



Photos courtesy Azy Scotten Photography

ProMusica Arizona Chorale and Orchestra Annual Report July 1, 2015 - June 30, 2016



ProMusica Arizona is supported in part by the Arizona Commission on the Arts, which receives support from the State of Arizona and the National Endowment for the Arts.

ProMusica Arizona Chorale and Orchestra



2015-2016 Board of Directors

Chair	Lisbeth Weiss
Vice Chair	Jan Sandoz
Treasurer	Marilyn Witt
Secretary	Sue Leach
Directors	Rudy Bogojevich Judi Buff Connie Henry Matt Newhard Laurie Porter Jack Schwalbach

Staff

Executive Director	Yvonne Dolby
Artistic Director	Dr. Adam Stich
Assistant Artistic Director	Patti Graetz

Mailing Address
PO Box 74386
Phoenix, AZ 85087

Phone
(623) 326-5172

Website
www.pmaz.org

Email
info@pmaz.org

ProMusica Arizona's mission is to enrich lives in the Greater Phoenix area, with focus on the North Valley, through innovative, joint performances of its multigenerational Chorale and Orchestra.

As part of its commitment to high quality musical performances, PMAZ is dedicated to an inclusive policy of attracting musicians in every age group and providing a challenging but supportive environment to develop talent. Participation offers musicians an educational experience and opportunity to practice with others, perform before a live audience, and receive mentoring and instruction from experienced singers and instrumentalists. PMAZ provides a performance home for local talent and brings family-friendly live music at affordable ticket prices to audiences of all ages.

ProMusica Arizona is a 501(c)(3) non-profit organization and is a proud member of Chorus America, League of American Orchestras, ASCAP, BMI, Anthem Area Chamber of Commerce, Carefree/Cave Creek Chamber of Commerce, West Valley Arts Council and Arts Council of the North Valley.

Table of Contents

Message from the Board Chair	4
Performance Review 2015-2016	6
Discussion of Financial Condition and History	8
FY 2016 Financial Information:	
FY 2016 Income/Expense Report	9
FY 2016 Revenue, Expense and Functional Expense Charts	10
FY 2016 Balance Sheet	11
Historic Financial Information:	
Income/Expense History FY 2012-2016	12
Revenue History Charts Since Inception	14
Expense History Charts Since Inception	15
Net Income History Since Inception	16
Balance Sheet History FY 2012-2016	17
Appendix A: FY 2016 Income/Expense Statement Detail	18
Appendix B: FY 2016 Statement of Cash Flows	21
Appendix C: FY 2016 Functional Expense Analysis	22
Appendix D: FY 2012-2016 Income/Expense Statement Detail	25
Appendix E: ProMusica Arizona Musicians 2016-2016	28
Appendix F: Donors, Advertisers and Media Partners 2015-2016	29



Message from the Board Chair

It was my great pleasure to serve as the ProMusica Arizona (PMAZ) Board Chair for the 2015-16 season, a pivotal year for us on many fronts. I am happy to report that the dedication and hard work of Board members, staff, musicians, and volunteers brought about significant growth and a positive trajectory. We increased our impact on the community in terms of musicians served, audience reached, and quality programming. We improved our financial position significantly, reinstituted an outreach program that brought smiles to seniors living in retirement facilities across the north valley, and we completed a strategic planning initiative that will lead us for the next three years.

We entered the 2015-2016 season with \$30,000 in debt and no money in the bank. We moved quickly to build cash through aggressive pre-season ticket pricing, program ad sales, and fundraising. An audience friendly concert season was developed and concert venues were selected in Anthem, Carefree, and Sun City to return to our North Valley roots. We believed that these decisions would increase attendance and rebuild donor support for our mission. Results were extraordinary as measured against the 2014-2015 season: 62% increase in concert attendance; 100% audience growth from October to April; 19% increase in ticket revenue; 26% increase in contributed income; 106% increase in number of donors; 394% increase in net income. We raised more than \$21,000 in 20 days with a successful 20/20 Perfect Vision Campaign in May and we reached our goal of 100% Board of Directors giving.

By year end, we had repaid more than \$18,000 in outstanding liabilities and had more than \$7,500 in the bank. Our remaining debt was restructured to decrease interest rate from 16% to 3% and a doable plan for erasing our remaining debt by May 2017 was implemented.

