



AGENDA

CULTURAL ARTS COMMISSION REGULAR MEETING

May 27, 2021

FLOWER MOUND TOWN HALL
2121 CROSS TIMBERS ROAD, FLOWER MOUND, TEXAS

An agenda information packet is available online at www.flower-mound.com/AgendaCenter

Please silence or turn off all electronic devices.

Comments regarding any item on this agenda can be sent to the Cultural Arts Commission by emailing: artscommission@flower-mound.com

A. CALL REGULAR MEETING TO ORDER

B. PUBLIC COMMENTS

Please fill out a form in order to address the Commission and turn the form in prior to Public Comments Administrative Assistant, Hannah Vaughan. Speakers are normally limited to three minutes. Time limits can be adjusted by the Chair to accommodate more or fewer speakers.

The purpose of this item is to allow the public an opportunity to address the Cultural Arts Commission on issues that are not the subject of a public hearing. Any item requiring a Public Hearing will allow the public to speak at the time that item appears on this agenda as indicated as a "Public Hearing". Cultural Arts Commission members may not deliberate and may only cite facts or current policy in response to public comments. Issues regarding daily operational or administrative matters should first be dealt with at the administrative level by calling the Flower Mound Public Library at 972.874.6200 during business hours.

C. ANNOUNCEMENTS

D. PRESENTATIONS

- Cultural Arts Center

E. STAFF REPORT

F. CONSENT AGENDA – Consent Items

This agenda consists of non-controversial or "housekeeping" items required by law. Items may be removed from the Consent Agenda by any Member by making such request prior to a motion and vote on the Consent Agenda.

1. Consider approval of minutes from a regular meeting of the Cultural Arts Commission held on March 25, 2021.

G. REGULAR ITEMS

2. Consider approval of Cultural Arts Community Support funding applications

H. COORDINATION OF SCHEDULES AND FUTURE AGENDA/MEETINGS

I. ADJOURN MEETING

I do hereby certify that the Notice of Meeting was posted on the bulletin board in Town Hall of the Town of Flower Mound, Texas, a place convenient and readily accessible to the general public at all times and said Notice was posted on the following date and time: May 24, 2020 at 12:00 p.m., at least 72 hours prior to the scheduled time of said meeting.

Hannah Vaughan, Administrative Assistant

Flower Mound Town Hall is wheelchair accessible. Requests for accommodations or interpretative services must be made at least 48 hours prior to this meeting by contacting Hannah Vaughan, Administrative Assistant at (972) 874-6150.



CULTURAL ARTS COMMISSION AGENDA ITEM NO: 1 CONSENT ITEM

DATE: May 27, 2021

FROM: Sue Ridnour, Director of Library Services

ITEM: Consider approval of minutes from a regular meeting of the Cultural Arts Commission held on March 25, 2021.

BACKGROUND INFORMATION: The Cultural Arts Commission held a regular meeting on March 25, 2021.

BOARD REVIEW/CITIZEN FEEDBACK: N/A

ALTERNATIVE/OPTIONS: N/A

FISCAL IMPACT: N/A

LEGAL REVIEW: N/A

ATTACHMENTS:

1. Draft minutes from the March 25, 2021 regular Cultural Arts Commission meeting.

RECOMMENDED MOTION AND/OR ACTION: Move to approve the minutes from a regular meeting of the Cultural Arts Commission held on March 25, 2021.

FLOWER MOUND CULTURAL ARTS COMMISSION MEETING OF MARCH 25, 2021

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THE FLOWER MOUND CULTURAL ARTS COMMISSION (CAC) MEETING HELD ON THE 25ND DAY OF MARCH 2021 ON ZOOM CONFERENCE 6:30 P.M.

The Cultural Arts Commission met in a regular session with the following members present:

Elizabeth Brannon	Vice Chair, Place 2
Tammie Turner	Member, Place 4
Ron Miller	Chair, Place 1
Beth Dilley	Member, Place 3
Jonathan Stricklan	Member, Place 5
Brenda Gribbin	Place 6
Thomas Bailey	Place 7
Radha Sathe	Place 8

And the following members of the Town Staff participating:

Sue Ridnour	Director of Library Services
Hannah Vaughan	Administrative Assistant
Krissi Oden	Community & Cultural Arts Programs Manager

A. **CALL REGULAR MEETING TO ORDER – 6:30 P.M.**

Chair Miller called the meeting to order at 6:30 p.m.

B. **PUBLIC COMMENTS**

None.

C. **ANNOUNCEMENTS**

Voices of Flower Mound are restarting rehearsals on April 6 with vaccinated members and masks

D. **PRESENTATIONS**

Krissi Oden announced the winners of the traffic signal box contest: Andrea F. Ward, Stella Helpenstill, Wanda Grice. Slides of the winning entries were shown, along with maps of the locations of the next three boxes scheduled to be wrapped.

E. **STAFF REPORT**

Krissi Oden, Community & Cultural Arts Programs Manager, gave an arts update. Gerault Park mural is finished. A reception will be planned in coming months. The town is partnering with MSU for the "Flower Mound has heART" project beginning with a collaborative mural by community groups to be displayed at Parker Square. The mural will be painted at the Art in the Park Festival on May 8. Submissions for mural consideration are due by April 9. Art in the Park will include music, dance, theater, a disc golf clinic, and 25+ art vendors. The new Town Hall Artist is installing their woodworking art early next month.

Sue Ridnour, Director of Library Services, brought the Commission members up to date on the Library. The new Administrative Assistant has started at the Library. The renovated Library held a socially distanced ribbon cutting on Nov. 4. Library visits are down, but check-outs have increased. 2020 accomplishments included: completing a patron satisfaction survey,

adding a new teen non-fiction section, creating a collection of Hindi books, completed a collection inventory, adding a new marketing tool, and align with Every Child Ready to Read standards. The Library will have an outreach booth at the upcoming Art in the Park Festival. The Summer Reading Program is from June 1 – July 31. The Library hopes to host a combination of virtual and in-person programming in the fall. Library patios are now open for public use.

F. CONSENT AGENDA – Consent Items

1. **Consider approval of the minutes from a regular meeting of the Cultural Arts Commission held on October 22, 2020.**

Commission deliberation.

Vice Chair Brannon moved to approve the amended minutes of the regular meeting of the Cultural Arts Commission held on October 22, 2020. Member Dilley seconded the motion.

VOTE ON THE MOTION

AYES: Brannon, Turner, Dilley, Stricklan, Gribbin

NAYS: None

G. REGULAR ITEMS

2. **Consider recommending approval of the Library Strategic Plan 2021.**

Commission deliberation.

Member Gribbin moved to approve recommend approval of the Library Strategic Plan 2021. Vice Chair Brannon seconded the motion.

VOTE ON THE MOTION

AYES: Brannon, Turner, Dilley, Stricklan, Gribbin

NAYS: None

H. COORDINATION OF CALENDARS AND FUTURE AGENDAS/MEETINGS

The next regular meeting will be May 27, 2021.

JI ADJOURNMENT

Chair Miller adjourned the meeting at 7:24 p.m.

ATTEST:

Hannah Vaughan
Administrative Assistant

Ron Miller
Chair



CULTURAL ARTS COMMISSION AGENDA ITEM NO. NO: 2

REGULAR ITEM

DATE: May 27, 2021

FROM: Sue Ridnour, Director of Library Services
Krissi Oden. Community and Cultural Events Manager

ITEM: Consider approval of Cultural Arts Community Support funding applications.

BACKGROUND INFORMATION: The Town of Flower Mound provides annual funding to Community Support organizations that offer activities, programs, and services to the residents of Flower Mound. Organizations that can be reasonably categorized under the heading of Community Support and that impact the lives of Flower Mound residents are eligible for funding. The applications from Cultural Arts organizations will be reviewed by the Cultural Arts Commission, and the Commission will submit its funding recommendations to the Town's Financial Services Department. Town Council will discuss the recommendations at their annual budget work session in August.

BOARD REVIEW/CITIZEN FEEDBACK: N/A

ALTERNATIVES/OPTIONS: The Cultural Arts Commission can opt to recommend approving any of the applications for any amount from \$0 up to the amount of the application.

FISCAL IMPACT: The maximum amount of funding that can be recommended is \$41,000.

Proposed Expenditure:	Account Number(s):
	100-100-650-54300-5110

Finance Review by: NA

LEGAL REVIEW: N/A

ATTACHMENTS:

1. FY21-22 Criteria
2. FY21-22 Application Overview
3. ACT Application
4. Flower Mound Community Orchestras Application
5. FMPAT Application
6. Lewisville Lake Symphony Application
7. Voices of Flower Mound Application

DRAFT MOTION: Move to approve as presented in the agenda caption.



Town of Flower Mound Community Support Funding Policy

Application requirements:

1. Must be 501(c) (3) tax-exempt or a governmental agency or entity.
2. Must have been in operation for at least three years prior to making application for funding.
3. Not more than 25 percent of the organization's total operating budget will come from the Town's Community Support funding. ("In-Kind Services" are acceptable if included in the financial statement, can be verified by an independent source that the rate or value used is the same rate or value a third party or paying customer would pay, and the service or product is provided by someone not associated with the organization.)
4. May not have more than six months operating expenses in reserve. (Town Council recognizes that organizations may not meet this criterion for a variety of reasons, including deliberately building reserves for projects, funds in reserve already earmarked for specific purposes, or efficient administration of resources. Therefore, Town Council reserves the right to allow an organization that otherwise meets the Community Support criteria but has more than six months operating expenses in reserve to apply and be considered for funding, provided that the organization give an explanation for why they do not meet this criterion.)
5. Must submit an "Application for Financial Support" form, which includes the information listed below and all required attachments.

Information for the Application

- the specific amount of funding requested for the proposed fiscal year;
- a list of the anticipated benefits to the Town that will result from the funding;
- statistics on service levels to the Town (actual and as a percentage of total);
- a description of the request that specifically indicates the intended use for the funds;
- a brief organization description;
- status of goals listed for the organization's most recent completed fiscal year;
- goals and objectives for the proposed fiscal year; and
- other miscellaneous information.

Required Attachments to the Application

- an audit or CPA review of the most recently completed fiscal year;
 - o organizations with a budget of less than \$100,000 are not required to submit an audit or CPA review, but are required to submit financial statements with verification of Board approval (i.e. signature);
- a current IRS 501(c) (3) Determination Letter;
- form 990 submitted to the IRS for the current year;
- a budget for either the current fiscal year or a proposed budget for the upcoming fiscal year; and
- a list of other funds available for this program (may be shown in the budget).

Eligibility Criteria:

1. Social Services applications will be separated between organizations that provide a quantifiable benefit to a Town department and ones that do not. The applications will be reviewed on whether or not the applicant directly benefits a Town department or the job the department is doing for the citizens. Social Services applicants who do not meet one of the following criteria will not be eligible for inclusion in a Town department budget:
 - Does a Town department benefit from the agency?
 - Does the agency impact the job the Town department is doing for the citizens?
 - Does the agency fill a need for the Town department that they would have to pay for if not fulfilled by that agency?
2. If a Social Services application does not meet the eligibility criteria to be included in a Town department, they will be discussed by the Town Council at their annual budget work session in August. Cultural Arts organization's applications will be reviewed by the Cultural Arts Commission. The Commission will submit funding recommendations to the Town's Financial Services Department. Council will discuss the recommendations at their annual budget work session in August.

Program Administration Criteria:

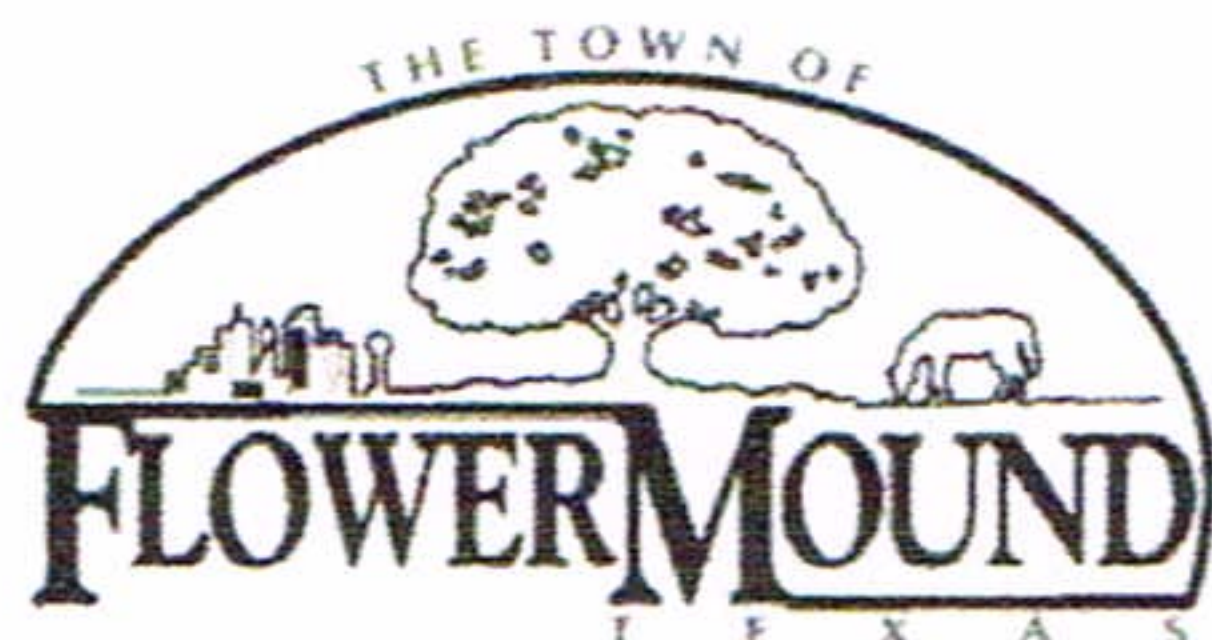
1. Annual grant funding will not exceed 0.5 percent of the Town of Flower Mound's General Fund budget from the previous fiscal year. The amount allocated to the eligible Social Service organizations within the Town department budgets will be deducted from the annual grant funding. The remaining balance will be available to allocate to the other Social Service and Cultural Arts organizations during the annual budget work session in August. For example:

.5% maximum	\$270,000
Town dept. budgets	<u>(\$150,000)</u>
Remaining available	<u>\$120,000</u>

2. Annual grant funding for the eligible Social Service organizations will equal the previous year's awarded amount. If an organization would like to increase their award, the benefitted department will submit a decision package for the increase during the budget process. The decision package will be ranked along with all of the department's needs. New organizations would also need to be funded through a department's decision package request.
3. All applications are due annually to the Financial Services Department on **February 15th**. After Financial Services reviews the applications for accuracy, the departments will incorporate the request into their budget submission.
4. All funding of Community Support organizations will occur during the budget process. No off-budget-cycle funding will be granted.
5. All funding of Community Support organizations will be awarded in the form of a cost reimbursement, with designated ceilings in place. All disbursements will be made only upon receipt of documentation of organizational expenditures for approved unreimbursed services. The deadline and process for submitting a reimbursement request will be provided in the funding letter sent in October.
6. Organizations will be required to submit a mid-year report to the Town. Organizations will report accomplishments through March 31st. The Interim Report is due annually on April 15th. Failure to submit the report on time could impact future funding decisions.

