



MEETING OF THE BOARD OF DIRECTORS
February 5, 2020 - 3:30PM – 5:00PM – St. Francis in the Foothills UMC

AGENDA

- I. Welcome (Chair) 3:30 – 3:35

- II. **CONSENT AGENDA**, including: 3:35 – 3:45
 - a. Minutes of December 18, 2019 Board Meeting (2 pages)
 - b. Audience Development Committee Report, 1/8/2020 (1 page)
 - c. Ticket Sales by Event & Price Level, December 31, 2019 (2 pages)
 - d. Ticket Sales by Event & Price Level, January 31, 2020 (2 pages)
 - e. Fund Development Committee, 1/30/20 (2 pages)
 - f. Fund Development Reports (3 pages)

- III. **Music Director’s Report** 3:45 – 4:00
 Concert and other updates, including 2020-21 Season overview with budget projections for proposed * new * Recital Series

- IV. **Chair’s Report** 4:00 – 4:10

PROPOSAL: That in 2020-21 season, True Concord initiate a new series of three recitals featuring guest artist(s) and/or ensemble members.

 Tucson Festival of Books – volunteers needed – March 14 & 15, 2020

- V. **Finance Committee Report** (Andy Robson) 4:10 - 4:30
 December 31, 2019 Reports (distributed with this Agenda)
 - a. Balance Sheet – All Classes (1 page)
 - b. P&L by Month – General Fund 1(page)
 - c. P&L by Class (1 page)
 - d. P&L Previous Year Comparison – General Fund (1 page)
 - e. P&L with Budget (1 page)
 - f. Statement of Cash Flows (1 page)

- VI. **Governance Committee** (Nancy March) 4:30 – 4:40
 Two new prospective Directors proposed for consideration (brief Bios attached): Jeannette Segel, and Lendre Kearns

 Slate of officers to be presented at Annual Meeting.

NEXT MEETING OF THE BOARD OF DIRECTORS
Wednesday, March 11, 2020 3:30 – 5:00PM
Location: St. Francis in the Foothills UMC, 4624 E. River Rd (at Swan)

True Concord Voices & Orchestra

Board Meeting

12/18/2019, 3:30 PM

St. Francis in the Foothills Methodist Church

Members present: Clyde Kunz, Eric Holtan, Susan Markovich, Nancy March, Eve Shapiro, David Nix, Claire West, Julia Pernet, Mary Lou Forier, Warren Beck

Members present by phone: Andy Watson

Absent: Eloise Fredrickson

Staff Present: Joshua Keeling

A meeting of the Board of Directors of True Concord Voices & Orchestra was called to order by Clyde Kunz on 12/18/2019 at 3:35 pm.

Consent Agenda:

A motion to approve the consent agenda was made by Andy Watson, seconded by Julia Pernet, and passed unanimously.

Music Director's Report

Christmas with True Concord CD Report

- On top lists and getting airplay around the country
- The board discussed outreach to KUAT/KUAZ for local airplay. Claire West offered to reach out to the station as well.

Next season:

Marking the Century of Women's Suffrage

Artistic budget \$440,585

- Concert production and transportation (rental cars, car loans) costs – may need to be considered closely in the artistic budgeting
- **Motion to approve artistic budget as presented made by Mary Lou Forier and unanimously passed.**

February 2020 recital (Tuesday 2/25/2020 – following Beethoven concerts)

Brian Giebler – releasing a new album based on diverse expressions of love.

- Cost: \$3000 for hall rental and artist fee

We will promote at 2020 concerts and seek sponsors.

- David Nix offered a \$500 sponsorship.
- Eve Shapiro offered a \$500 sponsorship.

Ticket prices - \$25 suggested, \$20 at February concert.

Suggested: 3-recital series in 2020-21 season (one would be Corinne Winters's recital)

Vanek Fund Check-in:

Possible commissions:

- Runestad – new piece to counter the war theme of *Dreams of the Fallen*

Recordings:

- Stephen Foster choral arrangements
- Releasing an album every year.

The board seeks word from Reference Recordings' position on this plan. Eric plans to meet with the label in the spring.

The board discussed finding other funding resources for recording/commission projects, such as the NEA.

Finance Report (Andy Robson)

Hagen commission came out of the General fund.

- The board approved the release of \$5000 from Recording class to offset the Hagen commission.
- The board approved a variance in the Guest Artist line for Bruce Chamberlain's fee for the October guest conducting appearance.

Audience Development Report (Eve Shapiro)

Ticketing: December concerts ended up about \$2,500 under budget, \$8,900 under budget cumulatively, so will be focusing on increased outreach in the second half of the season.

Reserved seating – the committee is having ongoing conversations about improving the experience for reserved seating patrons.

Fund Development Committee (Clyde Kunz)

The fund development committee has not met, but is now scheduled to do so. Donations are tracking ahead of last year, and – in particular – the year-end appeal is doing better than expected, with a higher average gift than in prior years (there has been an increase in the average gift every year!).

Governance Committee (Nancy March)

The governance committee is using a skills matrix and handbook in seeking new board members.

The meeting was adjourned at 5:10 PM.

The next board meeting is scheduled for February 5, 2020 at 3:30 PM at St. Francis in the Foothills Methodist Church.

**True Concord
Audience Development Committee Meeting
Jan 8, 2020**

Meeting began at 3:35.

