

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 Shippet, Administration Department

Grant Application

20 East Main Street, Ashland, OR 97520

Applicant/Organization	Dancing People Company (DPC)		
Mailing Address	310 Oak Street, Suite 5 Ashland OR 97520		
Contact Name	Jessica Klinke	Contact Phone #1	541-727-8096
Email #1	info@dancingpeople.com		
Contact Name #2	Robert Head	Contact Phone #2	541-778-4187
Email #2	robert.head@gmail.com		
Federal Tax ID	██████████	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*)

For 13 years, Dancing People Company (DPC) has provided Southern Oregon with extraordinary dance through professional performances and excellent training and education opportunities in contemporary dance. In this last year, with the retirement of the founding artistic director and through an extensive strategic planning process with the Board of Directors, DPC is emerging with a new vision and continued commitment to serve Ashland and its surrounding regions through intensive and immersive experiences in dance and performing arts.

The mission of DPC is:

- 1) to facilitate original dance works that illuminate art as essential to the human experience
- 2) to create collaborative opportunities for dancers and artists of all abilities and backgrounds
- 3) to provide, through movement, a broad and inclusive spectrum of educational opportunities

DPC thrives on providing high quality professional dance for our region's communities. And while there is a significant amount of arts programming in Southern Oregon, we are the singular organization providing excellent, accessible virtuosic dance through performance and educational opportunities. Our intention is to expand our impact by offering an Annual Dance Festival, bringing dancers, choreographers, artists, and mentors from all over the country to our community—offering them a chance to train, perform, experience, and expand their art form while simultaneously enriching the cultural experiences available for residents and tourists in our region of Southern Oregon. DPC will produce the first Annual Dance Festival in 2018, in partnership with the Oregon Center for Performing Arts at Southern Oregon University.

Over the course of the ten-day festival, and as a key component to our festival programming, DPC will offer a variety of free, community events. We are seeking support from the City of Ashland for our Kick-off Event, Evening Community Events, and Community Dance Celebration.

- Kick-off Event: a collaborative community event, celebrating creativity and dance in our region, combining local talent with visiting artists, and kicking off ten days of dance in Ashland.
- Evening Community Events: utilizing local venues and studios, DPC co-hosts evening dance events in partnership with regional businesses and dance enthusiasts. These celebrations invite people to learn a new form of expression, participate with their community through movement, and open the doors to experience dance. These events may include free classes, social dances such as a Swing or Tango night, or an evening show of local talent.
- Community Dance Celebration: closing out the ten days of the festival, the greater community is invited to celebrate all that was learned and explored by festival participants through a showcase hosted in the afternoon at an outdoor venue like the Lithia Park bandshell.

In addition to these community-focused events, and the educational and performance opportunities available during the festival period, DPC continues to offer programming throughout the year including quarterly Master classes by outstanding visiting artists, presentations of professional performances, and our Movement Partnership Program at area high schools, now in its tenth year.

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*)

Cultural

All of DPC's work in Ashland and beyond, diversifies Ashland's access to cultural activities. For 13 years, we have been the only professional dance company in the region, providing expanded access to and increased education in the performing arts and contemporary dance. Being home to an annual dance festival provides a unique cultural opportunity for the citizens and visitors of Ashland to witness and participate in a wide range of activities relating to dance in many forms—contemporary, cultural, participatory, and emergent.

By developing our programming to include an annual dance festival in our region, DPC is expanding the availability of performing arts and diversifying the creative activities available to our residents and tourists. The organization's commitment to providing long-term access to a vital art form is evident in our long-standing and highly regarded reputation in the community. In previous years, DPC has provided access to dance to over 5,000 individuals. We expect our expanded programming in 2018 to result in a 50% increase to individual access and impact.

The particular community events for which we are requesting funding from the City of Ashland are targeted at the widest possible audience, with the greatest possible impact. These community events expose people to world-class creative arts free of charge. It allows them to participate in and experience dance without the limitations of a ticket price. It increases exposure to a valuable art form regardless of income, age, or ethnicity. Additionally, it provides an opportunity for community members, businesses, educational institutions, artists, and cultural organizations to collaborate with one another in evening events hosted at local venues and studios.

