use of a search committee appointed by the Board of Directors. Qualified candidates will be presented to the Board of Directors who will make the final selection.
3. The Music Director shall serve ex officio as a member of the Board of Directors.
4. The Music Director may be removed from office for any cause following a written ballot vote of three-fourths of the chorus or by a two-thirds vote of the Board of Directors at any duly constituted Board meeting.

SECTION B- CHORUS

1. Singers shall be selected by the Music Director through auditions. Singers shall attend and participate in rehearsals and meet the Southern Oregon Repertory Singers performance standards as determined by the Music Director.
2. Removal of a singer shall be at the discretion of the Music Director following consultation with the Board of Directors.
3. The singers may elect their own governing Board of Directors to include a liaison to the Board of Directors, in the event there is no singer Board member. The liaison will serve ex officio on the Board.

ARTICLE V-FINANCIAL ADMINISTRATION

Section A-Fiscal Year

The annual fiscal year for business and accounting shall commence July 1st and end on June 30th of each year.

Section B-Accounting Method

The accounting shall be on a cash basis.

Section C – Contracts

The Board of Directors may authorize any officer or officers, agent or agents of the Corporation, in addition to any officers as authorized by these By-Laws, to enter into any contract or execute and deliver any instrument in the name of and on behalf of the Corporation, and in such a manner as shall from time to time be determined by resolution of the Board of Directors.

Section D-Checks, Drafts, or Orders

All checks, drafts, or orders for payment of money, notes or other evidence of indebtedness issued in the name of the Corporation shall be signed by such officers, agent, or agents of the Corporation, and in such a manner as shall from time to time be determined by resolution of the Board of Directors.

Section E- Deposits

All funds of the Corporation shall be deposited from time to time to the credit of the Corporation in such bank, trust company or other depositories as the Board of Directors may select.

Section F-Gifts

The Board of Directors may accept on behalf of the Corporation any contribution, gift, bequest or device for any purposes of the Corporation.

Section G-Disbursement of Net Earnings

Disbursement of net earnings shall be subject to Sections 501 (c) (3) and 170 (c)(2) of the current Internal Revenue Code of corresponding provisions of any future United States Internal Revenue law and any applicable State law.

ARTICLE VI-DISSOLUTION OF THE CORPORATION

Dissolution of the Corporation and distribution of residual assets shall be in accordance with Article VII of the Articles of Incorporation and shall be subject to Section 501 (c)(3) of the current Internal Revenue Code, or corresponding provisions of any future United States Internal Revenue law and any applicable State law.

ARTICLE VII-AMMENDMENT OF BY-LAWS

These by-laws may be amended or new by-laws may be adopted by a majority vote of the membership at its annual or any special meeting, provided that notice has been given, setting forth the amendment to be proposed or attaching to the notice a copy of the new By-Laws to be submitted for adoption.

As of July 23, 2014

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2015

Open to Public Inspection

▶ Do not enter social security numbers on this form as it may be made public.

▶ Information about Form 990-EZ and its instructions is at www.irs.gov/form990.

Department of the Treasury
Internal Revenue Service

A For the 2015 calendar year, or tax year beginning July 1, 2015, and ending June 30, 2016

B Check if applicable:

- Address change
- Name change
- Initial return
- Final return/terminated
- Amended return
- Application pending

C Name of organization
Southern Oregon Repertory Singers, Inc.