Present: Eve Shapiro, Chair
Clyde Kunz
Eric Holtan
David Leege
Julia Pernet
Laurel Islas, Deb Hennley, Norma Gentry (ProVentures)
Josh Keeling, Erin Dietche (staff)

Ticket sales: There were losses from first 3 concerts, but tickets sales are above budget for America Sings! If ticket sales continue as projected, we should be able to make up most of losses. Sales going well for last 2 concerts as well. Also, Brian Giebler recital on Feb. 25 at Holsclaw will go on sale soon.

Marketing: Eblast from NPR very effective, revenues twice as much as the e-blast cost us. May be used in future concerts. Interviews with Morris Robinson are in the works. Laurel will speak with Dan Shearer in Green Valley about an article in the GV News. Direct mail (postcards) will be sent for last 2 concerts. GV advertising taking up more of the share of the budget than warranted by the number of concerts there. Inserts in TNI, Green Valley papers will be placed. Ads in OnStage in Tucson Jazz Society, U of A, Broadway in Tucson., Desert Song, and others, including out of town concerts.

Ticket pricing and reservations: Josh researching Patron Manager for reservations at each venue. Eric gave a proposal for an increase in prices of \$2/ticket and increase in \$12 in subscription prices. He reviewed new revenue that could be generated from this change, along with other suggestions. Julia suggested increasing prices for walkup ticket purchase. All committee members supported the proposed changes and they will be presented at the next board meeting for adoption.

Meeting adjourned at 4:45.
Submitted by Eve Shapiro

Ticket Sales by Event and Price Level - through 12-31-2019

FY 2019-20 as of 12/31/2019

Event Name, Date, and Ticket Price Levels	Quantity	Total Revenue	Budget \$	30,000
			Amount +/-	(3,906)
			% +/-	-13%
Shakespeare in Song	657	\$ 26,094	\$ 7,500	
Friday, October 11, 2019 at 7:00 PM	160	\$ 4,238		
Single	72	\$ 1,910		+17%
Subscription	77	\$ 2,328		-16%
Comp	11	\$ -		
Saturday, October 12, 2019 at 7:30 PM	282	\$ 7,567		
Single	99	\$ 2,772		
Subscription	137	\$ 4,795		
Comp	46	\$ -		
Sunday, October 13, 2019 at 3:00 PM	215	\$ 6,789		
Single	63	\$ 1,820		
Subscription	128	\$ 4,969		
Comp	24	\$ -		

Mozart & da Vinci	1,016	\$ 27,417	Budget \$	30,000.00
Friday, November 22, 2019 at 7:00 PM	246	\$ 5,445	Amount +/-	(2,582.76)
Single	82	\$ 2,060	% over/under:	-9%
Subscription	112	\$ 3,385		
Comp	52	\$ -		
Saturday, November 23, 2019 at 7:30 PM	305	\$ 8,955		+35%
Single	110	\$ 3,123		+19%
Subscription	165	\$ 5,832		
Comp	30	\$ -		
Sunday, November 24, 2019 at 3:00 PM	465	\$ 13,018		
Single	180	\$ 5,403		
Subscription	206	\$ 7,615		
Comp	79	\$ -		

Lessons & Carols by Candlelight: Songs of the Magi	1,238	\$ 36,481	Budget \$	39,000.00
Thursday, December 12, 2019 at 7:30 PM	128	\$ 3,382	Amount +/-	(2,519.50)
Single	99	\$ 2,439	% over/under:	-6%
Subscription	27	\$ 943		
Comp	2	\$ -		
Friday, December 13, 2019 at 7:00 PM	269	\$ 7,458		-6%
Single	163	\$ 4,339		-8%
Subscription	103	\$ 3,119		
Comp	4	\$ -		
Saturday, December 14, 2019 at 7:30 PM	372	\$ 11,517		
Single	250	\$ 7,309		
Subscription	111	\$ 4,208		
Comp	11	\$ -		
Sunday, December 15, 2019 at 3:00 PM	269	\$ 8,732		
Single	163	\$ 4,846		
Subscription	102	\$ 3,886		
Comp	4	\$ -		
Sunday, December 15, 2019 at 7:30 PM	200	\$ 5,393		
Single	143	\$ 3,601		
Subscription	51	\$ 1,792		
Comp	6	\$ -		

Ticket Sales by Event and Price Level - through 12-31-2018

FY 2018-19 as of 12/31/2018

Event Name, Date, and Ticket Price Levels	Quantity	Total Revenue	Budget \$	20,000
			Amount +/-	\$ 2,226
			% +/-	+11%
Northern Lights	786	\$ 22,226		
Friday, October 19, 2018 at 7:00 PM	194	\$ 5,320		
Single	88	\$ 2,426		
Subscription	99	\$ 2,894		
Comp	7	\$ -		
Saturday, October 20, 2018 at 7:30 PM	348	\$ 9,562		
Single	148	\$ 4,385		
Subscription	151	\$ 5,177		
Comp	49	\$ -		
Sunday, October 21, 2018 at 3:00 PM	244	\$ 7,344		
Single	103	\$ 2,948		
Subscription	123	\$ 4,396		
Comp	18	\$ -		