Tourism

A primary goal of the Annual Dance Festival is to increase the visibility and vitality of Ashland as a destination for great dance. In so doing, DPC hopes to draw hundreds of people annually to our region to train, perform, and participate in festival events. In addition to the hundreds of students attending the educational component of the festival, DPC will host dancers, choreographers, and companies from around the country as participants and performers in the festival's programming. These visiting students and artists will require lodging, food, and supplies, which will have a direct impact on Ashland's tourism economy. Additionally, the performances and community events offered over the duration of the festival will bring hundreds of people into the downtown area as audience members, having a generally positive effect on area businesses and increased sales.

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	
Kick-Off Event	6/21/18	6/21/18	\$3,000
Evening Community Events	6/21/18	6/30/18	\$2,000
Community Dance Celebration	6/30/18	6/30/18	\$5,000

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

<input checked="" type="checkbox"/>	Grant Category	Grant Request
X	Cultural	\$7,500
<p>Per Cultural Development eligible activities (page 11), please explain how your activities qualify <i>(please limit to approx. 250 words)</i>:</p> <p>DPC's annual dance festival in general, and the community-focused events in particular, will greatly increase the diversity of cultural opportunities in our region. Not only will it be the only dance-focused program available, but it will also provide opportunities for training and participation by locals unmatched within hundred's of miles. By holding an annual event, DPC ensures long-term access to professional dance training and performance for local residents and visitors.</p> <p>By leveraging relationships with SOU's Oregon Center for the Arts and OSF's Green Show, DPC will enhance the quality and caliber of professional dance performance available to the Ashland community. By pooling resources and collaborating on scheduling, DPC and the Green Show can "share" visiting artists who would normally be cost prohibitive. By working together, we can reach further afield and bring artists from across the nation and around the world to teach and perform in Ashland. Through our partnership with SOU, we can provide world-class facilities for our classes and performances.</p> <p>Finally, the nature of our community events are free and open to the public, providing access to high-quality performing arts regardless of income, age, or ethnicity. In addition, DPC plans to offer reduced-rates and scholarships to qualified, low-income local dancers wishing to participate in the training program, to ensure expanded access creative arts.</p>		
X	Tourism	\$2,500
<p>Per Tourism eligible activities (page 11), please explain how your activities qualify <i>(please limit to approx. 250 words)</i>:</p> <p>With hundreds of students, artists, and supporters attending events related to DPC's annual dance festival, we see a likely impact in the areas of:</p> <ul style="list-style-type: none"> - increased hotel/motel occupancy - increased restaurant and retail sales - creation of a new non-traditional tourism related activity <p>Additionally, the festival will be widely marketed throughout the West Coast, and nationally, in order to draw a diverse selection of dancers and participants to train and perform in our region. Materials will be distributed to schools, cultural institutions, and dance companies, encouraging them to visit Ashland for purpose of participating in DPC's annual dance festival.</p>		

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 funds requested are for free, community events held over the course of a ten-day dance festival organized and hosted by DPC, in partnership with Southern Oregon University's Center for Performing Arts. These events include the Kick-Off event, evening dances hosted at local establishments over the course of the festival, and a closing celebration. These three events would succeed in bringing dance out of the studio, off the stage, and into the heart of the community. Utilizing local venues these events would celebrate dance as an accessible and inclusive art form for all to experience.

The community input we received from our Steering Committee meeting made it clear that a successful festival in Ashland involves and engages the local arts community, and makes performance and participation as inclusive as possible. With that in mind, we devised these three community-based events, which welcome residents of and visitors to our region with opportunities to participate alongside regional and national dancers and dance companies.

If we do not receive the full funding request from the City of Ashland, the staff and Board would review the current budget for appropriate or necessary cuts, seek additional individual donations from community members, businesses and organizations, and/or choose to eliminate one or more of these events. The funding sought from the City of Ashland would ensure that these events remain free, open to the public, and provide access to dance (both experiential and participatory) for all those living or visiting our region.

5. 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*)

In order to report on the direct results and desired outcomes of the city's funding, DPC will employ a number of methods including registration, surveying, and direct outreach. Through our registration process for participants of the festival, DPC will collect relevant data pertaining to distance travelled, place of origin, and utilized accommodations. Additionally, through the scholarship assessment process, we will be able to identify low-income participants to the program. At particular events, such as the free community events, DPC will survey attendees in order to identify target outcomes of audience demographics. Ticketing (even at free events) and door counters will be used to quantify the number of people attending the additional events presented at the festival. At the completion of the festival, registered participants will be asked to complete a survey and evaluation of the overall program. As part of that questionnaire, DPC will inquire as to additional cultural events attended during their stay in Ashland.