Number and street (or P.O. box, if mail is not delivered to street address) Room/suite
PO Box 1091

City or town, state or province, country, and ZIP or foreign postal code
Ashland, OR 97520

D Employer identification number
[REDACTED]

E Telephone number
541-552-0900

F Group Exemption Number ▶

G Accounting Method: Cash Accrual Other (specify) ▶

I Website: ▶ www.repsingers.org

H Check if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

J Tax-exempt status (check only one) – 501(c)(3) 501(c) (3) ◀ (insert no.) 4947(a)(1) or 527

K Form of organization: Corporation Trust Association Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B) below) are \$500,000 or more, file Form 990 instead of Form 990-EZ ▶ \$

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I

		1	2	3	4	5a	5b	5c	6a	6b	6c	6d	7a	7b	7c	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Revenue	1	Contributions, gifts, grants, and similar amounts received															105,836												
	2	Program service revenue including government fees and contracts															69,387												
	3	Membership dues and assessments															0												
	4	Investment income															0												
	5a	Gross amount from sale of assets other than inventory															0												
	b	Less: cost or other basis and sales expenses															0												
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)															0												
	6	Gaming and fundraising events																											
	a	Gross income from gaming (attach Schedule G if greater than \$15,000)															0												
	b	Gross income from fundraising events (not including \$ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000)															0												
c	Less: direct expenses from gaming and fundraising events															0													
d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)															0													
7a	Gross sales of inventory, less returns and allowances															0													
b	Less: cost of goods sold															0													
c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)															0													
8	Other revenue (describe in Schedule O)															0													
9	Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶															175,223													
Expenses	10	Grants and similar amounts paid (list in Schedule O)															0												
	11	Benefits paid to or for members															0												
	12	Salaries, other compensation, and employee benefits															96,246												
	13	Professional fees and other payments to independent contractors															6,500												
	14	Occupancy, rent, utilities, and maintenance															0												
	15	Printing, publications, postage, and shipping															8,245												
	16	Other expenses (describe in Schedule O)															54,849												
17	Total expenses. Add lines 10 through 16 ▶															165,840													
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)															9,383												
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)															57,731												
	20	Other changes in net assets or fund balances (explain in Schedule O)															0												
	21	Net assets or fund balances at end of year. Combine lines 18 through 20 ▶															67,114												

Part II Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II

	(A) Beginning of year	(B) End of year
22 Cash, savings, and investments	57,779	67,114
23 Land and buildings	0	0
24 Other assets (describe in Schedule O)	0	27,900
25 Total assets	57,779	95,014
26 Total liabilities (describe in Schedule O)	448	27,900
27 Net assets or fund balances (line 27 of column (B) must agree with line 21)	57,731	67,114

Part III Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III

What is the organization's primary exempt purpose? Classical choral music production and performance

Expenses
(Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

28 Produced and performed eight classical music concerts for 3,200 persons from northern California and southern Oregon		
(Grants \$ <u>6,000</u>) If this amount includes foreign grants, check here <input type="checkbox"/>	28a	165,840
29		
(Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	29a	
30		
(Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	30a	
31 Other program services (describe in Schedule O)		
(Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/>	31a	
32 Total program service expenses (add lines 28a through 31a)	32	165,840

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
Nancy Lynn, Pres 1001 Crimson Ct., Talent, OR 97540	5	0	0	0
Phyllis Fernlund, Vice Pres 2009 Crestview, Ashland, OR 97520	2	0	0	0
Ellen Hamer, Secy 491 Tucker St., Ashland, OR 97520	2	0	0	0
Susan Franks, Treasurer 1298 Rose Lane, Ashland, OR 97520	2	0	0	0
Luna Bitzer 128 S. Laurel St., Ashland, OR 97520	1	0	0	0
Donnelley Fenn 145 Brooks Lane, Ashland, OR 97520	1	0	0	0
Robert Serrett 662 Van Sant, Ashlnd, OR 97520	1	0	0	0
David Wight 215 Tolman Creek Rd. #20, Ashland, OR 97520	2	0	0	0
Karen Spence 355 Fair Oaks, Ashland, OR 97520	1	0	0	0
Don Stone 395 Kearney St., Ashland, OR 97520	1	0	0	0
Mark McKechnie 221 W 10th St., Medford, OR 97501	1	0	0	0
Brian Tingle 1224 N Modoc #57, Medford, OR 97504	1	0	0	0

Part V Other Information (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V) Check if the organization used Schedule O to respond to any question in this Part V