American Rhythim	856	\$ 20,242	Budget \$	28,000
Saturday, November 3, 2018 at 3:00 PM	253	\$ 5,406	Amount +/-	(7,758)
Single	98	\$ 2,716	% +/-	-28%
Subscription	76	\$ 2,690		
Comp	79	\$ -		
Saturday, November 3, 2018 at 7:00 PM	233	\$ 5,492		
Single	90	\$ 2,265		
Subscription	106	\$ 3,227		
Comp	37	\$ -		
Sunday, November 4, 2018 at 3:00 PM	370	\$ 9,344		
Single	120	\$ 3,494		
Subscription	162	\$ 5,850		
Comp	88	\$ -		

Lessons & Carols: Love's Pure Light	1,340	\$ 38,888	Budget \$	34,000
Thursday, December 13, 2018 at 7:00 PM	150	\$ 3,849	Amount +/-	\$ 4,888
Single	113	\$ 2,813	% +/-	+14%
Subscription	29	\$ 1,036		
Comp	8	\$ -		
Friday, December 14, 2018 at 7:00 PM	306	\$ 8,528		
Single	180	\$ 4,869		
Subscription	119	\$ 3,659		
Comp	7	\$ -		
Saturday, December 15, 2018 at 7:30 PM	401	\$ 12,214		
Single	261	\$ 7,689		
Subscription	124	\$ 4,524		
Comp	16	\$ -		
Sunday, December 16, 2018 at 3:00 PM	304	\$ 9,618		
Single	179	\$ 5,567		
Subscription	107	\$ 4,051		
Comp	18	\$ -		
Sunday, December 16, 2018 at 7:30 PM	179	\$ 4,679		
Single	118	\$ 3,100		
Subscription	47	\$ 1,579		
Comp	14	\$ -		

America Sings!	1400 \$	42,112	Budget	\$ 31,000.00
Friday, January 24, 2020 at 7:00 PM	391 \$	10,950	Amount +/-	\$ 11,111.60
Single	268 \$	7,220	% over/under:	+36%
Subscription	123 \$	3,730		
Saturday, January 25, 2020 at 7:30 PM	589 \$	17,922	Last yr \$ % +/-	+48%
Single	341 \$	9,965	Last yr # % +/-	+46%
Subscription	217 \$	7,957		
Comp	31 \$	-		
Sunday, January 26, 2020 at 3:00 PM	420 \$	13,239		
Single	254 \$	7,560		
Subscription	153 \$	5,679		
Comp	13 \$	-		

Beethoven & Goethe	582 \$	20,743	Budget	\$ 50,000.00
Friday, February 21, 2020 at 7:00 PM	131 \$	4,057	Amount +/-	\$ (29,256.93)
Single	6 \$	180	% over/under:	-59%
Subscription	125 \$	3,877		
Saturday, February 22, 2020 at 7:30 PM	206 \$	7,518	Last yr \$ % +/-	-29%
Single	15 \$	465	Last yr # % +/-	+1%
Subscription	191 \$	7,053		
Comp	0 \$	-		
Sunday, February 23, 2020 at 3:00 PM	245 \$	9,168		
Single	24 \$	825		
Subscription	221 \$	8,343		

Bach B Minor Mass	579 \$	20,369	Budget	\$ 60,000.00
Pinnacle Presbyterian Performance		10,000	Amount +/-	\$ (39,631.01)
Friday, March 27, 2020 at 7:00 PM	116 \$	3,547	% over/under:	-66%
Single	5 \$	125		
Subscription	111 \$	3,422	Last yr \$ % +/-	+2%
Saturday, March 28, 2020 at 7:30 PM	243 \$	8,633	Last yr # % +/-	-0%
Single	19 \$	595		
Subscription	224 \$	8,038		
Comp	0 \$	-		
Sunday, March 29, 2020 at 3:00 PM	220 \$	8,190		
Single	27 \$	930		
Subscription	193 \$	7,260		

Totals for events thru 12/31

Grand Totals	5,472 \$	173,215	Budget to date	\$ 130,000.00
Single	2,383 \$	67,486	Income to date	\$ 132,103.34
Subscription	2,777 \$	98,230	Amount +/-	\$ 2,103.34
[Presented performances]	\$	17,500	% over/under:	+2%

Green Valley Totals 1/31/20	1,247 \$	35,695	Season Budget	\$ 240,000.00
Single	596 \$	15,834	Season Income	\$ 173,215.40
Subscription	651 \$	19,861	Amount +/-	\$ (66,784.60)
			% over/under:	-28%

Last yr \$ % +/-	+7%
Last yr # % +/-	+4%

True Concord Goes Latin!	958 \$	28,485	Budget	\$ 28,000
Friday, January 18, 2019 at 7:00 PM	270 \$	7,493	Amount +/-	\$ 485
Single	131 \$	3,448	% +/-:	+2%
Subscription	135 \$	4,045		
Comp	4 \$	-		
Saturday, January 19, 2019 at 7:30 PM	372 \$	11,507		
Single	181 \$	5,610		
Subscription	169 \$	5,897		
Comp	22 \$	-		
Sunday, January 26, 2019 at 3:00 PM	316 \$	9,484		
Single	143 \$	4,188		
Subscription	141 \$	5,296		
Comp	32 \$	-		
Corinne Winters Recital	171 \$	3,279		