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

By signing below you certify that:

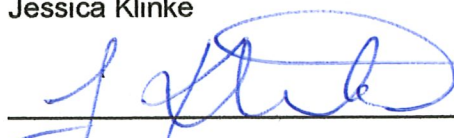
You, the grantee, understand that you must comply with all federal, state and local requirements applicable for the activities funded by this grant. Award of a grant by the City does not waive the grantee's obligation to obtain, at grantee's sole expense, all applicable permits that may be required for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

Name (signature) _____



Title

Managing Director, Dancing People Company



Dancing
People
Company

310 Oak Street, Suite 5 Ashland, Oregon 97520 541-488-9683 www.dancingpeople.com

Board of Directors **March 2017**

Robert Head, *President*
2770 Diane Street
Ashland, OR 97520
541-778-4187
robert.head@gmail.com

-Consultant, Programmer
-Pivotal Labs, Software Dev. Engineer
-Diversity Dance Workshop, Seattle Artistic Director
- joined DPC Board November 2012

Lara Berich, *Secretary*
635 Park St
Ashland OR 97520
lara.berich@gmail.com
541-727-8556

-Oregon Shakespeare Festival: Costume Department
-Santa Fe Opera: Costume Department
-joined DPC Board June 2016

Marge Maddux, *Treasurer*

762 Monroe Street
Ashland, OR 97520
651-303-6673
maddu001@umn.edu

-University of Minnesota,
Head of Dance Dept (retired)
-Retail business owner - The Yarnery
-joined DPC Board 2007

Tom Berich, *Member*
Department
635 Park St
Ashland OR 97520
Director
tberich@mac.com
541-613-3770

-Southern Oregon University: Percussion

-Oregon Shakespeare Festival: Musician
-Oregon Cultural Outreach & Events: Executive

-Blackstone Audio: Editor-Proofer
-joined DPC Board June 2016

Jeff Parr, *Member*
3800 Siskiyou Blvd.
Ashland, OR 97520
541-944-8449
jeffparr100@gmail.com

-Web Developer, Software Engineer
-Formerly Allyson's Kitchen, Hilltop Innovation
-Business Consultant for tech startups, F-500
-Dance Enthusiast
-joined DPC Board on September 2014

Staff

Jessica Klinke, *Managing Director*
3402 Anderson Creek Road

Talent, OR 97540
541-727-8096
info@dancingpeople.com

-Ind. Bookkeeper for small businesses
-co-founder, former Managing Director,
PDX Bridge Festival
-Board Treasurer, Rogue Farm Corps
-MA in Folklore, UNC - Chapel Hill
-joined DPC Board in January 2014
-hired as staff member in March 2017

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: Dancing People Company

Program/Event Name: Dance Festival and other Community Dance events

For the Twelve month period of: July 1, 2017 - June 30, 2018

I. Customer Age (percentage)

Youth 0 to 17 years	20%
Adult 18 to 39 years	23%
Adult 40 to 64 years	33%
Adult 65 and over	24%
Unknown	0%
Total	100%

II. Staff Residence (percentage)

Ashland	0%
Rogue Valley	100%
Other	0%
Total	100%

II. Customer Residence (percentage)

Ashland	40%
Rogue Valley	30%
Other (within 50 miles)	10%
Other (greater than 50 miles)	20%

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

**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: Dancing People Company

PROGRAM/EVENT TITLE: Annual Festival - Community Dance Events

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

REVENUE		
City of Ashland Grant Funds		\$10,000
Jackson County Funds /Identify: (JaCCC grant)		\$2,500
Other State or Federal Funds /Identify:		\$
Other Funds /Identify (Local Business sponsorship, individual support)		\$8,750
Other Funds (cont)		\$
		\$
TOTAL REVENUE		\$21,250
EXPENDITURES		
A. PERSONAL SERVICES (<i>List costs by job title or function</i>)		
Total Salaries	% of time to project	\$12,500
1.Managing Director	20%	
2.Artistic Personnel (lighting, musicians, etc)	100%	
3.Technical Personnel	100%	
4.Dancer stipends	20%	
Total Benefits		\$
1. _____		
2. _____		
3. _____		
4. _____		
TOTAL PERSONAL SERVICES		\$12,500
B. MATERIALS & SERVICES:		
Facilities & Venue Rental (i.e. Lithia bandshell, studio & theater venues, etc)		\$4,300
Marketing - design and promotion		\$2,150
Equipment rental		\$1,800
Other supplies		\$500
TOTAL MATERIALS & SERVICES		\$8,750
TOTAL EXPENDITURES		\$21,250