Community Support Funding FY 2021-2022

Organization	The Actors Conservatory Theatre	Flower Mound Community Orchestras	Lewisville Lake Symphony	Theatre FMPAT	Voices of Flower Mound
Funded FY 20-21	\$2,000	N/A	\$3,000	\$12,000	\$5,000
Requested FY 21-22	\$3,500	\$19,000	\$3,500	\$12,000	\$5,000
Budget FY 21-22	\$302,895	\$100,000	\$148,546	\$99,750	\$22,535
% of Total Budget	1.2%	19.0%	2.4%	12.0%	22.2%
% of Services Provided to FM Residents	22% attendees, 350 residents involved	60% attendees, 70 residents involved	25-30% attendees, 30 residents involved	75% attendees, 190-200 residents involved	75-90% attendees, 40-50 residents involved
Services	Provides arts programming opportunities to local children- includes 6 yearly main stage productions	Holds free symphony performances for the community, including those by educational orchestras for young musicians	Holds Chamber Concert Series (held in Flower Mound) and Symphony Concert Series	Professional and youth productions, adult education and youth educational programming	Holds regular concerts, and performs at various Town events



Town of Flower Mound
Community Support Funding Application: Cultural Arts
FY 2021-2022
DUE: February 15, 2021

Your responses must be completed in the space provided. Do not modify these spaces and do not use "See Attached," as it could result in the form being considered incomplete. Always verify that your entire response is completely contained in the boxes provided. Please note that the Town also retains the right to review the organization's books upon request.

GENERAL INFORMATION

NAME OF ORGANIZATION: The Actors Conservatory Theatre

ADDRESS: 359 Lake Park Rd., Ste 118, Lewisville, TX 75057

DIRECTOR'S NAME: Kevin Moran

DIRECTOR'S TITLE: President

DIRECTOR'S EMAIL: kmanmoran@gmail.com

DIRECTOR'S PHONE: 214-705-5427

TAX ID NUMBER: 20-0274528

YEAR ESTABLISHED: 1999

GRANT CONTACT (NAME AND EMAIL): Angela Senter - angelasenter68@verizon.net

GRANT REQUEST

TOTAL GRANT AMOUNT REQUESTED: 3,500

BRIEF DESCRIPTION OF REQUEST (TWO SENTENCES MAXIMUM):

Programming of our main stage season consists of 6 community-based family-oriented productions. While most of our labor is done by volunteers, costs to produce each high-quality musical include scripts & royalties, costumes, sets, props, and technical supplies.

FY 2020-2021 APPROVED BUDGET AMOUNT: 360,665

FY 2020-2021 AMOUNT CONTRIBUTED BY THE TOWN: 2,000

FY 2020-2021 ACTUAL EXPENDITURES: 298,844

RESERVE LEVEL (MOST RECENT YEAR END): 27,582

IF RESERVE LEVEL IS MORE THAN 6 MONTHS, PLEASE EXPLAIN:

ARE OTHER FUNDS AVAILABLE FOR THIS REQUEST? No

FY 2021-2022 PROPOSED BUDGET AMOUNT: 302,895

FY 2021-2022 AMOUNT REQUESTED FROM THE TOWN: 3,500

% OF TOTAL BUDGET: 1.2%

STATISTICS ON SERVICE LEVELS PROVIDED TO THE TOWN OF FLOWER MOUND

OF FLOWER MOUND RESIDENTS INVOLVED IN YOUR ORGANIZATION: approximately 350

OF PERFORMANCES HELD IN THE TOWN OF FLOWER MOUND: 0

TOTAL ATTENDANCE AT ORGANIZATION'S PERFORMANCES: 4358

% OF ATTENDEES WHO ARE RESIDENTS OF FLOWER MOUND: 22%

EXPLANATION:

We use registration records to gather addresses of those involved. There are some duplicates that I have estimated and subtracted. Sometimes there are multiple members in one household. We sold 4,358 tickets through ticketpeak which uses zip codes to track addresses of those purchasing tickets. 979 tickets were purchased using Flower Mound zip codes. Ticket sales were down overall due to COVID-19 seating restrictions.

DESCRIPTION OF REQUEST

Define the "who, what, where, and how" of the request. Include a timeline when applicable.

The children we serve range in age from 4-18, a fourth of which live in Flower Mound. Although located in Lewisville, the city/town that represents the largest group of children is Flower Mound. Children also come from Lewisville, Highland Village, Argyle, Lantana, Corinth, Lake Dallas, Denton, Carrollton, Coppell, Grapevine and other cities. Our productions have anywhere from 30-90 children in each. Our mission states that every child who wishes to participate may; we turn no child away from our main stage productions regardless of talent, physical handicap, learning disability, or ability to pay. Our fees are kept low so that all may have opportunity. We had to place a new limit of 42 on our summer camps due to COVID-19 space restrictions, and double and triple cast our main stage productions so that we can accommodate all who audition while still maintaining social distancing. We rehearse with each cast separately.

The funds will be used to provide educational and high-quality arts programming to those we serve. We provide musical theatre opportunities on stage and behind the scenes in crew and tech. Our season of main stage shows for which we provide opportunity to all who audition will likely include some of the following productions: The Wizard of Oz, Descendants, Kris Kringle the Musical, Matilda Jr, The Big Bad Musical, and Flat Stanley Jr. Our selections are educational and based in some type of classic literature.

Although our designers and coordinators are volunteers, and our sets and costumes are made by volunteer families of the children we serve, our professional directors and managers are paid a small stipend. The costs to produce a musical include scripts and royalties, materials to make, rent, or purchase costumes, sets and props, and technical supplies. Each child has a costume made especially for them. Children are provided with 7 weeks of instruction, direction, and guidance which culminates in 4-12 live performances by the children. We provide all this for only \$75 per child, making it an option for almost any family's budget. Families are required to contribute in other ways, such as volunteering in sets and costumes, in order to help keep the participation fee low.

The cost to produce a musical of this type very much exceeds what we charge. Our goal is to provide theatre opportunity for children in our community who may not otherwise have this opportunity in a theatre where costs are much higher or where they are judged and selected based on their talent or ability.

Our upcoming 2021-2022 season of 6 main stage productions is spread out and staggered through the year, beginning in May 2021 and ending in May 2022. All rehearsals, work, and performances take place in our own leased facility where we rehearse and teach in order to save rental costs of renting a theatre.

ANTICIPATED BENEFITS TO TOWN/ JUSTIFICATION OF THE REQUEST

Studies indicate that arts education contributes to emotional and educational development, higher academic performance, more community service, a higher level of self-discipline, and improved social skills. When these traits are learned at a young age, they continue through to the adult years. Flower Mound will benefit from having educated well-rounded adults in its future who give back to its community through continued service. The ACT's programming will contribute to a life-long appreciation of the arts which will enrich the quality of life in Flower Mound and surrounding cities and towns.

The COVID-19 shutdown had significant repercussions on The ACT. Prior to 2020, 89% of The ACT's income was from earned income while only 11% was from grants and donations. The ACT provides a service to the community in exchange for small participation fees, tuition, or ticket sales. With the March 2020 shutdown, The ACT could no longer provide a service and earned income ceased. Additionally, a substantial anticipated grant was decreased in amount. The ACT community spread the word to aid in the loss of earned income by increasing donations. In 2020, earned income was 68% of total revenue and donations and grants increased to 32% of total revenue.

After reopening, The ACT staff and board of directors carefully followed reopening guidelines, but with limited numbers of participants permitted in the building, total income for the year was anticipated to drop. Costs were cut across the board and a PPP loan was received. The ACT weathered the storm without dipping into cash reserves by cutting costs and by the increase in donations. However, the storm rages on. The ACT 2021 budget reflects another year of decreased income and expenses, another PPP loan application, anticipated donations and anticipated grants.

Each year, The ACT participates in a booth at Flower Mound Library's Summer Fun Event and at Trietsch Trade Days. These events were canceled in 2020, but The ACT plans to participate once the events restart.

The ACT is a member of the Flower Mound Chamber of Commerce.

In 2020, The ACT supported Flower Mound businesses by advertising in HulaFrog Flower Mound, Living Magazine, Cross Timbers Gazette, and familyguide.com.

BRIEF ORGANIZATION DESCRIPTION

Describe the mission and activities of the organization, and explain how your request fits in with your mission.

The ACT is dedicated to bringing classic literature to young minds through plays and musicals while promoting interest in and fostering appreciation of the performing arts in children. Its aim and purpose is to provide opportunity for all residents of the community interested in any phase of theatre to participate and to provide a strong format so that every child without regard to race, creed, wealth, or handicap can express the creativity within.

We are a volunteer-driven theatre and keep participation fees low so that all members of the community may engage. Our volunteers are made up of parents and teens from the families we serve, involving entire families and promoting family support. As a teaching theatre, every child who auditions receives a role, regardless of challenges they face, so that any child interested in performing arts may participate. We work with children from all stages of life, including those with learning and other disabilities. We find a place for each child to experience multifaceted growth while providing an activity that they enjoy.

This season, The ACT plans to produce 6 quality musicals for education and enjoyment of those who seek family-friendly entertainment. These performances are open to all members of the community. We keep ticket prices low so that all may have the opportunity to see a live stage production.

We offer 4 camps, both during spring break and in the summer. During the school year, we offer classes for fun and education in theatre, dance, and voice. We are not seeking financial support of these particular programs as they are offered to increase revenue and provide financial support to our main stage mission of providing opportunity for all. We also have a teen social group that attends team building activities and does a community service project each semester.

Our spring show is taken on tour to Title 1 LISD schools, providing opportunity for those who might not otherwise have the opportunity to see a live stage production. One of the Flower Mound schools we have served is Vickery Elementary. The 2020 tour was canceled and the 2021 tour will not take place due to COVID-19, but we will restart tours once it is deemed safe to do so.

Our request is that Flower Mound will continue to support and help fund our main stage mission of providing quality, low-cost opportunity to all child citizens of the community.

HOW DID THE ORGANIZATION PERFORM IN RELATION TO THE GOALS LISTED FOR ITS MOST RECENT COMPLETED FISCAL YEAR?

- 1) Advertised and produced 5 out of 6 main stage musicals, 3 out of 4 camps, and 30 out of 35 classes. Some events were canceled due to the COVID-19 shutdown. Accommodated main stage auditions by double and triple-casting when necessary in order to maintain social distance.
- 2) Sadly, the new spring musical for younger actors was canceled due to the COVID-19 shutdown.
- 3) The ACT could not implement year 3 of the 5-year plan to upgrade and update stage lighting. This was one of the costs that was cut.
- 4) Instead of replacing obsolete wireless microphone transmitters and receivers, the ACT chose a less-costly temporary fix. We purchased two wireless signal-boosting receivers to increase sound quality.
- 5) The box office window became a delayed expenditure due to COVID-19 cuts.
- 6) The ACT produced camps with lower licensing and royalty costs. While hoping to maintain the maxed out status of 110 campers that camps have achieved the past two years, COVID-19 limitations prevented these numbers.
- 7) Increased paid positions by 2 part-time staff members at the first of January 2020. The growth in the areas of volunteer coordination, receiving and accounting for revenues, box office management, and camps administration have become overwhelming for the volunteers who currently manage those areas. The positions became paid positions in January, and with the help of a PPP loan, we were able to keep those paid positions on the payroll.

GOALS AND OBJECTIVES FOR FY 2021-2022

- 1) First and foremost, the plan for 2021 is to survive the end of the COVID-19 storm. The ACT has been successful at carefully cutting costs, applying for PPP loan funds, and increasing donations received.
- 2) Advertise and produce 6 main stage musicals, 4 camps, and 35 classes. Maintain attendance and social distancing restrictions while accommodating the masses.
- 3) Experience growth in the new spring musical for younger actors over and above 2019's spring play for younger actors.
- 4) Begin replacing obsolete wireless microphone transmitters and receivers. A few of our transmitter frequencies are set to expire in 2021.
- 5) Increase our number of season subscribers from 100 to 130.
- 7) Produce camps that are 1-week long instead of 2-weeks in order to accommodate more students over the course of the summer while also keeping attendance at that required by social distancing and COVID-19 restrictions.

ADDITIONAL INFORMATION

Provide any other information that may be pertinent to this request but was not stated in previous questions.

ATTACHMENTS

1. IRS DETERMINATION LETTER FOR MOST RECENT FISCAL YEAR
 2. FORM 990
 3. AUDITED FINANCIAL STATEMENT, CPA REVIEW FOR MOST RECENT FISCAL YEAR
 4. BUDGET FOR CURRENT FISCAL YEAR OR PROPOSED BUDGET FOR UPCOMING FISCAL YEAR
 5. LIST OF OTHER FUNDS AVAILABLE FOR THIS REQUEST
-

OFFICER'S SIGNATURE:

Angela Senter

DATE:

2/15/2021

THE ACTORS CONSERVATORY THEATRE
LEWISVILLE, TEXAS

FINANCIAL STATEMENTS

As of

DECEMBER 31, 2019, 2018 and 2017

TOGETHER WITH
INDEPENDENT ACCOUNTANTS' REVIEW REPORT

Schnauffer & Walker, P.C.
Certified Public Accountants
Dallas, Texas

THE ACTORS CONSERVATORY THEATRE
FINANCIAL STATEMENTS
Years Ended December 31, 2019, 2018 and 2017

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Schnauffer & Walker, P.C.
Certified Public Accountants
2695 Villa Creek Drive, Suite 268
Dallas, Texas 75234
www.TheNonprofitCPA.org
Office: (972) 798-2046 Fax: (866) 334-1362

INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors of
The Actors Conservatory Theatre
Lewisville, Texas

We have reviewed the accompanying financial statements of **The Actors Conservatory Theatre** (a Texas nonprofit organization), which comprise the statements of financial position as of December 31, 2019, 2018 and 2017, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Schnauffer & Walker, P.C.

Dallas, Texas

March 16, 2020

THE ACTORS CONSERVATORY THEATRE
STATEMENTS OF FINANCIAL POSITION
December 31, 2019, 2018 and 2017

	<u>2019</u>	<u>2018</u>	<u>2017</u>
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 101,221	\$ 75,953	\$ 41,693
Accounts receivables	5,949	1,257	2,203
Inventories	1,425	609	1,805
Prepaid expenses	5,798	5,957	8,191
Total current assets	<u>114,393</u>	<u>83,776</u>	<u>53,892</u>
Long-term assets:			
Property and equipment - net of accumulated depreciation	35,439	40,073	43,725
Total long-term assets	<u>35,439</u>	<u>40,073</u>	<u>43,725</u>
Other assets:			
Security deposits	15,490	25,490	25,490
Total other assets	<u>15,490</u>	<u>25,490</u>	<u>25,490</u>
TOTAL ASSETS	<u>\$ 165,322</u>	<u>\$ 149,339</u>	<u>\$ 123,107</u>
LIABILITIES			
Current liabilities:			
Accounts payable	\$ 750	\$ 1,000	\$ -
Refundable advances	26,220	20,849	19,707
Current portion, capital lease	3,450	1,393	909
Total current liabilities	<u>30,420</u>	<u>23,242</u>	<u>20,616</u>
Long-term liabilities:			
Capital lease, net of current portion	926	4,344	5,863
Total long-term liabilities	<u>926</u>	<u>4,344</u>	<u>5,863</u>
TOTAL LIABILITIES	<u>31,346</u>	<u>27,586</u>	<u>26,479</u>
NET ASSETS			
Without donor restrictions	133,976	121,753	96,628
With donor restrictions	-	-	-
TOTAL NET ASSETS	<u>133,976</u>	<u>121,753</u>	<u>96,628</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 165,322</u>	<u>\$ 149,339</u>	<u>\$ 123,107</u>

See accompanying notes and independent accountants' review report.