Bach St. Matthew Passion	578 \$	29,290	Budget	\$ 60,000
ABF/PEMS Performance		10,000	Amount +/-	\$ (30,710)
Friday, February 22, 2019 at 7:00 PM	148 \$	4,454	% +/-:	-51%
Single	11 \$	320		
Subscription	137 \$	4,134		
Saturday, February 23, 2019 at 7:30 PM	226 \$	7,638		
Single	34 \$	1,116		
Subscription	192 \$	6,522		
Comp	0 \$	-		
Sunday, January 26, 2020 at 3:00 PM	204 \$	7,198		
Single	30 \$	862		
Subscription	174 \$	6,336		
Comp	0 \$	-		

Mozart Requiem	580 \$	19,892	Budget	\$ 50,000
Friday, March 29, 2019 at 7:00 PM	149 \$	4,600	Amount +/-	\$ (30,108)
Single	13 \$	415	% +/-:	-60%
Subscription	136 \$	4,185		
Saturday, March 30, 2019 at 3:00 PM	17 \$	611		
Subscription	17 \$	611		
Saturday, March 30, 2019 at 7:30 PM	230 \$	7,770		
Single	36 \$	1,163		
Subscription	194 \$	6,608		
Sunday, March 31, 2019 at 3:00 PM	184 \$	6,911		
Single	32 \$	1,085		
Subscription	152 \$	5,826		

Totals for events thru 12/31

Grand Totals	5,269 \$	162,300	Budget to date	\$ 110,000.00
Single	2,192 \$	61,331	Income to date	\$ 113,118.51
Subscription	2,590 \$	88,542	Amount +/-	\$ 3,118.51
[Presented performances]	\$	10,000	% over/under:	+3%

Green Valley Totals 1/31/19	1,300 \$	35,886	Season Budget	\$ 220,000
Single	513 \$	13,743	Season Income	\$ 162,300
Subscription	732 \$	22,143	Amount +/-	\$ (57,700)
			% +/-:	-26%

Ticket Sales by Event and Price Level - through 1-31-2020

FY 2019-20 as of 1/31/2020

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Pinnacle Presbyterian performance		\$ 7,500			
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Subscription	112	\$ 3,385			
Comp	52	\$ -			+35%
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Single	148	\$ 4,385			
Subscription	151	\$ 5,177			
Comp	49	\$ -			
Sunday, October 21, 2018 at 3:00 PM	244	\$ 7,344			
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Subscription	123	\$ 4,396			
Comp	18	\$ -			

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Comp	18	\$ -			
Sunday, December 16, 2018 at 7:30 PM	179	\$ 4,679			
Single	118	\$ 3,100			
Subscription	47	\$ 1,579			
Comp	14	\$ -			

America Sings!	1400 \$	42,112	Budget	\$ 31,000.00
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Single	268 \$	7,220	% over/under:	+36%
Subscription	123 \$	3,730		
Saturday, January 25, 2020 at 7:30 PM	589 \$	17,922	Last yr \$ % +/-	+48%
Single	341 \$	9,965	Last yr # % +/-	+46%
Subscription	217 \$	7,957		
Comp	31 \$	-		
Sunday, January 26, 2020 at 3:00 PM	420 \$	13,239		
Single	254 \$	7,560		
Subscription	153 \$	5,679		
Comp	13 \$	-		

Beethoven & Goethe	747 \$	25,378	Budget	\$ 50,000.00
Friday, February 21, 2020 at 7:00 PM	157 \$	4,752	Amount +/-	\$ (24,621.93)
Single	27 \$	750	% over/under:	-49%
Subscription	130 \$	4,002		
Saturday, February 22, 2020 at 7:30 PM	281 \$	9,528	Last yr \$ % +/-	-22%
Single	82 \$	2,425	Last yr # % +/-	+7%
Subscription	193 \$	7,103		
Comp	6 \$	-		
Sunday, February 23, 2020 at 3:00 PM	309 \$	11,098		
Single	88 \$	2,755		
Subscription	221 \$	8,343		

Bach B Minor Mass	688 \$	35,650	Budget	\$ 60,000.00
Pinnacle Presbyterian Performance		10,000	Amount +/-	\$ (26,349.51)
Friday, March 27, 2020 at 7:00 PM	139 \$	4,239	% over/under:	-44%
Single	23 \$	695		
Subscription	116 \$	3,544	Last yr \$ % +/-	+55%
Saturday, March 28, 2020 at 7:30 PM	289 \$	9,983	Last yr # % +/-	+7%
Single	64 \$	1,945		
Subscription	224 \$	8,038		
Comp	1 \$	-		
Sunday, March 29, 2020 at 3:00 PM	260 \$	9,429		
Single	65 \$	2,120		
Subscription	195 \$	7,309		

Grand Totals	5,746 \$	191,132	Budget to date	\$ 130,000.00
Single	2,636 \$	75,056	Income to date	\$ 132,103.34
Subscription	2,791 \$	98,576	Amount +/-	\$ 2,103.34
[Presented performances]			% over/under:	+2%
Green Valley Totals 1/31/20	1,296 \$	37,083	Season Budget	\$ 240,000.00
Single	635 \$	16,974	Season Income	\$ 191,131.90
Subscription	661 \$	20,109	Amount +/-	\$ (48,868.10)
			% over/under:	-20%
Last yr \$ % +/-				+14%
Last yr # % +/-				+5%