ANNUAL FESTIVAL PROJECTED BUDGET		2017 - 2018
INCOME		
Earned Revenue		
	Participant Fees	\$19,800.00
	Performance Ticket Sales	\$15,000.00
	Administrative Fees	\$3,000.00
	Access to Dance - Financial Assistance	-\$1,950.00
TOTAL EARNED REVENUE		\$35,850.00
PROGRAM EXPENSES		
Operating Costs (60% of overall)		\$4,320.00
Liability Insurance		\$1,500.00
Advertising & Promotion		\$2,500.00
Facilities Rental		\$15,000.00
Equipment Rental		\$6,400.00
Performance Venue Rental		\$8,900.00
Teaching Artist Fees		\$26,950.00
	Emerging Choreographer Stipend (3)	\$8,500.00
	Master Teacher Fees (2)	\$6,000.00
	Legacy Repertoire Fees (1)	\$10,000.00
	Global Connections Teacher Fees (5)	\$2,450.00
Performance Fees		\$14,000.00
	Emerging Choreographer Showcase (2)	\$2,000.00
	Legacy Repertoire Performance (1)	\$12,000.00
Community Events		\$10,000.00
	Kick-off Event	\$3,000.00
	Evening Community Events	\$2,000.00
	Community Dance Celebration	\$5,000.00
TOTAL PROGRAM EXPENSES		\$85,250.00

Projected Operating Budget		2017	2018
Income			
Grants			
	Foundations	\$30,000.00	\$48,000.00
	Government Support	\$0.00	\$35,000.00
Public Support			
	Individual Contributions	\$7,500.00	\$15,000.00
	Corporate Sponsorship	\$500.00	\$15,000.00
Special Events Income		\$1,100.00	\$2,200.00
Earned Program Revenue			
	Quarterly Master Classes	\$2,500.00	\$5,000.00
	Annual Dance Festival	\$0.00	\$35,850.00
TOTAL INCOME		\$41,600.00	\$156,050.00
Expenses			
Operating & Business Expenses			
	Fees, Supplies, Postage, etc	\$1,000.00	\$6,000.00
	Insurance Expenses	\$300.00	\$1,200.00
TOTAL OPERATING EXPENSES		\$1,300.00	\$7,200.00
Fundraising Costs			
	Direct Mail - Annual Appeal	\$600.00	\$1,500.00
	Corporate Sponsorship Program	\$600.00	\$2,000.00
	Special Events Expenses	\$800.00	\$1,000.00
TOTAL FUNDRAISING EXPENSES		\$2,000.00	\$4,500.00
Marketing			
	Advertising & Promotion	\$600.00	\$6,000.00
	Branding & Graphic Design	\$500.00	\$1,500.00
	Website Design & Implementation	\$5,000.00	\$4,000.00
TOTAL MARKETING		\$6,100.00	\$11,500.00

Projected Operating Budget		2017	2018
Staffing & Contract Services			
	Managing Director	\$20,000.00	\$32,000.00
TOTAL STAFFING & CONTRACT SERVICES		\$20,000.00	\$32,000.00
Program Expenses			
	Quarterly Master Classes	\$4,200.00	\$5,600.00
	Partnership in Movement	\$8,000.00	\$10,000.00
	Dance Festival	\$0.00	\$85,250.00
TOTAL PROGRAM EXPENSES		\$12,200.00	\$100,850.00
TOTAL EXPENSES		\$41,600.00	\$156,050.00

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **OCT 15 2005**

DANCING PEOPLE COMPANY
1551 WOODLAND DR
ASHLAND, OR 97520-3489

Employer Identification Number:

DIN:

Contact Person: DONNA ELLIOT-MOORE ID# 50304
Contact Telephone Number: (877) 829-5500
Accounting Period Ending: December 31
Public Charity Status: 170(B) (1) (A) (vi)
Form 990 Required: Yes
Effective Date of Exemption: September 20, 2005
Contribution Deductibility: Yes
Advance Ruling Ending Date: December 31, 2009

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. During your advance ruling period, you will be treated as a public charity. Your advance ruling period begins with the effective date of your exemption and ends with advance ruling ending date shown in the heading of the letter.