THE ACTORS CONSERVATORY THEATRE
STATEMENTS OF ACTIVITIES
For The Years Ended December 31, 2019, 2018 and 2017

	<u>2019</u>	<u>2018</u>	<u>2017</u>
CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS:			
Operating:			
Revenue and other support:			
Performance fees	\$ 97,235	\$ 91,583	\$ 68,361
Ticket sales	92,589	93,865	66,727
Education	64,354	58,349	34,105
House income	46,190	48,325	34,641
Grants	35,050	35,150	37,123
Youth Group income	8,650	12,496	19,452
Membership fees	12,309	10,950	9,370
General donations	10,699	9,716	23,695
Sales income	5,939	6,249	4,720
Rent income	265	2,330	2,190
Ticket sales - donations	-	405	-
Interest income	89	56	25
Net assets released from restrictions	-	-	-
Total operating revenue	<u>373,369</u>	<u>369,474</u>	<u>300,409</u>
Expenses:			
Program services:			
Production costs	353,651	338,110	303,166
Supporting services:			
Management and general	7,495	6,239	5,012
Total operating expenses	<u>361,146</u>	<u>344,349</u>	<u>308,178</u>
Excess (deficit) of operating revenue over expenses	<u>\$ 12,223</u>	<u>\$ 25,125</u>	<u>\$ (7,769)</u>
Increase (decrease) in net assets	12,223	25,125	(7,769)
NET ASSETS AT BEGINNING OF YEAR	<u>121,753</u>	<u>96,628</u>	<u>104,397</u>
NET ASSETS AT END OF YEAR	<u><u>\$ 133,976</u></u>	<u><u>\$ 121,753</u></u>	<u><u>\$ 96,628</u></u>

See accompanying notes and independent accountants' review report.

THE ACTORS CONSERVATORY THEATRE
STATEMENTS OF FUNCTIONAL EXPENSES
For The Years Ended December 31, 2019, 2018 and 2017

	2019			2018			2017		
	Program services	Supporting services		Program services	Supporting services		Program services	Supporting services	
	Production	Management	Totals	Production	Management	Totals	Production	Management	Totals
	costs	and general		costs	and general		costs	and general	
Advertising	\$ 4,301	\$ -	\$ 4,301	\$ 4,208	\$ -	\$ 4,208	\$ 3,765	\$ -	\$ 3,765
Bank charges	-	2,237	2,237	-	1,614	1,614	904	708	1,612
Benevolence	1,440	-	1,440	405	-	405	1,062	-	1,062
Building repairs and maintenance	1,679	-	1,679	1,486	-	1,486	2,039	-	2,039
Business expenses	-	-	-	45	-	45	-	-	-
Camp expenses	9,510	-	9,510	11,230	-	11,230	8,332	-	8,332
Capital lease interest	1,429	-	1,429	1,756	-	1,756	1,829	-	1,829
Contract labor	120,654	-	120,654	112,538	-	112,538	95,966	-	95,966
Cost of sales	2,997	-	2,997	3,255	-	3,255	495	-	495
Dues and subscriptions	-	1,275	1,275	-	1,109	1,109	-	1,011	1,011
Depreciation	10,356	-	10,356	9,586	-	9,586	7,957	-	7,957
Education	1,261	-	1,261	1,022	-	1,022	437	-	437
Equipment rental and maintenance	2,080	-	2,080	1,424	-	1,424	1,658	-	1,658
House expense	19,006	-	19,006	19,354	-	19,354	14,067	-	14,067
Insurance	2,427	-	2,427	2,870	-	2,870	6,933	-	6,933
Miscellaneous	-	776	776	-	573	573	-	604	604
Performance expense	33,456	-	33,456	35,130	-	35,130	25,529	-	25,529
Postage and mailing	-	197	197	-	328	328	-	208	208
Printing and reproduction	1,232	-	1,232	2,203	-	2,203	3,046	-	3,046
Professional fees	-	2,115	2,115	-	2,095	2,095	-	2,010	2,010
Rental/Utilities	111,015	-	111,015	92,984	-	92,984	89,741	-	89,741
Scripts / royalties	13,823	-	13,823	18,865	-	18,865	14,878	-	14,878
Staff hospitality	1,109	-	1,109	902	-	902	1,459	-	1,459
Supplies - office	-	895	895	-	520	520	-	471	471
Supplies - other	2,747	-	2,747	2,393	-	2,393	2,735	-	2,735
Telephone	3,197	-	3,197	3,144	-	3,144	2,790	-	2,790
Travel	-	-	-	27	-	27	-	-	-
Youth group expenses	9,932	-	9,932	13,283	-	13,283	17,544	-	17,544
Totals	<u>\$ 353,651</u>	<u>\$ 7,495</u>	<u>\$ 361,146</u>	<u>\$ 338,110</u>	<u>\$ 6,239</u>	<u>\$ 344,349</u>	<u>\$ 303,166</u>	<u>\$ 5,012</u>	<u>\$ 308,178</u>

See accompanying notes and independent accountants' review report.

THE ACTORS CONSERVATORY THEATRE
STATEMENTS OF CASH FLOWS
For The Years Ended December 31, 2019, 2018 and 2017

	<u>2019</u>	<u>2018</u>	<u>2017</u>
CASH FLOWS FROM OPERATING ACTIVITIES:			
Cash received from performance fees	\$ 97,235	\$ 91,583	\$ 68,361
Cash received from ticket sales	92,589	94,270	66,727
Cash received from education	64,354	58,349	34,105
Cash received from house income	46,190	48,325	34,641
Cash received from grants	35,050	35,150	37,123
Cash received from membership fees	12,309	10,950	9,370
Cash received from general donations	10,699	9,716	23,695
Cash received from youth group income	8,650	12,496	19,452
Cash received from sales income	5,939	6,249	4,720
Cash received from rent	265	2,330	2,190
Cash received from interest income	89	56	25
Cash expended for contract labor	(120,654)	(112,538)	(95,966)
Cash expended for rent	(111,015)	(92,984)	(89,741)
Cash expended for programs	(97,998)	(111,858)	(105,519)
Cash expended for management and general	(5,258)	(4,625)	(4,304)
Cash expended for insurance	(2,427)	(2,870)	(6,933)
Cash expended for bank charges and fees	(2,237)	(1,614)	(1,612)
Cash expended for capital lease interest	(1,429)	(1,756)	(1,829)
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	<u>\$ 32,351</u>	<u>\$ 41,229</u>	<u>\$ (5,495)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:			
Acquisition of property and equipment	(5,722)	(5,934)	(35,081)
NET CASH (USED IN) INVESTING ACTIVITIES	<u>(5,722)</u>	<u>(5,934)</u>	<u>(35,081)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from capital lease agreement	-	-	6,772
Principal payments on capital lease	(1,361)	(1,035)	-
NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES	<u>(1,361)</u>	<u>(1,035)</u>	<u>6,772</u>
INCREASE (DECREASE) IN CASH	25,268	34,260	(33,804)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	75,953	41,693	75,497
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 101,221</u>	<u>\$ 75,953</u>	<u>\$ 41,693</u>
RECONCILIATION OF INCREASE (DECREASE) IN NET ASSETS IN			
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES:			
Increase (decrease) in net assets	\$ 12,223	\$ 25,125	\$ (7,769)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:			
Depreciation	10,356	9,586	7,957
Changes in operating assets and liabilities:			
(Increase) decrease in accounts receivable	(4,692)	946	(1,418)
(Increase) decrease in inventory	(816)	1,196	(614)
Decrease (increase) in prepaid expenses	159	2,234	(2,531)
Decrease (increase) in other assets	10,000	-	-
(Decrease) increase in accounts payable	(250)	1,000	(1,212)
Increase in refundable advances	5,371	1,142	92
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	<u><u>\$ 32,351</u></u>	<u><u>\$ 41,229</u></u>	<u><u>\$ (5,495)</u></u>

See accompanying notes and independent accountants' review report.

THE ACTORS CONSERVATORY THEATRE

NOTES TO FINANCIAL STATEMENTS

NOTE A – ORGANIZATION AND NATURE OF ACTIVITIES

The Actors Conservatory Theatre (the Organization) is a Texas not-for-profit corporation and is located in Lewisville, Texas. The Organization promotes interest in and fosters appreciation of the performing arts and provides the opportunity for all residents of the community who may be interested in any phase of community theatre work to participate in the productions of this group without regard to age, education, sex, race, creed, color, national origin, political affiliation, wealth or status, ability or disability. They educate the community through lectures, seminars, workshops, public and classroom performances, exhibits and any and all other appropriate means. The Organization builds, erects, maintains, equips, manages and operates theatres, stages, auditoriums and all usual adjuncts thereto for the members and their guests. The Organization's revenue primarily comes from ticket sales, grants, classes and camps, free-will donations.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, prepaids, payables, refundable advances, and other liabilities. Under the accrual method of accounting, revenues are recorded when earned and expenses are recorded when incurred, irrespective of when paid. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation. The Organization is required to file annual reports to the Internal Revenue Service, Form 990, Return of Organizations Exempt from Federal Income Tax. The Organization is in compliance with all federal tax filings for the years ended December 31, 2019, 2018 and 2017.

Basis of Presentation

The financial statements of the Organization have been prepared in accordance with United States generally accepted accounting principles (GAAP) and include all accounts of the Organization. For financial reporting purposes, the Organization follows the reporting requirements of GAAP, which requires that resources be classified for accounting and reporting purposes based on the existence or absence of donor imposed restrictions. This is accomplished by the classification of net asset balances into two classes of net assets: without donor restrictions and with donor restrictions.

THE ACTORS CONSERVATORY THEATRE

NOTES TO FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

Basis of Presentation, continued

The Organization accounts for its funding in accordance with the provisions of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, ASU No. 2016-14 - *Not-for-Profit Entities (Topic 958)*, which establishes standards for external financial reporting by not-for-profit organizations and requires that resources be classified for accounting and reporting purposes into two net asset categories according to donor imposed restrictions. ASC Topic 958 requires that unconditional promises to give (pledges) be recorded as receivables and requires the Organization to distinguish between contributions received for each net asset category in accordance with donor imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Descriptions of the two net asset categories are as follows:

Without donor restrictions – Net assets that are not subject to donor-imposed restrictions.

With donor restrictions – Net assets subject to donor-imposed restrictions that will be met either by actions of the Organization or the passage of time.

Ticket sales, grants, classes and camps, free-will donations are recognized when earned, irrespective of when paid. Refundable advances are recorded when the revenue is earned, not received. Contributions are recognized as revenue when received or pledged and are recorded as net assets with donor restrictions and net assets without donor restrictions depending on the existence or nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose of the contribution is accomplished, net assets with donor restrictions are classified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

At December 31, 2019, 2018 and 2017, there were no net assets with donor restrictions. At December 31, 2019, 2018 and 2017, net assets without donor restrictions were \$133,976, \$121,753 and \$96,628, respectively, have been designated to be used with the permission of the Board of Directors (the “Board”).

Fair Value of Financial Instruments

The Organization’s financial instruments consist of cash and cash equivalents, accounts receivables, prepaids, payables, and refundable advances. Accounts receivables, prepaids, payables, and refundable advances are stated at cost which approximates fair value. Cash and cash equivalents are stated at fair value.

Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less, when purchased, to be cash equivalents.

THE ACTORS CONSERVATORY THEATRE

NOTES TO FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

Accounts Receivable

Accounts receivable are recorded net of an allowance for expected losses. The allowance is estimated from historical performance and projections of trends.

Inventory

Inventory is comprised of concessions, t-shirts and miscellaneous items for sale at events and is valued at the lower of cost (first-in, first-out method) or market at net realizable value.

Prepaid Expenses

Prepaid expenses are primarily prepaid royalty expense.

Property and Equipment

It is the Organization's policy to capitalize property and equipment over \$1,000. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Property and equipment are depreciated using the straight-line method from three to ten years. Expenditures for repairs and maintenance are charged to operating expense as incurred.

Other Assets

Other assets are security deposits related to an office lease and utilities.

Refundable Advances

Refundable advances are primarily related to prepaid ticket sales for theatrical performances in the coming year. The refundable advances are subject to refund if the theatrical performance is cancelled for any reason. The Organization also has prepaid tuition fees for theatrical classes that will be held in the coming year. The prepaid tuition fees are also subject to refund.

Noncash Donations

Donated material, fixed assets and certain services are reflected as contributions at their estimated fair values on the date of receipt and are recorded in the appropriate asset or expense account. Services are recorded if they create or enhance nonfinancial assets or require special skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

THE ACTORS CONSERVATORY THEATRE

NOTES TO FINANCIAL STATEMENTS

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

Classification of Revenue and Expense

Operating activities include items which are directly related to the Organization or are essential support elements of those programs. The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program activities and supporting services in the statements of functional expenses. Depreciation and interest expense have been allocated to the related operating activities.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

New Accounting Pronouncement

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The amendments in this update are effective for annual financial statements issued for fiscal years beginning after December 15, 2017. The updated guidance addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The main provisions of this guidance include: presentation of two net asset classes versus the previously required three; recognition of capital gifts for construction as a net asset without donor restrictions when the associated long-lived asset is placed in service; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions. The guidance also enhances disclosures for board designated amounts, composition of net assets without donor restrictions, liquidity, and expenses by both their natural and functional classification. The Organization has adjusted the presentation of these financial statements accordingly. The ASU has been applied retroactively to all periods presented.

Advertising Costs

The Organization charges advertising costs to operations in the year the expense is incurred. For the years ended December 31, 2019, 2018 and 2017, advertising expenses incurred were \$4,301, \$4,208 and \$3,765, respectively.

THE ACTORS CONSERVATORY THEATRE
NOTES TO FINANCIAL STATEMENTS

NOTE C – FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefitted as shown in the statements of functional expenses. Natural expenses attributable to more than one functional expense category are allocated using a variety of cost allocation techniques such as square footage and time and effort. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

NOTE D – FINANCIAL ASSETS AND LIQUIDITY RESOURCES

As of December 31, 2019, 2018 and 2017, financial assets and liquidity resources available within one year for general expenditures, such as ongoing operations and expansion efforts were as follows:

	2019	2018	2017
Cash and cash equivalents	\$ 101,221	\$ 75,953	\$ 41,693
Accounts receivable	5,949	1,257	2,203
Total financial assets, at year end	107,170	77,210	43,896
Less those unavailable for general expenditures within one year, due to:			
Restricted by donor with purpose restriction	(-)	(-)	(-)
Financial assets available to meet cash needs for general expenditures within one year	\$ 107,170	\$ 77,210	\$ 43,896

Expenses for ongoing operations are covered by a combination of monthly performance fees, ticket sales, education, house income, grants, youth group income, membership fees, general donations, sales income, rental income. Average monthly revenue from operating income in 2019, 2018 and 2017 was \$31,114, \$30,790 and \$25,034, respectively. Average monthly expenses for ongoing operations in 2019, 2018 and 2017 was \$30,096, \$28,696 and \$25,682, respectively. Thus, 103% of average monthly expenses in 2019, average monthly revenue from client fees covered 107% of average monthly expenses in 2018, 97% of average monthly expenses in 2017.

NOTE E – CONCENTRATION

For the years ended December 31, 2019, 2018 and 2017, the Organization received \$33,050, \$33,150 and \$33,323, approximately 9%, 9%, \$11%, respectively, of its support from a single source, the City of Lewisville.