True Concord Goes Latin!	958 \$	28,485	Budget	\$ 28,000
Friday, January 18, 2019 at 7:00 PM	270 \$	7,493	Amount +/-	\$ 485
Single	131 \$	3,448	% +/-:	+2%
Subscription	135 \$	4,045		
Comp	4 \$	-		
Saturday, January 19, 2019 at 7:30 PM	372 \$	11,507		
Single	181 \$	5,610		
Subscription	169 \$	5,897		
Comp	22 \$	-		
Sunday, January 26, 2019 at 3:00 PM	316 \$	9,484		
Single	143 \$	4,188		
Subscription	141 \$	5,296		
Comp	32 \$	-		
Corinne Winters Recital	171 \$	3,279		

Bach St. Matthew Passion	701 \$	32,741	Budget	\$ 60,000
ABF/PEMS Performance		10,000	Amount +/-	\$ (27,259)
Friday, February 22, 2019 at 7:00 PM	175 \$	5,209	% +/-:	-45%
Single	28 \$	790		
Subscription	147 \$	4,419		
Saturday, February 23, 2019 at 7:30 PM	276 \$	9,055		
Single	72 \$	2,446		
Subscription	196 \$	6,609		
Comp	8 \$	-		
Sunday, January 26, 2020 at 3:00 PM	250 \$	8,477		
Single	73 \$	2,102		
Subscription	175 \$	6,375		
Comp	2 \$	-		

Mozart Requiem	641 \$	21,654	Budget	\$ 50,000
Friday, March 29, 2019 at 7:00 PM	166 \$	5,063	Amount +/-	\$ (28,346)
Single	23 \$	665	% +/-:	-57%
Subscription	143 \$	4,398		
Saturday, March 30, 2019 at 3:00 PM	17 \$	611		
Subscription	17 \$	611		
Saturday, March 30, 2019 at 7:30 PM	264 \$	8,799		
Single	63 \$	2,033		
Subscription	201 \$	6,767		
Sunday, March 31, 2019 at 3:00 PM	194 \$	7,181		
Single	42 \$	1,355		
Subscription	152 \$	5,826		

Grand Totals	5,453 \$	167,513	Budget to date	\$ 110,000.00
Single	2,425 \$	65,761	Income to date	\$ 113,118.51
Subscription	2,619 \$	89,325	Amount +/-	\$ 3,118.51
[Presented Performances]			% over/under:	+3%
Green Valley Totals 1/31/19	1,344 \$	37,104	Season Budget	\$ 220,000
Single	540 \$	14,463	Season Income	\$ 167,513
Subscription	749 \$	22,641	Amount +/-	\$ (52,487)
			% +/-:	-24%

Totals for events thru 1/31

True Concord Voices and Orchestra
FUND DEVELOPMENT COMMITTEE
Meeting of January 30, 2020

Meeting began at 3:30PM

In Attendance: Clyde Kunz, Chair
Eric Holtan, Music Director
Pat Bjorhovde
Andy Watson
Sue Markovich
Joshua Keeling (staff)

Fund Development Report (as of 12/31/19, attached)

The Committee reviewed the 12/31 Fund Development Report, making several observations:

1. The overall "committed to date" number is lower than both last year and the prior year. The difference is largely in two areas: Individual gifts are lower, due primarily to the fact that we are no longer counting verbal pledges, and only counting those gifts as they are received; and committed (in writing) Foundations and Government grants are lower than the last two years.
2. The number of gifts from individuals has increased at this point in the season (175 this year vs. 156 last year); this is a positive trend, and may indicate that we are securing gifts from new donors.

Development Report Notes (as of 1/30/20)

Individuals whose gifts had been received by 12/31 last year but not this year (or the differences in their gift amounts) are listed on this report; each was discussed, and the Committee was reassured that most of these are attributable to "timing issues" and that we have not "lost" any of these donors!

End of Calendar Year Campaign Report & Comparison (attached)

The end of year mail campaign is showing an increase in the number of gifts (85 at this time last year – 107 this year, with the 12/31 total number of gifts exceeding the number received in the entire campaign last year). The average gifts size, at \$227, is slightly lower than last year's average, though still remarkably high for a direct mail solicitation. This is largely due to the fact that several higher-end givers moved from this category into "sponsorships" this year and are no longer being counted in the total for direct mail. Receipts from this campaign are continuing and more gifts are anticipated (about 12 came through in February last year).

Donor Events for Spring 2020

The Committee discussed the need for several donor-related events:

1. A 2020-21 Season Announcement party: this is now scheduled for Sunday February 16th at La Paloma Country Club. A tri-fold brochure for next season will be available for that event. Sue Markovich will work with Andy Watson on the planning of that event, and staff will work with Clyde Kunz to get an invitation sent ASAP.
2. Recruitment Events (2): these events are planned for Sunday March 22nd, both in Tucson, one to be held from 4:00-5:30PM and another from 6:00-7:30PM in private homes. Committee members are in process of contacting potential hosts for the two events.
3. Green Valley Donor Appreciation Event: A tentative date of Monday March 30th has been set for this event, which is to begin (if possible) at 4:00PM. A regular True Concord contributor has been identified and will be asked to consider hosting the event.