Shortly before the end of your advance ruling period, we will send you Form 8734, Support Schedule for Advance Ruling Period. You will have 90 days after the end of your advance ruling period to return the completed form. We will then notify you, in writing, about your public charity status.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

letter 1045 (00/00)

**Bylaws
of
Dancing People Company**

**Article 1
Offices**

Section 1. Principal Office

The principal office of the corporation is located in Jackson County, State of Oregon.

Section 2. Change of Address

The designation of the county or state of the corporation's principal office may be changed by amendment of these bylaws. The board of directors may change the principal office from one location to another within the named county by noting the changed address and effective date below, and such changes of address shall not be deemed, nor require, an amendment of these bylaws:

New Address: _____

Dated: _____, 20__

New Address: _____

Dated: _____, 20__

New Address: _____

Dated: _____, 20__

Section 3. Other Offices

The corporation may also have offices at such other places, within or without its state of incorporation, where it is qualified to do business, as its business and activities may require, and as the board of directors may, from time to time, designate.

**Article 2
Nonprofit Purposes**

Section 1. IRC Section 501(c)(3) Purposes

This corporation is organized exclusively for one or more of the purposes as specified in Section 501(c)(3) of the Internal Revenue Code, including, for such purposes, the making of distributions to organizations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code.

Section 2. Specific Objectives and Purposes

The specific objectives and purposes of this corporation shall be:

- To create and present professional quality public dance performances.
- To maintain a space for dance and movement education.
- To teach the tools of dance technique, choreography and performance.
- To create opportunities for professional dancers, non-professional dancers and other community members to interact and create art together.
- To develop a project model that partners community members with Dancing People Company's(DPC) artists to bring art into people's every day lives, and implement that model across the country.
- To foster dialogue between artists and audiences that explore the creative ideas and process of dance making.
- To directly engage in and to provide facilities for others to engage in the promotion of the arts, generally.

Article 3 Directors

Section 1. Number

The corporation shall have seven directors and collectively they shall be known as the board of directors.

Section 2. Qualifications

Directors shall be of the age of majority in this state. Other qualifications for directors of this corporation shall be as follows:

Section 3. Powers

Subject to the provisions of the laws of this state and any limitations in the articles of incorporation and these bylaws relating to action required or permitted to be taken or approved by the members, if any, of this corporation, the activities and affairs of this corporation shall be conducted and all corporate powers shall be exercised by or under the direction of the board of directors.

Section 4. Duties

It shall be the duty of the directors to:

- a. Perform any and all duties imposed on them collectively or individually by law, by the articles of incorporation, or by these bylaws;
- b. Appoint and remove, employ and discharge, and, except as otherwise provided in these bylaws, prescribe the duties and fix the compensation, if any, of all officers, agents, and employees of the corporation;
- c. Supervise all officers, agents, and employees of the corporation to assure that their duties are performed properly;
- d. Meet at such times and places as required by these bylaws;
- e. Register their addresses with the secretary of the corporation, and notices of meetings mailed or telegraphed to them at such addresses shall be valid notices thereof.

Section 5. Term of Office

Each director shall hold office for a period of three years and until his or her successor is elected and qualifies.

Section 6. Compensation

Directors shall serve without compensation. They shall be allowed reasonable advancement or reimbursement of expenses incurred in the performance of their duties. Any payments to directors shall be approved in advance in accordance with this corporation's conflict of interest policy, as set forth in Article 9 of these bylaws.

Section 7. Place Of Meetings

Meetings shall be held at the principal office of the corporation unless otherwise provided by the board or at such other place as may be designated from time to time by resolution of the board of directors.

Section 8. Regular Meetings

Regular meetings of directors shall be held on the third Wednesday of each month at 7:00PM, unless such day falls on a legal holiday, in which event the regular meeting shall be held at the same hour and place on the next business day.

If this corporation makes no provision for members, then, at the regular meeting of directors held in November or May, directors shall be elected by the board of directors. Voting for the election of directors shall be by written ballot. Each director shall cast one vote per candidate, and may vote for as many candidates as the number of candidates to be elected to the board. The candidates receiving the highest number of votes up to the number of directors to be elected shall be elected to serve on the board.

Section 9. Special Meetings

Special meetings of the board of directors may be called by the chairperson of the board, the president, the vice president, the secretary, by any two directors, or, if different, by the persons specifically authorized under the laws of this state to call special meetings of the board. Such meetings shall be held at the principal office of the corporation or, if different, at the place designated by the person or persons calling the special meeting.