THE ACTORS CONSERVATORY THEATRE
NOTES TO FINANCIAL STATEMENTS

NOTE F – PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31st:

	2019	2018	2017
Property and equipment, at cost:			
Furniture, fixtures and equipment	\$ 66,600	\$ 60,877	\$ 54,943
Leasehold improvements	33,042	33,042	33,042
Leased assets	-	-	-
	99,642	93,919	87,985
Accumulated depreciation	(64,203)	(53,846)	(44,260)
Total property and equipment, net	\$ 35,439	\$ 40,073	\$ 43,725

The Organization expensed \$10,356, \$9,586 and \$7,957 to depreciation expense for the years ended December 31, 2019, 2018 and 2017, respectively.

NOTE G – OTHER ASSETS

Other assets consist of the following at December 31st:

	2019	2018	2017
Security deposits			
James Holmes, et al	\$ 15,000	\$ 25,000	\$ 25,000
Atmos Energy	350	350	390
Discount Helium	140	140	100
Total other assets	\$ 15,490	\$ 25,490	\$ 25,490

NOTE H – CAPITAL LEASE

The Organization leases a copier classified as a capital lease. The following is a schedule showing the future minimum lease payments under capital leases by years and the present value of the minimum lease payments as of December 31, 2019. The monthly lease rental payment is \$288, the interest rate is 27.8% and the maturity date is December 2021.

Year ending December 31st:	
2020	\$ 3,456
2021	3,456
Total minimum lease payments	6,912
Less: Amount representing interest	(2,536)
Present value of minimum lease payments	\$ 4,376

THE ACTORS CONSERVATORY THEATRE
NOTES TO FINANCIAL STATEMENTS

NOTE H – CAPITAL LEASE, continued

The Organization expensed \$1,429, \$1,756 and \$1,829 to interest expense for the years ended December 31, 2018, 2017 and 2016, respectively.

NOTE I – OPERATING LEASE

In January 2017, the Organization leased a building in Lewisville, Texas from an individual. The current monthly rental expense is \$6,107 per month. The Organization paid \$88,404, \$88,404 and \$80,338, in rental expense for the years ended December 31, 2019, 2018 and 2017, respectively. The lease matures in September 2025. The minimum future rental payments under the non-cancelable operating lease for the next five years and thereafter are as follows:

<u>Years</u>	<u>Base rent</u>
2020	\$ 88,404
2021	88,404
2022	90,084
2023	98,484
2024	98,484
Thereafter	79,743
Totals	<u>\$ 543,523</u>

NOTE J – SUBSEQUENT EVENTS

FASB ASC 855-10 requires the disclosure of the date through which an entity has evaluated subsequent events and the basis for that date. That is, whether that date represents the date the financial statements were issued or were available to be issued. The Organization has evaluated subsequent events for potential recognition and/or disclosure in these financial statements through March 16, 2020, the date that the financial statements were available to be issued.

The Actors Conservatory Theatre
Profit Loss Budget Overview
January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
Direct Public Grants	
City of Flower Mound	3,500.00
City of Lewisville	24,057.00
Other Grants	10,000.00
Total Direct Public Grants	37,557.00
 Donations	
Ads	5,000.00
General Donations	22,000.00
In-Kind Donations	2,000.00
Restricted Donations	1,000.00
Total Donations	30,000.00
 Education	52,000.00
 House Income	
Concession Sales	10,000.00
Flower Sales	3,000.00
Other Sales	500.00
Raffle Sales	2,500.00
Souvenir Sales	7,500.00
Star Board Sales	1,000.00
Total House Income	24,500.00
 Investments	60.00
 Membership Fees	11,000.00
Other Types of Income	
DVD Sales	4,500.00
Misc. Revenue	500.00
Total Other Types of Income	5,000.00
 Performance Fees	69,000.00
 Rent Income	250.00
 Ticket Sales	
Admissions	50,000.00
Ticket Sales - Donations	100.00
Total Ticket Sales	50,100.00
 Youth Group Income	1,000.00

The Actors Conservatory Theatre
Profit Loss Budget Overview
January through December 2021

	Jan - Dec 21
Total Income	280,467.00
Gross Profit	280,467.00
Expense	
Benevolent Expenses	100.00
Camp Expenses	2,000.00
Contract Services	
Accounting Fees	2,115.00
Artistic/Management Fees	80,000.00
Education/Teacher Fees	23,500.00
Directors	11,000.00
Professional Fees	2,500.00
Total Contract Services	119,115.00
Cost of Sales	500.00
Depreciation Expense	5,500.00
Facilities and Equipment	
Bldg Repair, Maint, Improvement	2,000.00
Capital Lease Interest	1,000.00
Depr and Amort - Allowable	3,200.00
Equip Rental and Maintenance	700.00
Equipment Expense	700.00
Liability Insurance	2,600.00
Utilities	11,000.00
Rental Expense	94,350.00
Total Facilities and Equipment	115,550.00
House Expense	
Concession Expense	3,300.00
Curtain Coin Expense	150.00
Flower Expense	1,260.00
House Decorations	100.00
Raffle Expense	100.00
Souvenir Expense	6,350.00
Star Board Expense	200.00
Total House Expense	11,460.00
Marketing / Promotion	1,000.00
Operations	
Bank charges	1,500.00
Dues, Subscriptions, Membership	1,000.00
Postage, Mailing Service	1,000.00
Printing and Copying	850.00

The Actors Conservatory Theatre
Profit Loss Budget Overview
January through December 2021

	Jan - Dec 21
Supplies - Office/Other	550.00
Telephone, Telecommunications	3,400.00
Total Operations	8,300.00
 Other Types of Expenses	
Other Costs	670.00
Staff Development	100.00
Youth Group Expenses	1,000.00
Total Other Types of Expenses	1,770.00
 Production Costs	20,000.00
 Scripts/Royalties	15,000.00
Supplies	
Supplies - General	1,300.00
Supplies - Technical	1,300.00
Total Supplies	2,600.00
 Total Expense	302,895.00
 Net Ordinary Income	-22,428.00
 Other Income	
PPP Loan Forgiveness	23,000.00
 Net Income	572.00



Town of Flower Mound
Community Support Funding Application: Cultural Arts
FY 2021-2022
DUE: February 15, 2021

Your responses must be completed in the space provided. Do not modify these spaces and do not use "See Attached," as it could result in the form being considered incomplete. Always verify that your entire response is completely contained in the boxes provided. Please note that the Town also retains the right to review the organization's books upon request.

GENERAL INFORMATION

NAME OF ORGANIZATION: Flower Mound Community Orchestras

ADDRESS: P O Box 270002, Flower Mound, TX, 75027

DIRECTOR'S NAME: Thomas Williams

DIRECTOR'S TITLE: President, Board of Directors

DIRECTOR'S EMAIL: Thomas.L.Williams@Kpostcompany.com

DIRECTOR'S PHONE: 214-223-7619

TAX ID NUMBER: 75-2562113

YEAR ESTABLISHED: 1994

GRANT CONTACT (NAME AND EMAIL): Thomas Williams, Thomas.L.Williams@KPostcompany.com

GRANT REQUEST

TOTAL GRANT AMOUNT REQUESTED: \$19,000.00

BRIEF DESCRIPTION OF REQUEST (TWO SENTENCES MAXIMUM):

Grant request submitted to support resumption of rehearsals and concerts for all three Flower Mound Community Orchestras. The town's generous and faithful support has been critical to our viability and service to the community through performance of classical music as well as Christmas and Patriotic concerts.

FY 2020-2021 APPROVED BUDGET AMOUNT: \$100,000.00

FY 2020-2021 AMOUNT CONTRIBUTED BY THE TOWN: \$0.00 Application deadline was missed.

FY 2020-2021 ACTUAL EXPENDITURES: \$27,430.91

RESERVE LEVEL (MOST RECENT YEAR END): \$11,023.00

IF RESERVE LEVEL IS MORE THAN 6 MONTHS, PLEASE EXPLAIN:

ARE OTHER FUNDS AVAILABLE FOR THIS REQUEST? Yes, private/corporate donations, fundraisers and tuition for the educational orchestras

FY 2021-2022 PROPOSED BUDGET AMOUNT: \$100,000.00

FY 2021-2022 AMOUNT REQUESTED FROM THE TOWN: \$19,000.00

% OF TOTAL BUDGET: 19

STATISTICS ON SERVICE LEVELS PROVIDED TO THE TOWN OF FLOWER MOUND

OF FLOWER MOUND RESIDENTS INVOLVED IN YOUR ORGANIZATION: Approximately 70

OF PERFORMANCES HELD IN THE TOWN OF FLOWER MOUND: 13

TOTAL ATTENDANCE AT ORGANIZATION'S PERFORMANCES: 3800

% OF ATTENDEES WHO ARE RESIDENTS OF FLOWER MOUND: 60

EXPLANATION:

Membership in the Orchestras is primarily Flower Mound residents and residents of surrounding towns and cities. Much of our audience comes from friends and family, members of Trietsch Memorial United Methodist Church and the Voices of Flower Mound.

DESCRIPTION OF REQUEST

Define the "who, what, where, and how" of the request. Include a timeline when applicable.

Our funding request supports the resumption of auditions, rehearsals and the performance of numerous concerts for the benefit of the Flower Mound Community. Our season calendar starts in late August with auditions for all three orchestras followed by a series of rehearsals for the fall concerts scheduled in October. Pre-COVID-19, we routinely participated in the Town of Flower Mound Veteran's day celebration and intend to once again. We put on a minimum of two Christmas concerts, typically a joint venture with the Trietsch Memorial United Methodist Church Chancel Choir and the Voices of Flower Mound. Auditions are once again held in January followed by Spring and end of season concerts. The Symphony Orchestra then completes the schedule with two patriotic concerts, once again joined by the Trietsch Chancel Choir and the Voices of Flower Mound. Lastly, we put on Chamber Music concerts at the Town of Flower Mound Public Library.

Resumption of rehearsals and concert performances obviously hinges on the COVID-19 pandemic and the availability of the vaccine. Most information provided by the CDC predicts the vaccine will be widely available and herd immunity in the United States achievable in the August/September timeframe.

The Flower Mound Community Orchestras suspended all operations in mid-March 2020 due to the virus.

ANTICIPATED BENEFITS TO TOWN/ JUSTIFICATION OF THE REQUEST

With 26 years of service to the Town of Flower Mound and surrounding communities, we will once again provide high quality symphony performances of classical music. Our educational orchestras will provide opportunities for musicians of all age and experience levels. Under the direction of Maestro Esteban Rojas, the Symphony orchestra performs ever more challenging repertoire. Esteban Rojas is a graduate of Texas Christian University with a Master's degree in conducting and is a Flower Mound resident himself. He attained permanent residency in the United States based upon his proven extraordinary ability in music.

Our quality performances rival area professional orchestras. Our educational orchestras provide an opportunity for many young aspiring musicians to play in an orchestral setting when a public or private school program is unavailable or suitable based upon scheduling conflicts.

All concerts performed solely by the Flower Mound Community Orchestras are free of charge to the public.

BRIEF ORGANIZATION DESCRIPTION

Describe the mission and activities of the organization, and explain how your request fits in with your mission.

The Flower Mound Community Orchestra was founded in June 1994 to provide residents a vehicle for the performance and enjoyment of classical music. The organization has grown steadily over the years and now consists of the Symphony, Philharmonic and Preparatory orchestras. These groups provide opportunities for both adults and young people to express their love of music through rehearsals and performances for the Town of Flower Mound and surrounding communities. The mission of the Flower Mound Community Orchestras is to: a) Encourage and instruct musicians of various ages and skills, b) Promote music education and appreciation, c) Create an experience for an audience that educates and entertains, d) Offer performance opportunities for aspiring local musicians.

Activities include 13 or more concerts throughout the year, all performed in the Town of Flower Mound.

Funds from the Town of Flower Mound are used to supplement other funding sources for variety of expenses including auditorium rent, payroll, professional fees, concert expenses and musical instrument purchases.

HOW DID THE ORGANIZATION PERFORM IN RELATION TO THE GOALS LISTED FOR ITS MOST RECENT COMPLETED FISCAL YEAR?

Our season calendar runs from August to July. As previously stated, we suspended all operations in March 2020 after the spring Symphony concert that once again featured Eduardo Rojas, a world renowned pianist performing Mozart's Piano Concerto #21. Prior to that concert, auditions were held in August 2019, all three orchestras put on fall concerts, the symphony participated in the Veterans day celebration and a chamber music concert was put on at the Flower Mound Public Library. The educational orchestra performed winter concerts featuring Christmas and other seasonal music while the Symphony orchestra once again joined forces with the Triestch Chancel Choir and the Voices of Flower Mound for two very well received Christmas concerts. The Philharmonic and Preparatory orchestras held their joint spring concert on March 3, 2020.

GOALS AND OBJECTIVES FOR FY 2021-2022

- Continued growth of our educational orchestras as well as the Symphony orchestra.
- Education and development of our young aspiring musicians as they advance to either the Philharmonic or Symphony orchestra.
- Continue providing high quality performances of classical music free to the public.
- Purchase of additional percussion instruments and provide for the safe assembly of our musicians and audience.

ADDITIONAL INFORMATION

Provide any other information that may be pertinent to this request but was not stated in previous questions.

ATTACHMENTS

1. IRS DETERMINATION LETTER FOR MOST RECENT FISCAL YEAR
 2. FORM 990
 3. AUDITED FINANCIAL STATEMENT, CPA REVIEW FOR MOST RECENT FISCAL YEAR
 4. BUDGET FOR CURRENT FISCAL YEAR OR PROPOSED BUDGET FOR UPCOMING FISCAL YEAR
 5. LIST OF OTHER FUNDS AVAILABLE FOR THIS REQUEST
-

OFFICER'S SIGNATURE:



DATE:

02/11/2021

1:27 PM

01/26/21

Accrual Basis

Flower Mound Community Orchestra
Profit & Loss
 January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
Donations in Kind	6,884.00
Activity Fee	2,274.23
Donations	15,402.66
Grants	
Government	7,767.00
Total Grants	7,767.00
Sales	620.00
Total Income	32,947.89
Gross Profit	32,947.89
Expense	
Insurance	1,338.00
storage	1,139.40
auditorium rent	8,499.00
Concert Expense	683.30
Dues and Subscriptions	367.00
Miscellaneous	0.00
Payroll Expenses	9,009.61
Payroll Tax Expense	2,364.39
Postage and Delivery	106.00
Professional Fees	3,924.21
Total Expense	27,430.91
Net Ordinary Income	5,516.98
Net Income	5,516.98

Reviewed and approved.

Thomas L. Williams

President, FMCO Board of Directors

Flower Mound Community Orchestras

*Flower Mound Symphony Orchestra
Flower Mound Philharmonic Orchestra
Flower Mound Preparatory Orchestra*



2021-2022 Budget

Auditorium rent	\$34,160
Concert Expenses	\$ 4,000
Musical Instrument Purchases	\$ 2,500
Payroll, including taxes	\$36,052
Professional fees	\$15,000
Fundraising expenses	\$ 3,151
Office and postage expenses	\$ 800
Storage	\$ 1,200
Marketing	\$ 1,200
Insurance	\$ 1,937
Total	\$ 100,000

Planned musical instrument and equipment purchases,
funds permitting:

A Yamaha 5 octave Marimba, additional music stands and
equipment .

Flower Mound Community Orchestras

*Flower Mound Symphony Orchestra
Flower Mound Philharmonic Orchestra
Flower Mound Preparatory Orchestra*



Alternative Funding Sources:

- a) Preparatory and Philharmonic Orchestra participant tuition, approximately \$12,000.00 per year
- b) Private, Company match and Corporate donations, approximately \$12,000.00 per year
- c) Fundraising events, approximately \$12,300.00
- d) Concert ticket sales, \$4,500.00
- e) Donations in kind, \$26,960.00
- f) Door donations at concerts, \$4,500.00
- g) Pecan/t-shirt/car raffle ticket sales, \$5,000.00

Total of Alternative Funding Sources: \$77,260.00



Town of Flower Mound
Community Support Funding Application: Cultural Arts
FY 2021-2022
DUE: February 15, 2021

Your responses must be completed in the space provided. Do not modify these spaces and do not use "See Attached," as it could result in the form being considered incomplete. Always verify that your entire response is completely contained in the boxes provided. Please note that the Town also retains the right to review the organization's books upon request.