The meeting was adjourned at 4:50PM

Fund Development Report

1/30/2020

Totals as of 12/31/19:

Fund	Committed	% Change to Last YTD	Received	% Change to Last YTD	Budget	% of Budget Cmt'd	% of Budget Rc'd
Board Gifts	\$ 74,484	-6%	\$ 36,984	+1%	\$ 90,000	83%	41%
Individual Gifts	\$ 88,083	-18%	\$ 84,783	-19%	\$ 273,000	32%	31%
Corporations	\$ 11,715	+65%	\$ 9,215	+14121%	\$ 12,000	98%	77%
Foundations	\$ 10,000	-39%	\$ -	-100%	\$ 33,500	30%	0%
Government	\$ 26,750	-36%	\$ -	-100%	\$ 26,500	101%	0%
Total:	\$ 211,032	-16%	\$ 130,982	-18%	\$ 435,000	49%	30%

175 gifts
*Committed Corp includes \$2500 IBM. Does not include expected \$1000 from Alphagraphics

Fiscal Year 2019

Fund	Committed to Date	Received to Date	Budget	% of Budget Cmt'd	% of Budget Rc'd
Board Gifts	\$ 79,110	\$ 36,765	\$ 90,000	88%	41%
Individual Gifts	\$ 107,571	\$ 104,451	\$ 228,000	47%	46%
Corporations	\$ 7,115	\$ 65	\$ 12,000	59%	1%
Foundations	\$ 16,500	\$ 2,500	\$ 22,000	75%	11%
Government	\$ 42,000	\$ 15,000	\$ 38,000	111%	39%
Total:	\$ 252,295	\$ 158,780	\$ 390,000	65%	41%

156 gifts

Fiscal Year 2018

Fund	Committed to Date	Received to Date	Budget
Board Gifts	\$ 81,310	\$ 60,560	\$ 53,000
Individual Gifts	\$ 103,238	\$ 100,738	\$ 235,000
Corporations	\$ 13	\$ 13	\$ 12,000
Foundations	\$ 22,500	\$ 22,500	\$ 28,000
Government	\$ 27,000	\$ 17,000	\$ 17,000
Total:	\$ 234,060	\$ 200,810	\$ 345,000

*FY18 data does not have any corporate pledges. Total corporate gifts at end of FY18: \$7,013

Development Report Notes
1-30-2019

Differences in larger donations received by 12/31/18 that were not the same in 12/31/19:

Marlys Beider	\$5,000	(Received \$5000 on 1/20/2020)
John & Barbara McLean	\$2,500	
Donita Gross	\$5,000	
Dennis & Sabra Anderson	\$5,000	
Janet Spadora	\$2,500	
George & Irene Perkow	\$2,000	
Dennis & Amanda Ritchie	<u>\$1,000</u>	
	\$23,000	

Breakout of Grants

FY2020

Fdt'n Grants	TDSF	10000	
	Long Realty	2500	expected but not pledged yet
Gov't Grants	AFTSA	7750	
	ACA	19000	

FY2019

Fdt'n Grants	TDSF	14000	
	CFSA - Challem	2500	rc'd
Gov't Grants	NEA	15000	rc'd
	ACA	22000	
	AFTSA	5000	

End of Calendar Year Campaign Report & Comparison

FY2020:	Amount	Avg. Gift	# of gifts
12/31/2019	\$ 21,186	\$ 240.75	88
1/30/2020	\$ 24,320	\$ 227.29	107

FY2019:	Amount	Avg. Gift	# of gifts
12/31/2018	\$ 15,615	\$ 243.98	64
1/30/2019	\$ 19,481	\$ 229.18	85
Total:	\$ 23,381	\$ 241.04	97

True Concord Voices & Orchestra
Balance Sheet - All Classes
As of December 31, 2019

	<u>Dec 31, 19</u>	<u>Dec 31, 18</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1000 · WF Checking (8299)	161,659	97,140	64,520
1001 · WF Savings (3739)	503	502	1
1005 · WF Brokerage Acct (2690)	55,490	98,933	(43,443)
Total Checking/Savings	<u>217,652</u>	<u>196,575</u>	<u>21,077</u>
Accounts Receivable			
1100 · Accounts Receivable	4,400	93,971	(89,571)
Total Accounts Receivable	<u>4,400</u>	<u>93,971</u>	<u>(89,571)</u>
Other Current Assets			
1200 · Prepaid Expenses (Future Season Expenses)	0	3,525	(3,525)
Total Other Current Assets	<u>0</u>	<u>3,525</u>	<u>(3,525)</u>
Total Current Assets	<u>222,052</u>	<u>294,071</u>	<u>(72,019)</u>
TOTAL ASSETS	<u><u>222,052</u></u>	<u><u>294,071</u></u>	<u><u>(72,019)</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
24000 · Payroll Liabilities	0	103	(103)
2500 · Deferred Income (Future Season Income)	2,725	6,798	(4,073)
Total Other Current Liabilities	<u>2,725</u>	<u>6,902</u>	<u>(4,177)</u>
Total Current Liabilities	<u>2,725</u>	<u>6,902</u>	<u>(4,177)</u>
Total Liabilities	<u>2,725</u>	<u>6,902</u>	<u>(4,177)</u>
Equity			
32000 · Unrestricted Net Assets	1,252	36,929	(35,677)
33000 · Temporarily Restricted	247,000	225,000	22,000
34000 · Permanently Restricted (Endowment Account)	503	500	3
Net Income	(29,428)	24,741	(54,168)
Total Equity	<u>219,327</u>	<u>287,170</u>	<u>(67,842)</u>
TOTAL LIABILITIES & EQUITY	<u><u>222,052</u></u>	<u><u>294,071</u></u>	<u><u>(72,019)</u></u>

01/14/20

True Concord Voices & Orchestra
Profit & Loss by Month - General Fund
 July through December 2019