Section 10. Notice of Meetings

Unless otherwise provided by the articles of incorporation, these bylaws, or provisions of law, the following provisions shall govern the giving of notice for meetings of the board of directors:

- a. **Regular Meetings.** No notice need be given of any regular meeting of the board of directors.
- b. **Special Meetings.** At least one week prior notice shall be given by the secretary of the corporation to each director of each special meeting of the board. Such notice may be oral or written, may be given personally, by first class mail, by telephone or by facsimile machine, and shall state the place, date, and time of the meeting and the matters proposed to be acted upon at the meeting. In the case of facsimile notification, the director to be contacted shall acknowledge personal receipt of the facsimile notice by a return message or telephone call within twenty-four hours of the first facsimile transmission.
- c. **Waiver of Notice.** Whenever any notice of a meeting is required to be given to any director of this corporation under provisions of the articles of incorporation, these bylaws, or the law of this state, a waiver of notice in writing signed by the director, whether before or after the time of the meeting, shall be equivalent to the giving of such notice.

Section 11. Quorum for Meetings

A quorum shall consist of a majority of the members of the board of directors.

Except as otherwise provided under the articles of incorporation, these bylaws, or provisions of law, no business shall be considered by the board at any meeting at which the required quorum is not present, and the only motion which the chair shall entertain at such meeting is a motion to adjourn.

Section 12. Majority Action as Board Action

Every act or decision done or made by a majority of the directors present at a meeting duly held at which a quorum is present is the act of the board of directors, unless the articles of incorporation, these bylaws, or provisions of law require a greater percentage or different voting rules for approval of a matter by the board.

Section 13. Conduct of Meetings

Meetings of the board of directors shall be presided over by the chairperson of the board, or, if no such person has been so designated, or in his or her absence, the president of the corporation, or in his or her absence, by the vice president of the corporation, or in the absence of each of these persons, by a chairperson chosen by a majority of the directors present at the meeting. The secretary of the corporation shall act as secretary of all meetings of the board, provided that, in his or her absence, the presiding officer shall appoint another person to act as secretary of the meeting.

Meetings shall be governed by _____, insofar as such rules are not inconsistent with or in conflict with the articles of incorporation, these bylaws or with provisions of law.

Section 14. Vacancies

Vacancies on the board of directors shall exist (1) on the death, resignation, or removal of any director, and (2) whenever the number of authorized directors is increased.

Any director may resign effective upon giving written notice to the chairperson of the board, the president, the secretary, or the board of directors, unless the notice specifies a later time for the effectiveness of such resignation. No director may resign if the corporation would then be left without a duly elected director or directors in charge of its affairs, except upon notice to the office of the attorney general or other appropriate agency of this state.

Directors may be removed from office, with or without cause, as permitted by and in accordance with the laws of this state.

Unless otherwise prohibited by the articles of incorporation, these bylaws, or provisions of law, vacancies on the board may be filled by approval of the board of directors. If the number of directors then in office is less than a quorum, a vacancy on the board may be filled by approval of a majority of the directors then in office or by a sole remaining director. A person elected to fill a vacancy on the board shall hold office until the next election of the board of directors or until his or her death, resignation, or removal from office.

Section 15. Nontiability of Directors

The directors shall not be personally liable for the debts, liabilities, or other obligations of the corporation.

Section 16. Indemnification by Corporation of Directors and Officers

The directors and officers of the corporation shall be indemnified by the corporation to the fullest extent permissible under the laws of this state.

Section 17. Insurance For Corporate Agents

Except as may be otherwise provided under provisions of law, the board of directors may adopt a resolution authorizing the purchase and maintenance of insurance on behalf of any agent of the corporation (including a director, officer, employee, or other agent of the corporation) against liabilities asserted against or incurred by the agent in such capacity or arising out of the agent's status as such, whether or not the corporation would have the power to indemnify the agent against such liability under the articles of incorporation, these bylaws, or provisions of law.

Article 4 Officers

Section 1. Designation Of Officers

The officers of the corporation shall be a president, a vice president, a secretary, and a treasurer. The corporation may also have a chairperson of the board, one or more vice presidents, assistant secretaries, assistant treasurers, and other such officers with such titles as may be determined from time to time by the board of directors.

Section 2. Qualifications

Any person may serve as officer of this corporation.

Section 3. Election and Term of Office

Officers shall be elected by the board of directors, at any time, and each officer shall hold office until he or she resigns or is removed or is otherwise disqualified to serve, or until his or her successor shall be elected and qualified, whichever occurs first.