The decision to return to our North Valley roots was significant. It was gratifying to see the familiar faces of long-time PMAZ supporters and to meet new followers who discovered the quality entertainment our chorale and orchestra bring to every performance. Like other arts organizations, we cannot depend on ticket sales alone to operate. We rely on individual and corporate contributions, grants, and fundraising projects to provide more than 50% of the revenue required to support our mission. Each donor, regardless of the size of gift, is important and truly appreciated by the Board of Directors, staff, musicians, and members of our community!

Supporting our belief that we have a responsibility to cultivate a legacy of choral and orchestral music in our young people, the Board of Directors voted to offer free concert tickets to children 15 years and under when accompanied by an adult (4 free youngsters/paid adult). Additionally, we offered free student rush tickets to students 16-22 years old 15 minutes prior to performances. As a result we saw increases in youth and family attendance as our high quality arts programming became more affordable for them.

A three-year strategic plan was completed through an exhaustive effort by Board members, musician members, staff, and outside volunteers. Member and audience surveys were critical in opening up new directions for us, and historical analysis of programming and organizational strengths and weaknesses led to development of goals and objectives for three years. The input we received from key stakeholders was instrumental in leading us to understand where we are and where we need to go. We carefully reviewed some of our recent failures and discussed how to learn from them and not repeat mistakes. Additionally, market research and branding recommendations were provided by ASU junior and senior marketing students who were assigned PMAZ marketing and branding as a semester-long project. As a result of the strategic planning process, we have already instituted marketing, staff, rehearsal and performance changes for 2016-2017 season that will help us accomplish our goal of producing and aggressively marketing outstanding artistic programming to enhance lives in the communities we serve.

PMAZ reintroduced "outreach" programming at community events and senior communities in the 2015-2016 season. A small mixed group of singers performed at the Memorial Day Ceremony at the Anthem Veterans Memorial, and members participated in the Anthem Veterans Parade. Women in Song, our women's ensemble, sang at senior communities in Peoria, Sun City, and Phoenix and provided entertainment for the

State PEO Convention in May before more than 450 attendees, and at Java and Jammin' at the Anthem Civic Building.

The quality of our programming attracted some outstanding musicians including Patti Graetz, a consummate professional with an outstanding resume. She joined us because she wanted to get back into singing! Little did she -- or we -- know that she would step into Artistic Director Adam Stich's shoes as Interim Artistic Director for our December show when he took a leave of absence. Patti then moved into the Assistant Artistic Director/Conductor position in January. We look forward to working with her again this coming season as Assistant Chorale Conductor. We also welcome accomplished conductor and violinist, Arash Ertefai, for our 2016-17 season as Assistant Orchestra Conductor.

PMAZ presented a memorable 2015-2016 season - *American Dreams*:

October: *Honoring American Heroes* paid tribute to our nation's heroes who fought during the wars and conflicts in our nation's history. The program consisted of patriotic and remembrance music, pieces from specific periods in our nation's history, and letters and poetry from the different eras. Tom Kirk, a Viet Nam POW who spent five years in captivity, narrated the program and read letters from soldiers to loved ones from the Civil War era through the Viet Nam conflict. His heartfelt thank you to vets and assurance that they all could be proud of their service was particularly poignant. Members of the Armed Services were honored during the program with the songs from the five branches of the military.

December: *'Twas the Night Before Christmas* featured secular and sacred American pieces that make this time of year special for young and old. The program included favorite Christmas selections and readings from *'Twas the Night before Christmas* by narrator, Trevor Graetz. Patti Graetz did an outstanding job preparing for and conducting the performances. PMAZ performed a benefit concert for Family Promise and donated half the house to the charity that houses homeless families.

March: *From Broadway to BB King* celebrated two of America's most iconic music forms -- Broadway musicals and jazz. Local jazz great Dennis Rowland, former voice of the world-renowned Count Basie Orchestra, was our special guest artist. His vocal jam session with PMAZ Artistic Director, Adam Stich, left the audience cheering for more.

April: *From Sea to Shining Sea*, the season finale, was a glorious collaboration with the National Park Service celebrating the 100th Anniversary of the parks. This special event featured music inspired by the beauty and grandeur of the various regions of our country and was accompanied by stunning photos and video footage shared by the National Park Service. PMAZ also premiered *Dear Appalachia*, a work for bluegrass instruments and choir. Performances brought the audience to their feet for standing ovations.