	<u>Jul 19</u>	<u>Aug 19</u>	<u>Sep 19</u>	<u>Oct 19</u>	<u>Nov 19</u>	<u>Dec 19</u>	<u>TOTAL</u>
Ordinary Income/Expense							
Income							
4852 · Release from Restricted Fund	0	0	0	0	0	5,000	5,000
5509 · Ticket Sales	69,641	7,075	15,837	26,507	16,640	21,033	156,732
Gifts	10,625	2,985	12,855	40,741	31,539	24,809	123,553
Grants	0	0	0	5,000	0	0	5,000
Recording & CD Income	0	22	0	8,949	5,934	4,486	19,390
Misc. Income	2,150	323	950	2,321	1,483	1,923	9,149
Total Income	<u>82,415</u>	<u>10,404</u>	<u>29,642</u>	<u>83,518</u>	<u>55,595</u>	<u>57,250</u>	<u>318,825</u>
Gross Profit	82,415	10,404	29,642	83,518	55,595	57,250	318,825
Expense							
Personnel Admin.	3,543	3,543	7,292	7,440	7,181	6,719	35,718
Concert Production	938	82	417	5,423	10,465	7,906	25,231
Personnel Artistic	14,533	12,110	1,048	64,580	70,088	39,926	202,284
Marketing	22,618	616	1,834	515	8,060	184	33,827
Recording & CD Expenses	677	0	1,000	6,506	1,019	4,537	13,739
Fund Development	4,888	474	130	274	452	334	6,552
Administration	8,469	4,467	3,225	3,937	4,958	5,024	30,079
Facilities	600	600	600	600	600	600	3,600
66900 · Reconciliation Discrepancies	0	0	-2	0	0	-158	-160
Total Expense	<u>56,266</u>	<u>21,894</u>	<u>15,543</u>	<u>89,275</u>	<u>102,822</u>	<u>65,072</u>	<u>350,870</u>
Net Ordinary Income	<u>26,150</u>	<u>-11,490</u>	<u>14,100</u>	<u>-5,757</u>	<u>-47,227</u>	<u>-7,821</u>	<u>-32,046</u>
Net Income	<u><u>26,150</u></u>	<u><u>-11,490</u></u>	<u><u>14,100</u></u>	<u><u>-5,757</u></u>	<u><u>-47,227</u></u>	<u><u>-7,821</u></u>	<u><u>-32,046</u></u>

True Concord Voices & Orchestra
Profit and Loss by Class
 July through December 2019

	<u>General</u>	<u>Recording</u>	<u>TOTAL</u>
Ordinary Income/Expense			
Income			
4852 · Release from Restricted Fund	5,000.00	0.00	5,000.00
5509 · Ticket Sales	156,732.15	0.00	156,732.15
Gifts	123,553.34	8,025.89	131,579.23
Grants	5,000.00	0.00	5,000.00
Recording & CD Income	19,390.29	0.00	19,390.29
Misc. Income	9,148.98	0.00	9,148.98
Total Income	<u>318,824.76</u>	<u>8,025.89</u>	<u>326,850.65</u>
Gross Profit	318,824.76	8,025.89	326,850.65
Expense			
Personnel Admin.	35,718.43	0.00	35,718.43
Concert Production	25,230.87	0.00	25,230.87
Personnel Artistic	202,284.41	5,088.00	207,372.41
Marketing	33,826.67	0.00	33,826.67
Recording & CD Expenses	13,739.15	319.76	14,058.91
Fund Development	6,551.91	0.00	6,551.91
Administration	30,079.38	0.00	30,079.38
Facilities	3,600.00	0.00	3,600.00
66900 · Reconciliation Discrepancies	-160.40	0.00	-160.40
Total Expense	<u>356,870.42</u>	<u>5,407.76</u>	<u>356,278.18</u>
Net Ordinary Income	<u>-32,045.66</u>	<u>2,618.13</u>	<u>-29,427.53</u>
Net Income	<u><u>-32,045.66</u></u>	<u><u>2,618.13</u></u>	<u><u>-29,427.53</u></u>

True Concord Voices & Orchestra
Profit & Loss Prev Year Comparison - General Fund
 July through December 2019

	<u>Jul - Dec 19</u>	<u>Jul - Dec 18</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4852 · Release from Restricted Fund	5,000.00	0.00	5,000.00
5509 · Ticket Sales	156,732.15	139,576.75	17,155.40
Gifts	123,553.34	195,222.50	-71,669.16
Grants	5,000.00	58,500.00	-53,500.00
Recording & CD Income	19,390.29	225.30	19,164.99
Misc. Income	9,148.98	7,626.57	1,522.41
Total Income	<u>318,824.76</u>	<u>401,151.12</u>	<u>-82,326.36</u>
Gross Profit	318,824.76	401,151.12	-82,326.36
Expense			
Personnel Admin.	35,718.43	47,368.21	-11,649.78
Concert Production	25,230.87	32,558.36	-7,327.49
Personnel Artistic	202,284.41	197,343.71	4,940.70
Marketing	33,826.67	43,064.66	-9,237.99
Recording & CD Expenses	13,739.15	0.00	13,739.15
Fund Development	6,551.91	4,273.52	2,278.39
Administration	30,079.38	18,687.73	11,391.65
Facilities	3,600.00	3,000.00	600.00
66900 · Reconciliation Discrepancies	-160.40	0.01	-160.41
Total Expense	<u>350,870.42</u>	<u>346,296.20</u>	<u>4,574.22</u>
Net Ordinary Income	<u>-32,045.66</u>	<u>54,854.92</u>	<u>-86,900.58</u>
Net Income	<u><u>-32,045.66</u></u>	<u><u>54,854.92</u></u>	<u><u>-86,900.58</u></u>