GENERAL INFORMATION

NAME OF ORGANIZATION: Our Productions Theatre Co./Theatre FMPAT
ADDRESS: P.O. Box 271483 Flower Mound, TX 75027-1483
DIRECTOR'S NAME: Neale Whitmore
DIRECTOR'S EMAIL: info@ourproductions.org
TAX ID NUMBER: 75-2842283
GRANT CONTACT (NAME AND EMAIL): Stephanie Riggs, Artistic & Educational Director SingerSRiggs@aol.com
DIRECTOR'S TITLE: President
DIRECTOR'S PHONE: 972-724-2147
YEAR ESTABLISHED: 1993

GRANT REQUEST

TOTAL GRANT AMOUNT REQUESTED: \$12,000
BRIEF DESCRIPTION OF REQUEST (TWO SENTENCES MAXIMUM):
Funds from this grant would be used directly for the program costs (Production Expense, Rental, Royalty Fees, Artists/Musicians and Actor's Equity Association contract fees, Insurance costs, among other production costs) for professional programming and productions and to support our youth educational programming and productions.

FY 2020-2021 APPROVED BUDGET AMOUNT: 99,750
FY 2020-2021 AMOUNT CONTRIBUTED BY THE TOWN: 12,000
FY 2020-2021 ACTUAL EXPENDITURES: 99,877
RESERVE LEVEL (MOST RECENT YEAR END): 10,106
IF RESERVE LEVEL IS MORE THAN 6 MONTHS, PLEASE EXPLAIN:

ARE OTHER FUNDS AVAILABLE FOR THIS REQUEST? Yes. Services (Educational), contributions and other grants.

FY 2021-2022 PROPOSED BUDGET AMOUNT: 99,750
FY 2021-2022 AMOUNT REQUESTED FROM THE TOWN: 12,000
% OF TOTAL BUDGET: 12%

STATISTICS ON SERVICE LEVELS PROVIDED TO THE TOWN OF FLOWER MOUND

OF FLOWER MOUND RESIDENTS INVOLVED IN YOUR ORGANIZATION: 190-220
OF PERFORMANCES HELD IN THE TOWN OF FLOWER MOUND: 0
TOTAL ATTENDANCE AT ORGANIZATION'S PERFORMANCES: *Free virtual perf. events in 2020 due to Covid. Approx. households 350
% OF ATTENDEES WHO ARE RESIDENTS OF FLOWER MOUND: 75%

EXPLANATION:

Due to the effect of the Covid-19 pandemic, all of our 2020 scheduled events and performances beginning late March were adjusted to virtual. Our educational programs all continued virtually, and our performance events and Play Readers Club were re-imagined as virtual events with free admission.

DESCRIPTION OF REQUEST

Define the "who, what, where, and how" of the request. Include a timeline when applicable.

Grant funding will aid in production costs & youth educational support for the 2021-2022. Funds from this grant would be used directly for the production costs (Royalty fees, Artist/Actor/Musician costs, Actor's Equity Association contract fees, Insurance, necessary equipment, rentals and other production costs) for professional & youth productions and programming produced seasonally, adult education through our Play Readers Club, along with funds to support our year round youth educational programming. We serve adults, children and seniors in Flower Mound, Lewisville and surrounding cities in Denton County. Our productions are advertised Metroplex wide and critically acclaimed in the D-FW Metroplex. Our activities run August to June annually.

ANTICIPATED BENEFITS TO TOWN/ JUSTIFICATION OF THE REQUEST

We offer residents affordable and professional live performing arts, development of new works & training, with actors, directors and designers who's work is normally seen in much larger regional and national venues, locally. We are critically acclaimed, and both award winning and nominated, and have been the only professional theatre utilizing Actors' Equity Association (Union of Professional Actors and Stage Managers) contracts in Denton County since 1993.

We are proud to continue the 'Act Of Faith' ticketing program, providing pay-what-you-can available seats to the community at curtain for select performances. This allows anyone, regardless of their ability to pay, the opportunity to experience our live theatrical productions. We typically hold a youth and family musical each April and an adult contemporary/new work main stage production each Fall. With the Covid-19 pandemic, we quickly pivoted to a fully virtual platform, and offered several free events distributed virtually. We are preparing to continue the bulk of our programming virtually, for as long as necessary, until it is safe to return to in-person, live theatre performances.

Our professional High School & College Intern program also provides learning opportunities to young students looking towards a career in the performing arts. Our musical theatre conservatory is one of the best in the nation, and offers professional training to area youth. Our educational programs are the top in the Metroplex and serve students during the school year from August to April, along with an open enrollment summer day camp in June. Financial assistance is available to qualified students to ensure that tuition is not a concern for talented young artists.

Our Play Readers Club is now in it's fifth year, and offers new playwrights opportunity to showcase their work, and area patrons to attend this wonderful adult education opportunity with area professionals and to participate in the Play Readers Club free of charge at this community event January to March annually. Scripts are selected by committee from submissions received in early fall giving local writers the opportunity to submit their work for review. The PRC will resume following a pause due to Covid with submission acceptances beginning in August of 2021.

BRIEF ORGANIZATION DESCRIPTION

Describe the mission and activities of the organization, and explain how your request fits in with your mission.

Our Productions Theatre Co./Theatre FMPAT is a nonprofit, professional theatre dedicated to promoting the performing arts in North Texas. In 2021 we will celebrate 29 consecutive years of providing entertainment and education for the community. Originally founded in January of 1993, the organization incorporated and gained nonprofit status 3 years later in 1996. The theatre is constantly serving its community by striving to bring the highest standard of entertainment and arts education to North Texas and is the only professional theatre company in Denton County. The theatre's operates year round with its acclaimed Educational Program - The Young Artist Training Program, and high school/college intern program allowing area young artists the ability to work alongside artistic professionals.

We are a professional, non-profit, IRS recognized 501 (c) 3 charitable organization, whose mission is to develop cultural growth in North Texas. Our Productions Theatre Co. challenges audiences through presentation of new, diverse, and classic theatrical productions for both adults and children; raising awareness of important issues through performance; fostering the educational development of future artists (Young Artist Training Program); and preserving the heritage of live theatrical performance for both current and future generations.

We are especially proud of our very successful virtual educational platform that has allowed the children and teens involved with our program to continue their activities without interruption during the Covid-19 pandemic.

HOW DID THE ORGANIZATION PERFORM IN RELATION TO THE GOALS LISTED FOR ITS MOST RECENT COMPLETED FISCAL YEAR?

Our Productions continued both our outstanding youth, educational programming and our presentation of professional performing arts including the establishment of the new Play Readers Club meeting regularly each winter. We are proud to have received many Awards/Recognition including: BroadwayWorld.com Top Ten Metroplex Theater Company, WFFA Best Theater in North Texas Award, Nickelodeon Parent's Pick Award – Best Youth Theater Company, PegasusNews.com Best Theatre Group in DFW – Ultimate Best List and coverage in all major area publications.

In 2020 we launched a fully virtual platform for our Educational programs, including a new secure website, multiple virtual classrooms, and multiple virtual live-stream performances both for the youth event and our Play Readers Club. We were able to offer free admission to all of the virtual performances, which allowed a wide reach for the performance activities to be experienced by many both in our own community and beyond, all while being safe. We abided by all rules and restrictions for Actors' Equity Association, the union of professional actors and stage managers, as well as all CDC requirements for safety with the performing arts. This require a tremendous shift in technology, platforms, including staff training and reimagining essentially every aspect of our organization. We are happy to say that we succeed in the shift and have had very good results.

GOALS AND OBJECTIVES FOR FY 2021-2022

Our initial goals is to hopefully see a return to normalcy in late 2021. However, we are equipped and prepared to carry on virtually for an indefinite amount of time. Our hope is for Play Readers Club to resume in August of 2021. Play Readers Club melds both patrons and professionals in a book club style format to read and discuss new and classic plays with area playwrights. Our youth and family musical for April 2021 will be a virtual, musical film, presented in conjunction with our Young Artist Training Program.

Our Productions' will also continue our Young Artist Training Program, under the direction of Stephanie Riggs, offering professional training in musical theatre and acting by some of the Metroplex's top professionals year round - Summer, Fall, and Spring, including adding an additional summer performance camp focusing on elementary ages and beginners, and advanced studies continuing in Fall/Spring. The program will again continue it's internship opportunities for technical theatre & leadership training, as well as focused workshops on preparing high-school students for their college scholarship auditions. These can continue virtually as long as necessary.

Our internship program has also expanded to include opportunities for college students studying performing arts to work on our professional productions alongside seasoned professionals. We hope to continue this work for the next year. Our Act-of-Faith/Pay-what-you-can ticket program is entering its 16th year. This program makes live theatre accessible to all patrons, regardless of their financial situation, releasing all available seats ten minutes before curtain at a pay-what-you-can price. Theatre should be accessible to all in our community. We are planning for all of our virtual performances to be free of charge in 2021.

ADDITIONAL INFORMATION

Provide any other information that may be pertinent to this request but was not stated in previous questions.

We are thankful to the Town of Flower Mound for many years of dedicated support of the arts in this community since our founding in Flower Mound in 1993.

ATTACHMENTS

1. IRS DETERMINATION LETTER FOR MOST RECENT FISCAL YEAR
 2. FORM 990
 3. AUDITED FINANCIAL STATEMENT, CPA REVIEW FOR MOST RECENT FISCAL YEAR
 4. BUDGET FOR CURRENT FISCAL YEAR OR PROPOSED BUDGET FOR UPCOMING FISCAL YEAR
 5. LIST OF OTHER FUNDS AVAILABLE FOR THIS REQUEST
-

OFFICER'S SIGNATURE: _____

DATE: _____

1/30/21

Our Productions Theatre Co.

Attachment
3a

Review of Financial Statements for FY ending 12/31/20

The Board of Directors reviews the accompanying financial statements of Expressions Performing Arts School & Theatre, Inc. d/b/a Our Productions Theatre Co. (a nonprofit organization) annually. Attached comprises the statement of financial position as of December 31, 2020 for the year then ended.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that to their best efforts are free from material misstatement whether due to fraud or error.

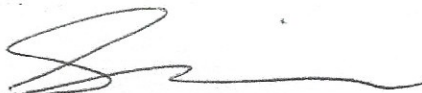
Board requires reporting whether they are aware of any material modifications that should be made to financial statements for them to be in accordance with accounting principles generally accepted in the United States of America.

Based on our annual review of such, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Ability for staff to submit approved by unanimous consent.



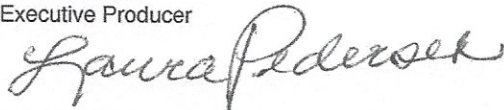
Stephanie Riggs
Artistic & Educational Director



Scott Kirkham
Executive Producer



Neale Whitmore
President



Laura Pedersen
Vice-President

Flower Mound/Lewisville: P.O. Box 271483 Flower Mound, TX 7-1483

Dallas: P.O. Box 670013 Dallas, TX 75367

Tel: 972-724-2147 Web: www.ourproductions.org Email: info@ourproductions.org

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Our Productions Theatre Co./Theatre FMPAT 2020 Financial Statement

Our Productions Theatre Co				
Profit and Loss Standard				01/26/21
January through December 2020				
				Jan - Dec '20
	Income			
		Contributions		8,858.33
		Grants		
			City of Lewisville	3,717.25
			Town of Flower Mound	9,848.88
		Total Grants		13,566.13
		Services-Classes & Workshops		77,549.77
	Total Income			99,974.23
	Expense			
		Administrative Overhead		
			Prof. Development & Training	2,058.50
			Administrative Overhead - Other	69.49
		Total Administrative Overhead		2,127.99
		Advertisement		3,199.88
		Bank Service Charges		572.69
		Dues and Subscriptions		170.00
		Education Materials & Services		2,810.59
		Insurance Expense		
			Actors Equity Assoc Contributio	21,141.49
			Life and Disability Insurance	1,280.00
			Professional Liability	2,114.79
			Insurance Expense - Other	1,972.41
		Total Insurance Expense		26,508.69
		Office Supplies		160.97
		Payroll Service Expenses		39,510.07
		Postage and Delivery		738.45
		Production Expenditures		
			Printing	487.24
			Educational Guest Faculty/Artis	7,756.00
			Front of House/Reception/Meals	690.12
			Musician	1,557.00
			Other Misc. Production	765.14
			Production Team	725.00
			Technical and Design	1,091.69
		Total Production Expenditures		13,072.19
		Rent Expense		7,689.19
		Telephone		3,316.94
	Total Expense			99,877.65
Net Income				96.58

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01/28/21

OurProductionsTheatreCo

Balance Sheet Standard

As of December 31, 2020

	<u>Dec 31, '20</u>
ASSETS	
Current Assets	
Checking/Savings	
Credit Card	4,098.66
Main Checking	6,007.54
Total Checking/Savings	<u>10,106.20</u>
Total Current Assets	<u>10,106.20</u>
TOTAL ASSETS	<u><u>10,106.20</u></u>
LIABILITIES & EQUITY	
Equity	
Opening Balance Equity	9,844.62
Net Income	261.58
Total Equity	<u>10,106.20</u>
TOTAL LIABILITIES & EQUI...	<u><u>10,106.20</u></u>

2021 Budget

Our Productions Theatre Co./Theatre FMPAT

INCOME	2020	2021
	(Budget)	(Proposed)
A. Earned Income:		
Box office receipts/Ticket sales	6,000	0* Covid-19
Other - Educational Programs	73,000	73,000
B. Unearned Income:		
Town of Flower Mound Funding	12,000	12,000
Other	4,750	4,750
C. Contributed Income:		
Individual contributors and sponsors	4,000	10,000
Other	0	0
Total Income	99,750	99,750

EXPENDITURES	2019	2021
	(Actual)	(Proposed)
A. Fees for Outside Professionals:		
Administrative	1,000	1,000
Artistic/Technical	8,000	8,000
Other	0	0
B. Rentals:		
Performance/rehearsal space	11,000	11,000
Equipment, furniture, sets	5,500	5,500
Instruments	1,200	1,200
Costumes, props	1,100	1,100
Scripts/Scores, etc.	1,850	1,850
Other, Sound, Props	2,700	2,700
C. Misc. Operating Expenses:		
Postage/Mailing (including PO Box rental)	260	260

Supplies and Materials	1,500	1,500
Marketing & Promotion	3,600	3,600
Printing	1,000	1,000
Professional fees & development	1,000	1,000
Payroll Expenses	37,000	37,000
Other	0	0
D. Production Costs Additional	2,000	2,000
E. Fundraising Expenses	0	0
F. Debt Reduction	0	0
G. Capital Expenditures/Acquisitions	0	0
Insurance	18,000	18,000
Utilities, Insurance, Telephone	3,000	3,000
Reserves rebuild (Goal to have 10% operating in reserves)	0	0
Total Expenses	99,750	99,750
Reserves as of 12/31/20	10,106	

List of other projected funds available for 2021 Our Productions Theatre Co./
Theatre FMPAT

Tuitions/Workshops \$73,000

Contributions \$10,000

Grants (Local/County) \$4,750

Total \$87,750



Town of Flower Mound
Community Support Funding Application: Cultural Arts
FY 2021-2022
DUE: February 15, 2021

Your responses must be completed in the space provided. Do not modify these spaces and do not use "See Attached," as it could result in the form being considered incomplete. Always verify that your entire response is completely contained in the boxes provided. Please note that the Town also retains the right to review the organization's books upon request.