Section 4. Removal and Resignation

Any officer may be removed, either with or without cause, by the board of directors, at any time. Any officer may resign at any time by giving written notice to the board of directors or to the president or secretary of the corporation. Any such resignation shall

take effect at the date of receipt of such notice or at any later date specified therein, and, unless otherwise specified therein, the acceptance of such resignation shall not be necessary to make it effective. The above provisions of this section shall be superseded by any conflicting terms of a contract which has been approved or ratified by the board of directors relating to the employment of any officer of the corporation.

Section 5. Vacancies

Any vacancy caused by the death, resignation, removal, disqualification, or otherwise, of any officer shall be filled by the board of directors. In the event of a vacancy in any office other than that of president, such vacancy may be filled temporarily by appointment by the president until such time as the board shall fill the vacancy. Vacancies occurring in offices of officers appointed at the discretion of the board may or may not be filled as the board shall determine.

Section 6. Duties of President

The president shall be the chief executive officer of the corporation and shall, subject to the control of the board of directors, supervise and control the affairs of the corporation and the activities of the officers. He or she shall perform all duties incident to his or her office and such other duties as may be required by law, by the articles of incorporation, or by these bylaws, or which may be prescribed from time to time by the board of directors. Unless another person is specifically appointed as chairperson of the board of directors, the president shall preside at all meetings of the board of directors and, if this corporation has members, at all meetings of the members. Except as otherwise expressly provided by law, by the articles of incorporation, or by these bylaws, he or she shall, in the name of the corporation, execute such deeds, mortgages, bonds, contracts, checks, or other instruments which may from time to time be authorized by the board of directors.

Section 7. Duties of Vice President

In the absence of the president, or in the event of his or her inability or refusal to act, the vice president shall perform all the duties of the president, and when so acting shall have all the powers of, and be subject to all the restrictions on, the president. The vice president shall have other powers and perform such other duties as may be prescribed by law, by the articles of incorporation, or by these bylaws, or as may be prescribed by the board of directors.

Section 8. Duties of Secretary

The secretary shall:

Certify and keep at the principal office of the corporation the original, or a copy, of these bylaws as amended or otherwise altered to date.

Keep at the principal office of the corporation or at such other place as the board may determine, a book of minutes of all meetings of the directors, and, if applicable, meetings of committees of directors and of members, recording therein the time and place of holding, whether regular or special, how called, how notice thereof was given, the names of those present or represented at the meeting, and the proceedings thereof.

See that all notices are duly given in accordance with the provisions of these bylaws or as required by law.

Be custodian of the records and of the seal of the corporation and affix the seal, as authorized by law or the provisions of these bylaws, to duly executed documents of the corporation.

Keep at the principal office of the corporation a membership book containing the name and address of each and any members, and, in the case where any membership has been terminated, he or she shall record such fact in the membership book together with the date on which such membership ceased.

Exhibit at all reasonable times to any director of the corporation, or to his or her agent or attorney, on request therefor, the bylaws, the membership book, and the minutes of the proceedings of the directors of the corporation.

In general, perform all duties incident to the office of secretary and such other duties as may be required by law, by the articles of incorporation, or by these bylaws, or which may be assigned to him or her from time to time by the board of directors.

Section 9. Duties Of Treasurer

The treasurer shall:

Have charge and custody of, and be responsible for, all funds and securities of the corporation, and deposit all such funds in the name of the corporation in such banks, trust companies, or other depositories as shall be selected by the board of directors.

Receive, and give receipt for, monies due and payable to the corporation from any source whatsoever.

Disburse, or cause to be disbursed, the funds of the corporation as may be directed by the board of directors, taking proper vouchers for such disbursements.

Keep and maintain adequate and correct accounts of the corporation's properties and business transactions, including accounts of its assets, liabilities, receipts, disbursements, gains, and losses.

Exhibit at all reasonable times the books of account and financial records to any director of the corporation, or to his or her agent or attorney, on request therefor.

Render to the president and directors, whenever requested, an account of any or all of his or her transactions as treasurer and of the financial condition of the corporation.

Prepare, or cause to be prepared, and certify, or cause to be certified, the financial statements to be included in any required reports.