33 Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O
34 Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O (see instructions)
35a Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?
35b If "Yes," to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O
35c Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III
36 Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N
37a Enter amount of political expenditures, direct or indirect, as described in the instructions
37b Did the organization file Form 1120-POL for this year?
38a Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?
38b If "Yes," complete Schedule L, Part II and enter the total amount involved
39 Section 501(c)(7) organizations. Enter:
39a Initiation fees and capital contributions included on line 9
39b Gross receipts, included on line 9, for public use of club facilities
40a Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911; section 4912; section 4955
40b Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I
40c Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958
40d Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization
40e All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T
41 List the states with which a copy of this return is filed
42a The organization's books are in care of W.E. Bartlett Telephone no. 541-552-0900 Located at 279 Talent Avenue, Talent, OR ZIP + 4 97540
42b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country: See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).
42c At any time during the calendar year, did the organization maintain an office outside the U.S.? If "Yes," enter the name of the foreign country:
43 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 - Check here and enter the amount of tax-exempt interest received or accrued during the tax year
44a Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ
44b Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ
44c Did the organization receive any payments for indoor tanning services during the year?
44d If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O
45a Did the organization have a controlled entity within the meaning of section 512(b)(13)?
45b Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ (see instructions)

46 Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I **46** Yes No

Part VI Section 501(c)(3) organizations only

All section 501(c)(3) organizations must answer questions 47-49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI

47 Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II **47** Yes No

48 Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E **48** Yes No

49a Did the organization make any transfers to an exempt non-charitable related organization? **49a** Yes No

b If "Yes," was the related organization a section 527 organization? **49b** Yes No

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
None				

f Total number of other employees paid over \$100,000 ▶ _____

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
None		

d Total number of other independent contractors each receiving over \$100,000 ▶ _____ None

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A Yes No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here
 Signature of officer: Susan Franks, Treasurer
 Date: _____
 Type or print name and title: _____

Paid Preparer Use Only
 Print/Type preparer's name: _____ Preparer's signature: _____ Date: _____ Check if self-employed PTIN: _____
 Firm's name: _____ Firm's EIN: _____
 Firm's address: _____ Phone no.: _____

May the IRS discuss this return with the preparer shown above? See instructions Yes No

Southern Oregon Repertory Singers

Statement of Activities

For the Period July 1, 2015 through June 30, 2016

	Last Year Actual	This Year Actual
REVENUE AND SUPPORT		
Donations (Undesignated)	13,375.00	9,322.00
Grants	16,500.00	6,000.00
Young Artist Fund	1,775.00	3,038.00
Sales of Merchandise	267.00	110.69
Britt Stipend		6,500.00
RVS Stipend	5,400.00	6,316.00
Outreach		9,600.00
Sponsorships		
Concert A	7,000.00	4,600.00
Concert B	3,375.00	4,485.51
Concert C	9,470.09	4,700.00
Concert D	6,446.78	18,439.00
Season	24,000.00	25,000.00
From Businesses		425.00
Core Singers		4,800.00
Messiah		2,500.00
Total Sponsorships	50,291.87	64,949.51
Ticket Sales		
Concert A Gold		3,124.00
Concert A Platinum		4,087.00
Total Ticket Sales Concert A	2,847.00	7,211.00
Concert B Gold		4,823.50
Concert B Platinum		6,672.60
Total Ticket Sales Concert B	8,855.00	11,496.10
Concert C Gold		3,177.60
Concert C Platinum		2,980.40
Total Ticket Sales Concert C	11,359.88	6,158.00
Concert D Gold		5,709.80
Concert D Platinum		7,045.69
Total Ticket Sales Concert D	4,636.20	12,755.49
Season Gold		4,719.20
Season Platinum		27,046.80
Total Ticket Sales Season	22,262.60	31,766.00
Grand Total Ticket Sales	49,960.68	69,386.59
TOTAL REVENUE AND SUPPORT	137,569.55	\$ 175,222.79