ProMusica Arizona Chorale & Orchestra continues to remain true to our nature as a participatory community choir and orchestra. PMAZ members range in age from 13 to 80+, come from every walk of life, and share an inspiring love of music and level of devotion. Our membership includes high school and college students, retirees, moms and dads, and people with disabilities. Each musician brings to PMAZ and takes from PMAZ something special and unique. Music is our avocation, not our vocation, and our success is measured not only by seats filled and dollars raised, but by the joy we bring to members and audiences through music.

As I turn over the reins to Sue Leach, our newly-elected 2016-17 Board Chair, I look back gratefully on what we have accomplished in the past year and forward to continued growth in the future. We sincerely appreciate each and every person who plays a part in our success! I look forward to seeing you during the 2016-17 season!

Lissi Weiss

2015-16 Chair, Board of Directors

Performance Review for 2015-2016 Season

(attendance figures in parenthesis)

July 30, 2015 PMAZ provided a string duo to entertain at a party for the opening of the remodeled Food Court at the Outlets at Anthem. (100)

September 22, 2015 PMAZ Women in Song performed a variety of music for the residents at Palos Verdes Senior Living in Peoria. (40)

September 23, 2015 PMAZ volunteer pianist provided music for the grand opening of Family Promise's client store in Tempe. (35)

October 3, 2015 PMAZ Women in Song performed a variety of music at the Phoenix Convention Center in celebration of the 30th anniversary of the Phoenix Office of Arts & Culture. (15)

October 9, 2015 PMAZ Women of Song performed a variety of music at the Anthem Rotary Club meeting. (40)

October 12, 2015 PMAZ Women in Song performed a variety of music for the residents at Heritage Tradition retirement community in Sun City West. (30)

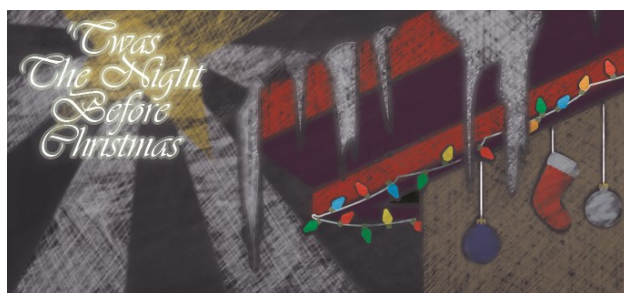
October 16-18, 2015 PMAZ Chorale & Orchestra presented *Honoring American Heroes* featuring patriotic and remembrance music from specific periods in our nation's history and paying tribute to those who served in various wars and conflicts. The concert also included photographs of service men and women and evocative letters and poetry read by former Vietnam POW, retired Col. Tom Kirk. Performances were held at Christ the Lord Lutheran Church in Carefree, Boulder Creek High School Performing Arts Center in Anthem and American Lutheran Church in Sun City. (324)



November 7, 2015 PMAZ Chorale & Orchestra members rode on a float and sang patriotic music in the Daisy Mountain Veterans Parade. (5,000)

November 18, 2015 PMAZ Women in Song performed a variety of music at the Wednesday Club luncheon at the Anthem Country Club. (200)

November 19, 2015 PMAZ Women in Song performed a variety of music for the residents at Sagewood Retirement Community in Phoenix. (30)



December 4-6, 2015 PMAZ Chorale & Orchestra presented *'Twas the Night before Christmas* featuring traditional carols, secular holiday music, sing-alongs and poetry readings with guest conductor Patti Graetz and narrator Trevor Graetz. Performances were held at American Lutheran Church in Sun City, Crosswinds Presbyterian Church in Phoenix and Cross of Christ Lutheran Church in Anthem. The performance at Crosswinds Presbyterian Church was a fundraiser

for Family Promise of Arizona and raised \$635 for Family Promise between donations and a percentage of ticket sales. (467)

December 12, 2015 PMAZ Women in Song performed holiday favorites and selections from the 2015-16 season at Java & Jammin' at the Anthem Civic Building. (30)

March 5-6, 2016 PMAZ Chorale & Orchestra presented *From Broadway to B.B. King* with guest vocalists Dennis Rowland, voice of the Count Basie Orchestra for many years, and Kristen Drathman as well as guitar soloist Carlos Marquez. Performances were held at Sanderson Lincoln Pavilion in Carefree and American Lutheran Church in Sun City. (616)