GENERAL INFORMATION

NAME OF ORGANIZATION: Lewisville Lake Symphony Assn., Inc.
ADDRESS: 1850 McGee Lane #156, Lewisville, TX 75077-1701
DIRECTOR'S NAME: Nancy Wright
DIRECTOR'S EMAIL: nancy_carolyn@verizon.net
TAX ID NUMBER: 75-2323908
GRANT CONTACT (NAME AND EMAIL): Grace Lawrence gracelaw12@verizon.net (214) 458-4822
DIRECTOR'S TITLE: Chairman, Board of Directors
DIRECTOR'S PHONE: (214) 725-3551
YEAR ESTABLISHED: 1984

GRANT REQUEST

TOTAL GRANT AMOUNT REQUESTED: \$3,500.00

BRIEF DESCRIPTION OF REQUEST (TWO SENTENCES MAXIMUM):

We are requesting the funds to help support Lewisville Lake Symphony's International Chamber Concert Series and the Symphony Concert Series. Due to ongoing COVID concerns, decisions relative to live concerts vs livestreamed performances will be made as more information is available to us. We will incur production and payroll costs for our musicians under either scenario.

FY 2020-2021 APPROVED BUDGET AMOUNT: \$148,546 (FYE 9/30/21)

FY 2020-2021 AMOUNT CONTRIBUTED BY THE TOWN: \$3,000 Awarded

FY 2020-2021 ACTUAL EXPENDITURES: \$ 110,476 (Current Estimate)

RESERVE LEVEL (MOST RECENT YEAR END): \$34,132 @ 9/30/20

IF RESERVE LEVEL IS MORE THAN 6 MONTHS, PLEASE EXPLAIN:

ARE OTHER FUNDS AVAILABLE FOR THIS REQUEST? 47% of costs will be covered through individual donations, 31% from other grants

FY 2021-2022 PROPOSED BUDGET AMOUNT: The 2021-2022 budget will not be developed until late Q2/2021

FY 2021-2022 AMOUNT REQUESTED FROM THE TOWN: Request is for \$3,500

% OF TOTAL BUDGET: Unknown at this time for 2021-2022. Previous year's request represents 2.1% of budget

STATISTICS ON SERVICE LEVELS PROVIDED TO THE TOWN OF FLOWER MOUND

OF FLOWER MOUND RESIDENTS INVOLVED IN YOUR ORGANIZATION: 30

OF PERFORMANCES HELD IN THE TOWN OF FLOWER MOUND: 4 (Note A)

TOTAL ATTENDANCE AT ORGANIZATION'S PERFORMANCES: 5,600 (Note B)

% OF ATTENDEES WHO ARE RESIDENTS OF FLOWER MOUND: 25-30% is the average for our 2018-2019 and 2019-2020 seasons

EXPLANATION:

(A) - This is the number of concerts performed in Flower Mound in a typical year. We anticipate returning to this number for the 2021-2022 season.
(B) - This number represents the attendance count for the 2019-2020 season. For the 2020-2021 season all concerts are being livestreamed and we are unable to get accurate counts of actual viewer numbers.

DESCRIPTION OF REQUEST

Define the "who, what, where, and how" of the request. Include a timeline when applicable.

We are requesting funds to help support both our International Chamber Concert Series and our Symphony Concert Series. As indicated above, due to restrictions on large gatherings related to the COVID pandemic, we have not been able to offer live concerts during the current season. It is our hope, however, that all restrictions will be lifted by mid-year, and we are expecting to begin offering live "in person" concerts for the 2021-2022 concert season.

Our Chamber Series Concerts will all be performed in the Town of Flower Mound. These concerts feature highly talented artists from a variety of countries around the world. Many of the artists are winners of International competitions. Each year, the first concert in the series is officially designated as a Daniel Pearl Music Days concert which is part of a chain that connects Flower Mound with over six hundred (600) concerts performed in more than fifty countries. The concerts take place between October 2021 and March 2022. Historically, 34% of the audience were residents of Flower Mound. These concerts are offered free of charge, and are popular with young audiences who have an opportunity to meet and interact with the performers following the concert.

The Symphony Concerts are performed at the MCL Grand in Lewisville. On average, greater than 25% of the audience are residents of Flower Mound.

The Lewisville Lake Symphony is widely regarded as one of the most respected orchestras in Texas. The concerts will take place between September 2021 and April 2022.

ANTICIPATED BENEFITS TO TOWN/ JUSTIFICATION OF THE REQUEST

The Lewisville Lake Symphony Association (LLSA) is dedicated to enhancing the quality of life for people of all ages in all of the communities surrounding Lake Lewisville through live and inspiring classical music and education. Having a professional symphony orchestra that provides classical music offers a highly desirable cultural aspect to the community that is valuable to citizens, visitors and businesses located in the area. Residents are afforded the opportunity to enjoy professional orchestral music performances without driving a far distance. In addition, offering chamber concerts in Flower Mound at no charge means all citizens can take advantage of this cultural opportunity. Because there is no cost, many people bring their entire family. The intimate nature of these concerts provides a unique opportunity to interact with the musicians.

The LLSA is committed to educating and encouraging youth in the area to become involved in music programs and learning experiences. Each year, we sponsor the Vernell Gregg Young Artists Competition. The competition is open to advanced musicians in grades 6-12. The winner receives a \$1,000 scholarship, and is featured as a guest performer with the orchestra each season.

BRIEF ORGANIZATION DESCRIPTION

Describe the mission and activities of the organization, and explain how your request fits in with your mission.

Our mission:

- Enhance the quality of life for people of all ages in all of the communities surrounding Lake Lewisville through live classical music performances
- Educate and encourage youth to become involved in music
- Encourage and support rising young talent

The Lewisville Lake Symphony performs four (4) live classical concerts each fiscal year. All orchestra members are professionals, earning their living through music and are members of the American Federation of Musicians.

The Symphony offers four (4) International Chamber Concerts each fiscal year. These concerts feature highly talented award-winning artists from a variety of countries.

The Symphony provides an annual concert and learning experience coordinated with a curriculum taught by district music teachers for all LISD 3rd grade students. Although this concert was cancelled because of COVID restrictions in 2021, we anticipate reintroducing this program in 2022. We sponsor the Vernell Gregg Young Artists Competition for students in grades 6 - 12, and an International Concerto Competition for university students and emerging professionals ages 18 - 30. This competition rotates between Piano, Strings (and Harp), and Voice on alternating years.

The Symphony is managed by an all volunteer Board of Directors drawn from the communities that we serve with backgrounds and skills in the arts, general business, finance, marketing and education. Four (4) of the 18-member Board are residents of Flower Mound.

HOW DID THE ORGANIZATION PERFORM IN RELATION TO THE GOALS LISTED FOR ITS MOST RECENT COMPLETED FISCAL YEAR?

Our most recently completed fiscal year (FY20) represented the period 10/1/2019 through 9/30/2020. As such, we were directly impacted by restrictions resulting from the COVID-19 pandemic. Of our 4 scheduled Symphony series concerts, 2 were performed when scheduled in November, 2019 and February, 2020. Our third Symphony concert which had been scheduled for performance in April, 2020 was delayed until August, 2020; and was ultimately performed via livestreaming. In addition, we were forced to delay our last concert which had originally been scheduled for performance in September, 2020. This concert, which featured the winner of the 2020 International Competition for Strings and Harp was postponed until November 8, 2020, thus moving it into our FY21 performance schedule.

Regarding our International Chamber Series concerts, 3 were performed when scheduled in October 2019, December 2019, and January 2020. The final concert of the series was moved from March 2020 to October 2020, also pushing it into the FY21 performance schedule.

Other performances which had been planned for 2020 (3rd Grade Concert and Peter & the Wolf) were performed when scheduled.

As expected, we saw an associated drop in revenue from ticket sales, and the level of our Lewisville grant (which is derived from the Hotel Occupancy Tax) was significantly impacted. We were also forced to cancel our annual GALA fundraising event. Fortunately, revenues from individual donations exceeded our budgeted level by over 20%, which allowed us to maintain sufficient funds to cover programming costs for the performances which opened our FY21 season.

GOALS AND OBJECTIVES FOR FY 2021-2022

We anticipate that we will be able to return to our normal programming goals for FY 2021-2022. It is our objective to be part of providing a vibrant arts culture to the citizens of Flower Mound and its neighboring communities.

Objectives:

- Provide the highest quality of live and inspiring classical music performances for all ages
- Provide four (4) International Chamber Series Concerts
- Provide four (4) Symphony Series Concerts
- Perform a concert and provide a learning experience to all LISD 3rd grade students
- Provide an intern program for 8th - 12th grade students
- Work with students in related courses offered by the University of North Texas
- Engage University of North Texas students by their membership on the LLS Board of Directors
- Sponsorship of the Vernell Gregg Young Artists Competition
- Sponsorship of the International Concerto Competition for college level competitors
- Provide all of the above in a fiscally responsible manner while adhering to an annual budget

ADDITIONAL INFORMATION

Provide any other information that may be pertinent to this request but was not stated in previous questions.

The Lewisville Lake Symphony is not only for Lewisville. It is an all-professional orchestra meant to bring live classical music performances to the communities surrounding Lake Lewisville. This provides the residents of all of those communities the opportunity to enjoy professional orchestral performances without having to travel a great distance. Flower Mound residents have confirmed that it is an important aspect of their community by "voting with their feet" – consistently representing a significant percentage of the audiences.

"All-professional" means that we pay the members of our orchestra. However, we have no paid Executive Director nor do we pay any staff or members of the LLSA Board of Directors.

We put emphasis and effort into youth because we know the following:

- Early music education exposure helps develop brain areas involved in language and reasoning/problem solving
- Students who study the arts are more successful on standardized tests such as the SAT and STAAR and receive higher grades in high school
- Music education enhances the skills of teamwork and discipline

Comments regarding requested attachments:

IRS Determination Letter is attached.

Form 990 - 2018 FIT Filing is attached. This reflects our 10/1/18 through 9/30/19 Fiscal Year. The tax return for our 10/1/19 through 9/30/20 Fiscal Year will not be filed until February 2021.

Audited Financial Statement, CPA Review for most recent year. The audit report for 10/1/19 through 9/30/20 Fiscal Year is attached.

Budget for Current Fiscal Year or Proposed Budget for Upcoming Fiscal Year. Attached you will find our 10/1/20 through 9/30/21 budget.

Since the budget for FY2021-2022 has not been prepared, we do not have specific numbers. We anticipate, however, that we will have continued strong individual donations, and we will be requesting additional grants as we have done in prior years.

ATTACHMENTS

1. IRS DETERMINATION LETTER FOR MOST RECENT FISCAL YEAR
 2. FORM 990
 3. AUDITED FINANCIAL STATEMENT, CPA REVIEW FOR MOST RECENT FISCAL YEAR
 4. BUDGET FOR CURRENT FISCAL YEAR OR PROPOSED BUDGET FOR UPCOMING FISCAL YEAR
 5. LIST OF OTHER FUNDS AVAILABLE FOR THIS REQUEST
-

OFFICER'S SIGNATURE: Nancy Wright DATE: 2/5/2021

LEWISVILLE LAKE SYMPHONY ASSOCIATION, INC.
Financial Statements
September 30, 2020

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Lewisville Lake Symphony Association, Inc.
Lewisville, Texas

Report on the Financial Statements

We have audited the accompanying financial statements of Lewisville Lake Symphony Association, Inc. (a nonprofit organization) which comprise the statement of financial position as of September 30, 2020, the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Lewisville Lake Symphony Association, Inc. as of September 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

KHA Accountants, PLLC

Flower Mound, Texas
January 14, 2021

Lewisville Lake Symphony Association, Inc.

Statement of Financial Position

September 30, 2020

ASSETS

Current assets

Cash

\$ 71,882

Total current assets

71,882

Total assets

\$ 71,882

LIABILITIES AND NET ASSETS

Current liabilities

Deferred revenue

\$ 8,468

Total current liabilities

8,468

Total liabilities

8,468

Net assets

With donor restrictions

3,500

Without donor restrictions

59,914

Total net assets

63,414

Total liabilities and net assets

\$ 71,882

The notes to financial statements are an integral part of this statement.

Lewisville Lake Symphony Association, Inc.

Statement of Activities

For the Year Ended September 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenues			
Concert revenue	\$ 10,567	\$ -	\$ 10,567
Contributions	51,683	-	51,683
Grants	54,993	2,000	56,993
Fundraising income	499	-	499
Other income	23,665	-	23,665
Net assets released from restriction	1,500	(1,500)	-
Total support and revenues	142,907	500	143,407
Expenses			
Program services	107,235	-	107,235
Supporting services			
Management and general	15,078	-	15,078
Fundraising	1,338	-	1,338
Total expenses	123,651	-	123,651
Change in net assets	19,256	500	19,756
Net assets at beginning of year	40,658	3,000	43,658
Net assets at end of year	\$ 59,914	\$ 3,500	\$ 63,414

The notes to financial statements are an integral part of this statement.

Lewisville Lake Symphony Association, Inc.

Statement of Functional Expenses
For the Year Ended September 30, 2020

	<u>Supporting Services</u>			
	Program Services	Management and General	Fundraising	Total
Advertising	\$ 1,655	\$ -	\$ -	\$ 1,655
Cartage	1,500	-	-	1,500
Conductor	6,000	-	-	6,000
Credit card fees	2,207	-	-	2,207
Equipment rental	-	809	-	809
Fundraising	-	-	1,338	1,338
Guest artists	1,000	-	-	1,000
Insurance	-	2,886	-	2,886
International competition	2,357	-	-	2,357
Memberships	-	1,036	-	1,036
Miscellaneous	1,121	88	-	1,209
Music rental (Concert Hall)	195	-	-	195
Musicians - symphony	71,638	-	-	71,638
Musicians - chamber	1,600	-	-	1,600
Musician pension	7,472	-	-	7,472
Production	1,700	-	-	1,700
Professional fees	-	7,995	-	7,995
Space rental	5,893	-	-	5,893
Special performance cost	725	-	-	725
Supplies and postage	-	644	-	644
Technical facility support	966	-	-	966
Telephone	-	697	-	697
Website	-	923	-	923
Young artist competition	1,206	-	-	1,206
	<u>\$ 107,235</u>	<u>\$ 15,078</u>	<u>\$ 1,338</u>	<u>\$ 123,651</u>

The notes to financial statements are an integral part of this statement.

Lewisville Lake Symphony Association, Inc.

Statement of Cash Flows

For the Year Ended September 30, 2020

Cash flows from operating activities

Change in net assets	\$	19,756
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Increase (decrease) in liabilities:		
Deferred revenue		(547)
Net cash provided by operating activities		<u>19,209</u>

Net increase in cash

19,209

Cash at beginning of year

52,673

Cash at end of year

\$ 71,882

Supplemental disclosure of cash flow information

Interest paid	\$	-
Income taxes paid	\$	-

The notes to financial statements are an integral part of this statement.

Lewisville Lake Symphony Association, Inc.

Notes to Financial Statements

September 30, 2020

Note 1. Nature of operations

Lewisville Lake Symphony Association, Inc. (the Organization) was established to provide a musical and cultural development outlet for talented members of the Lewisville Lake area, expand the Lewisville Lake area's awareness and appreciation of symphonic music, and develop projects to help fund development of the symphony, its library, materials, and personnel.