Short Form

Return of Organization Exempt From Income Tax

2015

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

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 January, 2015, and ending December, 2015

B Check if applicable:

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

C Name of organization DANCING PEOPLE COMPANY		D Employer identification number [REDACTED]
Number and street (or P.O. box, if mail is not delivered to street address)	Room/suite	E Telephone number
310 OAK STREET	#5	541-488-9683
City or town, state or province, country, and ZIP or foreign postal code		F Group Exemption Number ▶
ASHLAND OR 97520		

G Accounting Method: Cash Accrual Other (specify) ▶ _____

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

I Website: ▶ www.dancingpeople.com

J Tax-exempt status (check only one) – 501(c)(3) 501(c) () ◀ (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

	Description	Code	Amount
Revenue	1 Contributions, gifts, grants, and similar amounts received	1	70,319
	2 Program service revenue including government fees and contracts	2	37,347
	3 Membership dues and assessments	3	0
	4 Investment income	4	0
	5a Gross amount from sale of assets other than inventory	5a	
	b Less: cost or other basis and sales expenses	5b	
	c Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)	5c	0
	6 Gaming and fundraising events		
	a Gross income from gaming (attach Schedule G if greater than \$15,000)	6a	
	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)	6b	
c Less: direct expenses from gaming and fundraising events	6c		
d Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)	6d	0	
7a Gross sales of inventory, less returns and allowances	7a		
b Less: cost of goods sold	7b		
c Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)	7c	0	
8 Other revenue (describe in Schedule O)	8	0	
9 Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶	9	107,666	
Expenses	10 Grants and similar amounts paid (list in Schedule O)	10	0
	11 Benefits paid to or for members	11	0
	12 Salaries, other compensation, and employee benefits	12	7,153
	13 Professional fees and other payments to independent contractors	13	48,266
	14 Occupancy, rent, utilities, and maintenance	14	27,704
	15 Printing, publications, postage, and shipping	15	5,097
	16 Other expenses (describe in Schedule O)	16	5,934
	17 Total expenses. Add lines 10 through 16 ▶	17	94,154
Net Assets	18 Excess or (deficit) for the year (Subtract line 17 from line 9)	18	13,512
	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)	19	35,052
	20 Other changes in net assets or fund balances (explain in Schedule O)	20	
	21 Net assets or fund balances at end of year. Combine lines 18 through 20 ▶	21	30,016

03/22/17

DPC
Profit and Loss Standard
January through December 2016

	Jan - Dec '16
Ordinary Income/Expense	
Income	
Direct Public Grants	
Restricted Funds	48,565.00
Unrestricted	5,000.00
Direct Public Grants - Other	2,537.00
Total Direct Public Grants	56,102.00
Indirect Public Support	44.82
Program Income	
Performance Ticket Sales	9,751.00
Class Fees	802.00
School Residency Ticket Sales	154.00
Program Income - Other	17,620.00
Total Program Income	28,327.00
Total Income	84,473.82
Expense	
Advertising & Promotion	
Email Marketing	116.50
Total Advertising & Promotion	116.50
Bank Service Charges	90.30
Staffing & Contract Services	
Graphic Designer	180.00
Artistic Director	7,168.00
Managing Director	14,000.00
Total Staffing & Contract Serv...	21,348.00
Facilities and Equipment	
Equip Rental and Maintenance	145.00
Facilities and Equipment - O...	1,779.00
Total Facilities and Equipment	1,924.00
Merchant Account Fee	36.50
Operations	
Postage, Mailing Service	449.42
Printing and Copying	268.95
Supplies	43.44
Utilities	
Electricity	2,068.97
Telephone & Internet	1,035.90
Trash & Recycling	115.50

03/22/17

DPC
Profit and Loss Standard
January through December 2016

	<u>Jan - Dec '16</u>
Utilities - Other	640.29
Total Utilities	<u>3,860.66</u>
Total Operations	4,622.47
Program Expenses	
Performance Costs	
Equipment rental	517.00
Audio/Visual	100.00
Performance Costs - Other	<u>1,925.00</u>
Total Performance Costs	2,542.00
Rehearsal Director	2,220.00
Dancer Fees	19,522.00
Teacher Fees	5,227.00
Program Expenses - Other	<u>306.85</u>
Total Program Expenses	29,817.85
Reimbursements	622.35
Rent Expense	19,665.00
Travel and Meetings	
Airfare	1,441.84
Mileage	<u>450.00</u>
Total Travel and Meetings	<u>1,891.84</u>
Total Expense	<u>80,134.81</u>
Net Ordinary Income	<u>4,339.01</u>
Net Income	<u><u>4,339.01</u></u>