	Last Year Actual	This Year Actual
EXPENSES		
<u>Artistic</u>		
Music Director	16,414.20	15,000.00
Accompanist	8,707.09	7,500.00
Paid Singers	14,550.00	11,870.40
Young Artists	2,000.00	2,000.00
<u>Concert A</u>		
Arranger/Composer		700.00
Music	1,238.27	1,688.64
Musicians	715.00	1,460.00
Total Concert A	1,953.27	3,848.64
<u>Concert B</u>		
Arranger/Composer	500.00	1,000.00
Music	1,331.73	2,474.31
Musicians	1,150.00	880.00
Total Concert B	2,981.73	4,354.31
<u>Concert C</u>		
Arranger/Composer	750.00	400.00
Music	1,260.01	2,084.24
Musicians	9,370.00	250.00
Total Concert C	11,380.01	2,734.24
<u>Concert D</u>		
Conducting		
Arranger/Composer		700.00
Music	1,625.32	2,702.79
Musicians incl Concertmaster	200.00	29,916.28
Total Concert D	1,825.32	33,319.07
Carmina expenses		4,051.18
Messiah Expenses		3,851.00
Total Artistic	59,811.62	\$ 88,528.84
<u>Development</u>		
Project Support	3,003.00	3,070.22
Events - Donors	1,968.29	3,996.91
Board & Fundraising	1,461.83	1,151.05
Grant Writer	3,150.00	1,020.00
Literature, design, printing	3,324.49	1,291.28
Postage, supplies	659.25	918.03
Total Development	13,566.86	\$ 11,447.49
Outreach Program - Education	9,307.93	10,628.76
Outreach Program - Marketing	3,121.25	-
Total Outreach	12,429.18	10,628.76

	Last Year Actual	This Year Actual
Marketing & Promotion		
Project support	6,548.50	2,995.00
Digital Marketing	436.16	569.63
Publicity		
Concert A	1,792.60	3,330.77
Concert B	2,316.00	2,825.97
Concert C	2,430.77	2,749.02
Concert D	2,954.76	5,071.28
Season	3,925.19	6,191.47
Total Publicity	13,419.32	20,168.51
Total Marketing & Promotion	20,403.98	23,733.14
Office/General Administrative Expense		
Business Manager	6,000.00	6,500.00
Bank Charges	57.60	(1.18)
Donation Processing	419.71	334.90
Ticket Processing	4,053.53	4,616.83
Data & Bookkeeping Expense	222.83	-
Dues & Subscriptions	225.00	100.00
Insurance - Officers and Directors	811.00	811.00
Insurance - Liability	350.00	350.00
Insurance - Workers Comp	1,869.22	639.17
Payroll processing	607.49	507.50
Permits & Licenses	80.62	153.91
Postage & Duplicating	145.66	149.00
Professional Fees	575.00	-
Supplies	253.05	135.20
Taxes - Payroll (Employer)	6,607.59	6,832.97
Telephone	137.28	162.71
Total Office/General Admin Expense	22,415.58	\$ 21,292.01
Production		
Concert A	1,432.87	2,112.20
Concert B	2,252.03	2,253.76
Concert C	2,058.58	2,276.96
Concert D	2,046.20	3,297.43
Total Production	7,789.68	9,940.35
TOTAL EXPENSES	136,416.90	\$ 165,570.59
NET OPERATING INCOME	1,152.65	\$ 9,652.20
CHANGE IN NET ASSETS	1,152.65	\$ 9,652.20

	Last Year Actual	This Year Actual
NET ASSETS BEGINNING OF YEAR	56,203.97	57,536.58
NET ASSETS AS OF JUNE 30, UNRESTRICTED	57,684.26	65,090.79
NET ASSETS AS OF JUNE 30, RESTRICTED	31,861.60	35,225.20
TOTAL NET ASSETS AS OF JUNE 30, 2016	89,545.86	\$ 100,315.99