Note 2. Summary of significant accounting policies

Basis of presentation

The financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the Guide). ASC 958 was effective January 1, 2018.

Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

Net assets without donor restrictions – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions – Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity

Revenues are reported as increases in net assets without donor restrictions unless use of the related asset is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions.

Use of estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of support and revenues, and expenses during the reporting period. Actual results could differ from those estimates.

Lewisville Lake Symphony Association, Inc.

Notes to Financial Statements

September 30, 2020

Note 2. Summary of significant accounting policies, continued

Revenue recognition

Concert revenues are generated from ticket sales and are recognized when the earning process is substantially complete and services have been performed. Deferred revenue includes funds received on advance ticket sales for the next season's concert series. Recognition of revenue is deferred for accounting purposes until the concert series commences.

Contributions

Unconditional contributions are recognized when pledged and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restriction. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as net assets without donor restrictions. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Contributions restricted for the acquisition of land, building, and equipment are reported as net assets without donor restrictions upon acquisition and placement in service of the assets.

Grants

The Organization recognizes grants as income when the grants are awarded, the criteria for receipt have been recognized, and the amount can be determined. Grants receivable are classified as current assets when the funds have been expended by the Organization but the associated grant funds have not yet been received.

Donated services

Donated services are recognized as revenue at their estimated fair value during the period received, if both of the following criteria are met:

- The services require special skills and are the services provided by individuals possessing those skills.
- The services would typically need to be purchased, if not donated.

Although the Organization may utilize the services of outside volunteers, the fair value of these services has not been recognized in the accompanying financial statements since they do not meet the criteria for recognition under U.S. GAAP.

Lewisville Lake Symphony Association, Inc.

Notes to Financial Statements

September 30, 2020

Note 2. Summary of significant accounting policies, continued

Cash and cash equivalents

The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Cash balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to certain limits and may from time to time exceed the federally insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on cash and cash equivalents.

Membership

The Organization recognizes donors at the level of \$100 and above.

Functional allocation of expenses

Expenses are charged directly to program services, fundraising, or management and general expense based on specific identification when applicable. Indirect expenses have been allocated based on the nature of the expense.

Advertising costs

The Organization expenses advertising costs as incurred. Advertising expense was \$1,655 for the year ended September 30, 2020.

Income taxes

The Organization is a nonprofit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes. Accordingly, no federal or state income taxes are recorded in the accompanying financial statements.

Accounting for uncertainty in income taxes

Management has concluded that any tax positions that would not meet the more-likely-than-not criterion of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 740-10, *Accounting for Income Taxes*, would be immaterial to the financial statements taken as a whole. Accordingly, the accompanying financial statements do not include any provision for uncertain tax positions, and no related interest or penalties have been recorded in the statement of activities or accrued in the statement of financial position. Federal tax returns of the Organization are generally open to examination by the relevant taxing authorities for a period of three years from the date the returns are filed.

Recent accounting pronouncements

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606), requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. In June 2020, the FASB issued ASU 2020-05 which defers the effective date of ASU 2014-09 making it effective for annual reporting periods beginning after December 15, 2019. The Company has not yet selected a transition method and is currently evaluating the effect that the standard will have on the financial statements.

Lewisville Lake Symphony Association, Inc.

Notes to Financial Statements

September 30, 2020

Note 3. Liquidity

Financial assets available for general expenditure within one year are as follows as of September 30, 2020:

Cash	\$ 71,882
	<u>\$ 71,882</u>

As part of its liquidity management, the Organization has a goal to maintain its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

Note 4. Concentrations

Approximately 32% of the Organization's combined support and revenue was provided by two contributors.

Note 5. Commitments and contingencies

The Organization is required to contribute a percentage of scale wages to the American Federation of Musicians and Employers' Pension Fund (the Fund) in accordance with its master agreement with the Dallas-Ft. Worth Professional Musicians Association, Local #72-147. This agreement is for covered work occurring between September 1, 2016 and August 31, 2018. The agreement was extended one year to August 31, 2019 and the Organization has requested a further extension. Contributions are 8.8% and 2.0% of scale wages for the pension contribution and dues, respectively. The total contribution paid under this master agreement for the year ended September 30, 2020 was \$7,472.

Note 6. Net assets with donor restrictions

In 2016, the Organization received \$7,500 from a donor to be used for international competition sponsorships over a five-year period beginning in 2017. During the year ended September 30, 2020, \$1,500 was released from restriction and \$1,500 remained restricted as of September 30, 2020. In addition, in November 2019, the Organization received \$2,000 from a donor to be used towards offering complimentary tickets to various events. As of September 30, 2020, \$2,000 of this donation remained restricted.

Note 7. Subsequent events

The Organization has evaluated subsequent events through January 14, 2021, the date which the financial statements were available to be issued.

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, and quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Organization operates.

While it is unknown how long these conditions will last and what the complete financial effect will be to the Organization, to date, the Organization is not expecting to experience any significant disruption.

Lewisville Lake Symohony

FY2021 Approved Budget

10/1/2020 - 9/30/2021

Income

41110 Box Office Symphony	\$ 6,000
41120 Season Tickets Symphony	6,500
41210 Box Office Chamber	-
41310 Box Office Peter & Wolf	2,500
Total 41000 Ticket Sales Summary	\$ 15,000
42110 Gov Grant - Flower Mound	3,000
42120 Gov Grant - Highland Village	4,000
42130 Gov Grant - Lewisville City	45,000
42140 Gov Grant - LISD	14,826
42211 Corporate Grants	2,000
42212 Lewisville Noon Rotary Grant	500
42213 Lewisville Morning Rotary Grant	250
Total 42210 Other Grants	\$ 2,750
Total 42000 Grants	\$ 69,576
43110 Donations Sym Business	2,500
43120 Donations Sym Individuals	33,400
43130 Donations Memorials	500
43140 Donations - Chamber Concerts	2,500
43210 Chair Sponsor	8,450
43220 Chamber & Concert Sponsors	2,000
Total 43000 Donations & Sponsorships	\$ 49,350
44111 GALA - Reservations	6,950
44112 GALA - Donations	925
44113 GALA - Auction	2,125
Total 44110 Fundraiser Gala	\$ 10,000
44211 Highland Village Rotary	-
44212 Fundraiser - Miscellaneous	500
Total 44210 Fundraiser Other	\$ 500
44310 Friends of the Symphony Travel	-
Total 44000 Fundraisers	\$ 10,500
45110 Advertising	375
45210 Other Income Young Artist	1,045
45220 Other Income Int'l Comp	2,000
45310 Other Income Interns	350
45410 Amazon	-
45510 Albertson's / Safeway / Kroger	150
45610 TIX - Net	100
45710 Other Income Miscellaneous	100
Total 45000 Miscellaneous Income	\$ 4,120
Total Income	\$ 148,546

Expenses

51110 Admin Supplies	\$ 300
51120 Admin Telephone	698
51130 Internet Expense	200
51140 Admin Drop Box	760
51150 Admin Postage	200
51210 Admin Insurance	2,800
51220 Audit Fees	7,950
51230 Credit Card / Bank Fees	3,100
51240 Equipment Rental	765
51310 Miscellaneous Admin	100
Total 51000 Administrative	\$ 16,873
52111 Advertising	4,500
52112 Summer Mailing	1,000
52113 Printing	-
52114 Other Promotional	500
Total 52110 Promotional Activity	\$ 6,000
52311 Concert Hall	7,750
52312 Technical Facility Support	488
Total 52310 Facility - Symphony	\$ 8,238
Total 52000 Business Costs	\$ 14,238
53111 Prog Musicians Symphony	78,404
53112 Prog Conductor Symphony	6,600
53113 Prog Cartage Symphony	925
53114 Program Instrument Rental	-
53115 Prog Music Rental Symphony	655
53116 Prog Musician Pension & Dues	8,640
53117.1 Production Manager	1,700
53117.2 Piano Tuning	350
Total 53117 Production Exp Summary	\$ 2,050
53118.1 Peter & the Wolf	725
53118.2 Other Artistic	1
Total 53118 Special Performance Cost	\$ 726
53119 Guest Artist Symphony	2,000
Total 53110 Conductor Budget Summary	\$ 100,000
53211 Guest Art - Int Comp/Young Art	3,000
53212 Musicians - Chamber	2,000
Total 53210 Other Artistic Summary	\$ 5,000
Total 53000 Artistic Expense	\$ 105,000
54111 GALA - Facility	-
54112 GALA - Meal	4,100
54113 GALA - Entertainment	200
54114 GALA - Other	700
Total 54110 Fundraising Exp-Gala	\$ 5,000
54210 Fundraiser Expense - Other	1,150
Total 54000 Fundraising Expense	\$ 6,150
55110 Special Event Intl Comp	2,300
55120 Special Event Young Art	1,250
55130 Conduct Din	1,400
55140 Membership Exp	1,000
55150 Miscellaneous Other	1,100
Total 55000 Miscellaneous Expense	\$ 7,050
Total Expenses	\$ 149,311
Net Income	\$ (765)

Lewisville Lake Symohony

FY2021 Current Outlook

10/1/2020 - 9/30/2021

Income

41110 Box Office Symphony	\$ 2,000
41120 Season Tickets Symphony	2,500
41210 Box Office Chamber	-
41310 Box Office Peter & Wolf	-
Total 41000 Ticket Sales Summary	\$ 4,500
42110 Gov Grant - Flower Mound	3,000
42120 Gov Grant - Highland Village	3,000
42130 Gov Grant - Lewisville City	30,706
42140 Gov Grant - LISD	-
42211 Corporate Grants	500
42212 Lewisville Noon Rotary Grant	-
42213 Lewisville Morning Rotary Grant	-
Total 42210 Other Grants	\$ 500
Total 42000 Grants	\$ 37,206
43110 Donations Sym Business	2,500
43120 Donations Sym Individuals	38,000
43130 Donations Memorials	500
43140 Donations - Chamber Concerts	1,000
43210 Chair Sponsor	8,450
43220 Chamber & Concert Sponsors	2,000
Total 43000 Donations & Sponsorships	\$ 52,450
44111 GALA - Reservations	6,950
44112 GALA - Donations	925
44113 GALA - Auction	2,125
Total 44110 Fundraiser Gala	\$ 10,000
44211 Highland Village Rotary	-
44212 Fundraiser - Miscellaneous	500
Total 44210 Fundraiser Other	\$ 500
44310 Friends of the Symphony Travel	-
Total 44000 Fundraisers	\$ 10,500
45110 Advertising	1,975
45210 Other Income Young Artist	1,045
45220 Other Income Int'l Comp	2,000
45310 Other Income Interns	350
45410 Amazon	100
45510 Albertson's / Safeway / Kroger	150
45610 TIX - Net	100
45710 Other Income Miscellaneous	100
Total 45000 Miscellaneous Income	\$ 5,820
Total Income	\$ 110,476

Expenses

51110 Admin Supplies	\$ 300
51120 Admin Telephone	398
51130 Internet Expense	200
51140 Admin Drop Box	760
51150 Admin Postage	200
51210 Admin Insurance	2,800
51220 Audit Fees	7,950
51230 Credit Card / Bank Fees	3,100
51240 Equipment Rental	765
51310 Miscellaneous Admin	100
Total 51000 Administrative	\$ 16,573
52111 Advertising	2,500
52112 Summer Mailing	1,000
52113 Printing	-
52114 Other Promotional	500
Total 52110 Promotional Activity	\$ 4,000
52311 Concert Hall	7,750
52312 Technical Facility Support	2,288
Total 52310 Facility - Symphony	\$ 10,038
Total 52000 Business Costs	\$ 14,038
53111 Prog Musicians Symphony	50,840
53112 Prog Conductor Symphony	3,800
53113 Prog Cartage Symphony	320
53114 Program Instrument Rental	-
53115 Prog Music Rental Symphony	1,100
53116 Prog Musician Pension & Dues	5,603
53117.1 Production Manager	1,200
53117.2 Piano Tuning	1,125
Total 53117 Production Exp Summary	\$ 2,325
53118.1 Peter & the Wolf	-
53118.2 Other Artistic	-
Total 53118 Special Performance Cost	\$ -
53119 Guest Artist Symphony	2,000
Total 53110 Conductor Budget Summary	\$ 65,988
53211 Guest Art - Int Comp/Young Art	5,000
53212 Musicians - Chamber	2,000
Total 53210 Other Artistic Summary	\$ 7,000
Total 53000 Artistic Expense	\$ 72,988
54111 GALA - Facility	-
54112 GALA - Meal	4,100
54113 GALA - Entertainment	200
54114 GALA - Other	700
Total 54110 Fundraising Exp-Gala	\$ 5,000
54210 Fundraiser Expense - Other	1,150
Total 54000 Fundraising Expense	\$ 6,150
55110 Special Event Intl Comp	2,300
55120 Special Event Young Art	1,250
55130 Conduct Din	1,400
55140 Membership Exp	1,000
55150 Miscellaneous Other	1,100
Total 55000 Miscellaneous Expense	\$ 7,050
Total Expenses	\$ 116,799
Net Income	\$ (6,323)



Town of Flower Mound
Community Support Funding Application: Cultural Arts
FY 2021-2022
DUE: February 15, 2021

Your responses must be completed in the space provided. Do not modify these spaces and do not use "See Attached," as it could result in the form being considered incomplete. Always verify that your entire response is completely contained in the boxes provided. Please note that the Town also retains the right to review the organization's books upon request.

GENERAL INFORMATION

NAME OF ORGANIZATION: Voices of Flower Mound

ADDRESS: 5408 Remington Park Dr., Flower Mound, TX 75028

DIRECTOR'S NAME: Ron Miller

DIRECTOR'S TITLE: President

DIRECTOR'S EMAIL: ron450@yahoo.com

DIRECTOR'S PHONE: (214) 336-5482 [cell]

TAX ID NUMBER: 20-8189757

YEAR ESTABLISHED: 2006

GRANT CONTACT (NAME AND EMAIL): Ron Miller (ron450@yahoo.com)

GRANT REQUEST

TOTAL GRANT AMOUNT REQUESTED: \$5,000

BRIEF DESCRIPTION OF REQUEST (TWO SENTENCES MAXIMUM):

For purchasing music copies, rehearsal and performance spaces, supplemental concert instrumentalists, concert video & photos, advertising costs, internet fees, liability insurance premiums, and employee compensation

FY 2020-2021 APPROVED BUDGET AMOUNT: \$28,172

FY 2020-2021 AMOUNT CONTRIBUTED BY THE TOWN: \$5,000

FY 2020-2021 ACTUAL EXPENDITURES: \$20,957

RESERVE LEVEL (MOST RECENT YEAR END): \$5,236

IF RESERVE LEVEL IS MORE THAN 6 MONTHS, PLEASE EXPLAIN:

ARE OTHER FUNDS AVAILABLE FOR THIS REQUEST? No

FY 2021-2022 PROPOSED BUDGET AMOUNT: \$22,535

FY 2021-2022 AMOUNT REQUESTED FROM THE TOWN: \$5,000

% OF TOTAL BUDGET: 22.2%

STATISTICS ON SERVICE LEVELS PROVIDED TO THE TOWN OF FLOWER MOUND

OF FLOWER MOUND RESIDENTS INVOLVED IN YOUR ORGANIZATION: approx 40-50 (varies by concert)

OF PERFORMANCES HELD IN THE TOWN OF FLOWER MOUND: 10/yr typically (in normal, non-COVID years)

TOTAL ATTENDANCE AT ORGANIZATION'S PERFORMANCES: varies by event, but typically approx 4,500/yr in normal years

% OF ATTENDEES WHO ARE RESIDENTS OF FLOWER MOUND: 75-90%

EXPLANATION:

Estimate based on: our advertising is based in Flower Mound. Our audience typically has connections with our members, FM Symphony members, and/or Trietsch members. Our post-concert feedback comes mostly from FM residents. (no actual demographic data is collected/available)

DESCRIPTION OF REQUEST

Define the “who, what, where, and how” of the request. Include a timeline when applicable.