01/14/20

True Concord Voices & Orchestra
Profit & Loss with Budget
December 2019

	<u>Dec 19</u>	<u>Budget</u>	<u>Jul - Dec 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4852 - Release from Restricted Fund	5,000		5,000		0
5509 - Ticket Sales	21,033	20,000	156,732	157,200	240,000
Gifts	24,809	30,000	123,553	102,000	375,000
Grants	0	0	5,000	0	60,000
Recording & CD Income	4,486	2,000	19,390	9,000	9,000
Misc. Income	1,923	1,015	9,149	5,410	11,000
Vanek Admin Allocation	0	0	0	10,000	10,000
Total Income	<u>57,250</u>	<u>53,015</u>	<u>318,825</u>	<u>283,610</u>	<u>705,000</u>
Gross Profit	57,250	53,015	318,825	283,610	705,000
Expense					
Personnel Admin.	6,719	7,297	35,718	36,274	80,055
Concert Production	7,906	7,900	25,231	28,650	64,000
Personnel Artistic	39,926	35,275	202,284	191,997	437,504
Marketing	184	6,030	33,827	39,717	65,142
Recording & CD Expenses	4,537		13,739		
Fund Development	334	370	6,552	7,114	13,156
Administration	5,024	3,422	30,079	21,688	40,098
Facilities	600	600	3,600	3,600	7,200
66900 - Reconciliation Discrepancies	(158)	0	(160)	0	0
Total Expense	<u>65,072</u>	<u>60,895</u>	<u>350,870</u>	<u>329,041</u>	<u>707,155</u>
Net Ordinary Income	<u>(7,821)</u>	<u>(7,880)</u>	<u>(32,046)</u>	<u>(45,431)</u>	<u>(2,155)</u>
Net Income	<u>(7,821)</u>	<u>(7,880)</u>	<u>(32,046)</u>	<u>(45,431)</u>	<u>(2,155)</u>

True Concord Voices & Orchestra
Statement of Cash Flows
July through December 2019

	<u>Jul - Dec 19</u>
OPERATING ACTIVITIES	
Net Income	-29,427.53
Adjustments to reconcile Net Income to net cash provided by operations:	
1100 · Accounts Receivable	43,200.00
1200 · Prepaid Expenses	9,723.57
1200 · Prepaid Expenses:1202 · Commissioned Composer	5,000.00
1200 · Prepaid Expenses:1203 · Production	44.99
1200 · Prepaid Expenses:1204 · Marketing	8,568.56
1200 · Prepaid Expenses:1205 · Administration	11,669.49
1200 · Prepaid Expenses:1207 - Fund Development	4,898.77
2000 · Accounts Payable	-16,419.00
2500 · Deferred Income:2501 · Sponsorships	-2,183.73
2500 · Deferred Income:2503 · Individual Gifts	-4,000.00
2500 · Deferred Income:2504 · Season Ticket Sales	-63,981.00
2500 · Deferred Income:2504 · Season Ticket Sales:2526 · Def Handling ...	-1,935.00
Net cash provided by Operating Activities	<u>-34,840.88</u>
FINANCING ACTIVITIES	
33000 · Temporarily Restricted	86,974.11
34000 · Permanently Restricted	0.08
Net cash provided by Financing Activities	<u>86,974.19</u>
Net cash increase for period	52,133.31
Cash at beginning of period	<u>165,518.73</u>
Cash at end of period	<u><u>217,652.04</u></u>

Jeannette Segel

Jeannette "Jenny" Segel has been active in Tucson's music community for more than 25 years. A former opera singer, Jeannette is currently the board chair of the Tucson Desert Song Festival, serves on the board of the Tucson Symphony Orchestra, is a member of the Music Advisory Board at the Northwestern University Bieber School of Music, where she is a alumna, and a member of the Board of Directors of Arizona Opera and the Arizona Opera League of Tucson. She is also past chairman of the University of Arizona Music Advisory Board. Jeannette has Bachelor's and Master's degrees in Voice/Opera from Northwestern University and Indiana University Jacobs School of Music, respectively.



Jeannette is well known in Tucson for her philanthropic activities. She gives generously to those organizations in which she is involved. She is very enthusiastic about True Concord and would love to serve on our board.

Lendre Kearns



Lendre Kearns, originally from Manitoba, Canada, retired in October 2018 as General Manager of Broadway in Tucson. She helped create the collaboration between UApresents and the for-profit entity, Nederlander organization, which enabled UApresents to receive management and marketing services under a unique model. She has broad experience working with touring shows, contracting, budgeting, pricing, packaging and providing financial reporting on performances. She has also held positions with the La Jolla Playhouse, the Guthrie Theatre, the Minnesota Dance Theatre, and the Royal Winnipeg Ballet.

She is currently board chair of Arts Express, a non-profit that provides musical theatre and arts education for all ages. She also served on the search committee for the Fox Theatre's Executive Director and facilitated the True Concord Board's most recent retreat in September 2019.