The Treasurer disburses funds throughout the year for:

- Purchasing music, rehearsal supplies and recording equipment
- Renting space for rehearsals and performances
- Promotional and advertising costs
- Hiring supplemental instrumentalists to accompany performances
- Subsidizing dues for high school and financial hardship members
- Compensation for our Director and Accompanist

ANTICIPATED BENEFITS TO TOWN/ JUSTIFICATION OF THE REQUEST

We promote music appreciation and enjoyment for both our members and our audiences, who are principally residents of the Town. Our audiences range from approx. 400 in our smaller concerts, to 800-1000 at our larger, collaborative concerts. We are also able to lend our support to Town events, e.g. Memorial and Veterans Day ceremonies, the Art Party at the Library, etc.

With more expenses covered, we can avoid raising dues (which tends to discourage prospective members). Increased promotional activities will expand community awareness of the group with resultant increases in membership, concert attendance, and invitations to perform. Variety of music can be enhanced with additional musicians (which also showcases and promotes other local talent). Continued leadership quality is assured with compensated positions.

As concert attendance continues to grow, more residents from outside the Town come and spend money here for pre/post concert dining, etc.

Continuing Town financial support for this, and other arts organizations, enhances the Town's cultural image and allows them to grow and bring even more/better productions to the community.

BRIEF ORGANIZATION DESCRIPTION

Describe the mission and activities of the organization, and explain how your request fits in with your mission.

The Voices of Flower Mound is a mixed chorus providing continuing musical education and performance experience for people in and around the Flower Mound area who are interested in the enjoyment of choral music and its production. VFM is fun, flexible and open to many levels of ability.

The primary mission of the Voices is to:

- promote music appreciation among members and the general public.
- enrich our community through the performance of outstanding vocal music from all traditions.
- reward our audiences with choral programs that elevate, provoke, and entertain.
- inspire excellence in performance by welcoming challenge, discovery, and diversity.
- provide the members and audiences with a musically rewarding and enjoyable experience.

Our vision is a community brought together and enriched by song.

Through the presence and visibility of the group in the community, an endeavor is made to enhance the image of Flower Mound and neighboring communities throughout the North Texas area.

In addition to our own concerts, we perform collaboratively with the Flower Mound Symphony Orchestra and the Trietsch Chancel Choir (July Patriotic and December Christmas concerts), and upon request at Town events (Veterans & Memorial Day ceremonies, for Seniors in Motion, the Art Party at the Library, etc.)

HOW DID THE ORGANIZATION PERFORM IN RELATION TO THE GOALS LISTED FOR ITS MOST RECENT COMPLETED FISCAL YEAR?

Building on the successes of the previous year, we began 2020 with a roster that increased from 65 to 81 singers.

But as with other arts and performing organizations, the COVID-19 pandemic had a tremendously negative impact on our group. In January, we began learning the music for the concert which we had planned to do in May. But once the realities of virus were recognized, in March we were obligated to completely cease operations for the rest of the year. Our rehearsal and performance spaces also became unavailable, due to COVID concerns and restrictions. Although we monitored the situation closely with the intention of resuming activities as soon as practical, the recommended precautions prevented us from holding rehearsals or concerts for the rest of the year.

Due to the generosity of our supporters through National Giving Day, members faithfully paying dues even though we were not meeting, and the generosity of the Town's grant, we were able to continue to pay our Director and Accompanist, thereby insuring that they will continue to be with us once normalcy resumes.

GOALS AND OBJECTIVES FOR FY 2021-2022

We are currently coordinating with Lamb of God Lutheran Church to plan for a resumption of rehearsals and concerts at their location. As the pace of vaccinations increases, we are hoping to be able to resume some form of rehearsals in March or April. Once we can meet as a large group again, we will plan the calendar for other events in 2021.

We intend to:

- continue providing music education and training through a schedule of year-round weekly rehearsals.
- continue growing membership roles (goal of 85 members for 2021)
- perform at least three major concerts (Patriotic, Fall and Christmas)
- perform at community events, as invited

ADDITIONAL INFORMATION

Provide any other information that may be pertinent to this request but was not stated in previous questions.

As cultural outreach efforts, beginning in 2017, we have had members combine with the Trietsch choir (at their own expense) and spread the Flower Mound name internationally by singing concerts while touring Italy, Portugal and Spain.

A number of our choir members are currently scheduled for a similar tour, along with the Trietsch choir, to Italy's Amalfi Coast in June, 2021.

In 2020, we were also scheduled to continue this effort partnering with the choir from Robson Ranch for concerts while in Budapest, Vienna and Prague. Due to COVID restrictions, that tour has been postponed until September, 2021.

Additionally, we were honored to be invited to participate in a concert at Carnegie Hall. Feb, 2021 was the date originally planned, but it is now being rescheduled to 2022.

ATTACHMENTS

1. IRS DETERMINATION LETTER FOR MOST RECENT FISCAL YEAR
 2. FORM 990
 3. AUDITED FINANCIAL STATEMENT, CPA REVIEW FOR MOST RECENT FISCAL YEAR
 4. BUDGET FOR CURRENT FISCAL YEAR OR PROPOSED BUDGET FOR UPCOMING FISCAL YEAR
 5. LIST OF OTHER FUNDS AVAILABLE FOR THIS REQUEST
-

OFFICER'S SIGNATURE: Ron Miller  Digitally signed by Ron Miller
Date: 2021.02.01 16:19:46 -06'00' DATE: 2/1/21

The Voices Of Flower Mound

BALANCE SHEET As of January 28, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Chase Bank	37,899.47
PayPal Account	0.00
Total Bank Accounts	\$37,899.47
Other Current Assets	
Due - Contributions rec 2018	0.00
Due from NTGD	0.00
Prepaid expenses	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$37,899.47
Fixed Assets	
Furniture and Equipment	0.00
Equipment	559.15
F & E -Accum dep'n	-559.15
Total Furniture and Equipment	0.00
Total Fixed Assets	\$0.00
Other Assets	
Suspense	0.00
Total Other Assets	\$0.00
TOTAL ASSETS	\$37,899.47
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accounts Payable	0.00
Covid-19 Relief Loan	3,400.00
Total Other Current Liabilities	\$3,400.00
Total Current Liabilities	\$3,400.00
Total Liabilities	\$3,400.00
Equity	
Opening Balance Equity	0.00
Unrestricted Net Assets	40,204.15
Net Income	-5,704.68
Total Equity	\$34,499.47
TOTAL LIABILITIES AND EQUITY	\$37,899.47

The Voices Of Flower Mound

PROFIT AND LOSS

October 1, 2020 - January 28, 2021

	TOTAL
Income	
Direct Public Support	0.00
Contributions-Individuals	1,678.54
Individuals (deleted)	0.00
Individual Contributions	17.99
Total Individuals (deleted)	17.99
Total Contributions-Individuals	1,696.53
Contributions-N T Giving Day	3,703.09
Corporate	0.00
Amazonsmile Foundation	43.94
Good Neighbor-Albertson/Safeway	45.28
Total Corporate	89.22
Total Direct Public Support	5,488.84
Membership Income	0.00
Dues - Chorus	1,604.00
Dues - Paypal fees	-49.31
Total Membership Income	1,554.69
Performance/Entertainment	-7,065.55
Total Income	\$ -22.02
GROSS PROFIT	\$ -22.02
Expenses	
Operations	0.00
Accompanist	0.00
Accompanist - Paul Lees	2,340.00
Total Accompanist	2,340.00
Director	3,000.00
Internet fees	30.98
Postage, Mailing Service	23.86
Software	287.82
Total Operations	5,682.66
Uncategorized Expense	0.00
Total Expenses	\$5,682.66
NET OPERATING INCOME	\$ -5,704.68
NET INCOME	\$ -5,704.68

ANNUAL 2021 BUDGET

1/1/2019 - 12/31/2019 - Last Full Operating Year			1/1/2020 - 12/31/2020			Proposed Dec 31, 2021 (est)		
		Income	Expense			Income	Expense	Net change +/-
Concerts				Concerts				
Spring concert				Spring concert				
Ticket Sales	\$4,475			Ticket Sales	\$0		\$0	\$0
PayPal fees		\$80		PayPal fees		\$0	\$0	\$0
Sheet Music		\$1,706		Sheet Music		\$2,779	\$0	\$2,779
Guest musicians		\$1,900		Guest musicians		\$0	\$0	\$0
Publicity (posters/flyers/programs)		\$470		Publicity (posters/flyers/programs)		\$0	\$0	\$0
Intermission reception		\$431		Intermission reception		\$0	\$0	\$0
Photography		\$100		Photography		\$0	\$0	\$0
Appreciation gifts (flowers, wine, etc)		\$64		Appreciation gifts (flowers, wine, etc)		\$0	\$0	\$0
Total Spring concert	\$4,475	\$4,751		Total Spring concert	\$0	\$2,779	\$0	\$2,779
Patriotic concert				Patriotic concert				
Ticket Sales	\$1,132			Ticket Sales	\$0		\$0	\$0
PayPal fees		\$0		PayPal fees		\$0	\$0	\$0
Supplies				Supplies			\$0	\$0
Sheet Music		\$155		Sheet Music		\$173	\$0	\$173
Total Patriotic concert	\$1,132	\$155		Total Patriotic concert	\$0	\$173	\$0	\$173
Rejoice concert				Rejoice concert				
Sheet Music		\$77		Sheet Music		\$0	\$0	\$0
Total Rejoice concert	\$0	\$77		Total Rejoice concert	\$0	\$0	\$0	\$0
Fall concert				Fall concert				
Ticket Sales	\$3,427			Ticket Sales	\$0		\$3,500	\$3,500
PayPal fees		\$60		PayPal fees		\$0	\$60	-\$60
Sheet Music		\$2,521		Sheet Music		\$0	\$2,600	-\$2,600
Guest musicians		\$875		Guest musicians		\$0	\$1,000	-\$1,000
Photography		\$75		Photography		\$0	\$100	-\$100
Publicity (posters/flyers/programs)		\$404		Publicity (posters/flyers/programs)		\$0	\$500	-\$500
Intermission reception		\$115		Intermission reception		\$0	\$100	-\$100
Appreciation gifts (flowers, wine, etc)		\$95		Appreciation gifts (flowers, wine, etc)		\$0	\$0	\$0
Total Fall concert	\$3,427	\$4,144		Total Fall concert	\$0	\$0	\$3,500	\$4,360
Christmas concert (2018)				Christmas concert (2019)				
Ticket Sales	\$1,797			Ticket Sales	\$1,982		\$2,000	\$18
PayPal fees		\$0		PayPal fees		\$0	\$0	\$0
Supplies				Supplies		\$0	\$150	-\$150
Sheet Music		\$45		Sheet Music		\$0	\$35	-\$35
Total Christmas concert	\$1,797	\$45		Total Christmas concert	\$1,982	\$0	\$2,000	\$185
Direct Public Support				Direct Public Support				
Donations - Individuals	\$5,831	\$0		Donations - Individuals	\$6,572	\$0	\$5,000	-\$1,572
North TX Giving Day	\$2,017	\$50		North TX Giving Day	\$4,952	\$0	\$4,500	\$50
Contributions - in kind	\$402	\$0		Contributions - in kind	\$32	\$0	\$150	
Corporate				Corporate	\$0			
AmazonSmile Foundation	\$133	\$0		AmazonSmile Foundation	\$186	\$0	\$150	-\$36
Benevity/Microsoft	\$119	\$0		Benevity/Microsoft	\$0	\$0	\$0	\$0
Albertson/Safeway Good Neighbor	\$137	\$0		Albertson/Safeway Good Neighbor	\$225	\$0	\$100	-\$125
Town of Flower Mound - to be received	\$5,000	\$0		Town of Flower Mound - to be received	\$5,000	\$0	\$5,000	\$0
Total Direct Public Support	\$8,639	\$50		Total Direct Public Support	\$16,966	\$0	\$14,900	\$50
Fundraising				Fundraising				
Painting With a Twist	\$298	\$0		Painting With a Twist	\$0	\$0	\$0	\$0
Raffles	\$0	\$0		Raffles	\$0	\$0	\$0	\$0
Sponsorships	\$1,850	\$0		Sponsorships	\$0	\$0	\$0	\$0
Tee shirt sales	\$263	\$0		Tee shirt sales	\$35	\$0	\$0	-\$35
Memory Book	\$620	\$502		Memory Book	\$0	\$0	\$0	\$0
Wines with Appeal	\$1,058	\$88		Wines with Appeal	\$0	\$0	\$0	\$0
Chamber of Commerce dues		\$175		Chamber of Commerce dues	\$0	\$175		\$175
Greater Denton Arts Council dues		\$100		Greater Denton Arts Council dues	\$0	\$100		\$100
Total Fundraising	\$4,089	\$865		Total Fundraising	\$35	\$275	\$0	\$275
Membership Income				Membership Income				
Dues - Chorus	\$10,045			Dues - Chorus	\$7,198		\$9,000	\$1,802
Dues - PayPal fees		\$82		Dues - PayPal fees		\$163		\$200
Total Membership Income	\$10,045	\$82		Total Membership Income	\$7,198	\$163	\$9,000	\$200
Operating Expenses				Operating Expenses				
Salaries				Salaries				
Director		\$8,700		Director		\$9,000		\$9,000
Accompanist		\$6,730		Accompanist		\$6,720		\$7,020
Accompanist (substitute)		\$955		Accompanist (substitute)		\$300		\$150
Library/storage supplies		\$70		Library/storage supplies		\$0		\$25
Printing/copying		\$0		Printing/copying		\$0		\$0
Office supplies		\$0		Office supplies		\$526		\$250
Liability Insurance		\$300		Liability Insurance		\$300		\$300
Internet/website fees		\$57		Internet/website fees		\$601		\$600
Membership Dues		\$0		Membership Dues		\$120		\$120
Facilities & Equipment rentals				Facilities & Equipment rentals				\$0
Equipment purchases		\$0		Equipment purchases		\$0		\$0
Accrual for future travel	\$0	\$0		Accrual for future travel	\$0	\$0	\$0	\$0
Total Operating Expenses	\$0	\$16,812		Total Operating Expenses	\$0	\$17,567	\$0	\$17,465
Miscellaneous				Miscellaneous				
	\$60	\$67			\$12		\$0	\$0

Total Miscellaneous	\$60	\$67

Grand Totals	\$33,664	\$27,048
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Cash on Hand - Beginning 1/1/2019	\$22,794	
Annual Income/Expense (est)	\$33,664	\$27,048
Reserves		\$6,616
Cash on Hand - Ending (est)	\$29,410	

Total Miscellaneous	\$12	\$0

Grand Totals	\$26,193	\$20,957
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Cash on Hand - Beginning 1/1/2019	\$29,410	
Annual Income/Expense (est)	\$26,193	\$20,957
Reserves		\$5,236
Cash on Hand - Ending (est)	\$34,646	

		\$0
\$0	\$0	-\$12

\$29,400	\$22,535	\$1,802
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\$34,646		
\$29,400	\$22,535	
		\$6,865
\$41,511		