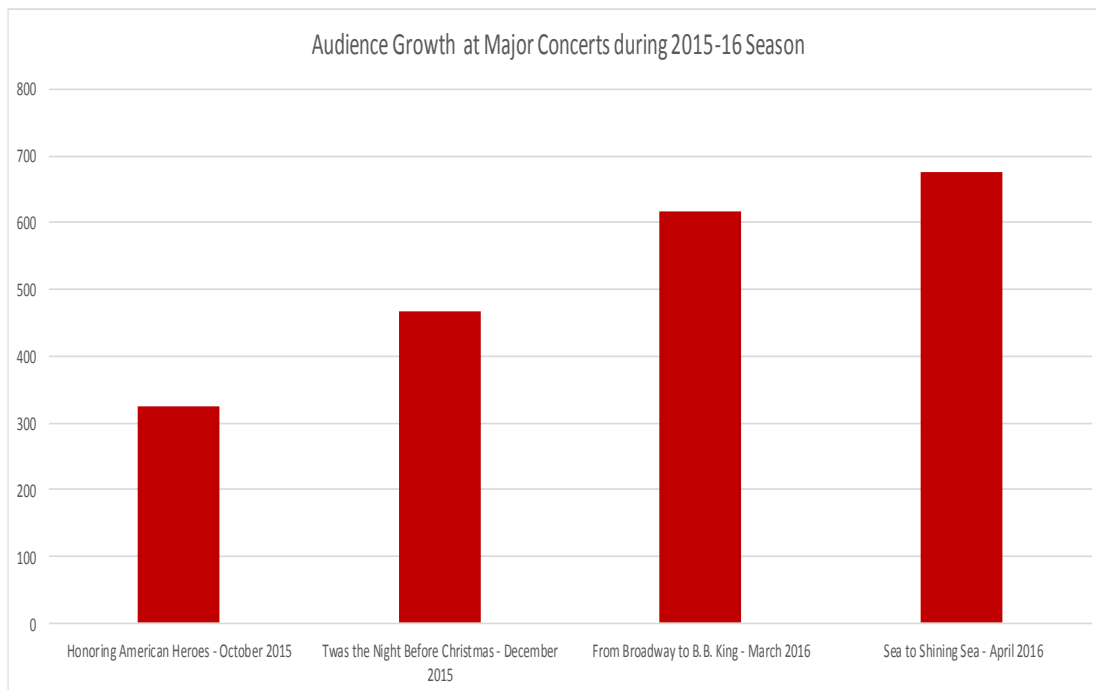
April 2, 2016 PMAZ Women in Song performed a variety of music at an English tea/luncheon at Christ the Lord Lutheran Church in Carefree. (50)



April 22-24, 2016 PMAZ Chorale & Orchestra performed *Sea to Shining Sea: Celebrating the 100th Anniversary of the National Parks*. The National Park Service provided video footage and photos to enhance the performance, and Park Rangers read poetry and quotes during the program. Performances were held at Boulder Creek High School Performing Arts Center in Anthem, Christ the Lord Lutheran Church in Carefree and American Lutheran Church in Sun City. (675)

May 14, 2016 PMAZ Women in Song performed a variety of music for the State PEO Convention and 85th Anniversary at the Pointe Hilton Squaw Peak Resort in Phoenix. (450)

May 30, 2016 PMAZ singers and instrumentalists performed the National Anthem and other songs at the Anthem Veterans Memorial Ceremony on Memorial Day. Trumpet players concluded the ceremony with "Taps." (1,500)



Discussion of Financial Condition and History

This year PMAZ saw its first positive bottom line since 2010. As mentioned in the Board Chair's opening letter, increased attendance led to increased earned income and increased support from donors. Expenses were carefully monitored, an audience friendly concert program was developed and aggressively marketed, and we narrowed our marketing focus by returning to our roots in the Phoenix North Valley. We ended the year with a profit, a substantial reduction in debt, and money in the bank. We have reversed five years of negative financial results and the negativity that so often accompanies these results (Figures 1 & 2 and Appendix A). When we look at this fiscal year in historical context, it looks even better (Figures 3 & 4 and Appendix D).

As you look at the historic Income/Expense Statements and Charts (Figure 3, Chart 4, Appendix D), you will notice that FY 2014 is an anomaly. The spike in income was due to two performances of Video Games Live (VGL) at the Orpheum Theater in Phoenix. The Orpheum Theater rental fees and fees paid to Video Games Live Production Company forced us to price tickets substantially higher than normal, averaging over \$45. The nature of the program drew a large and unusual crowd. Total attendance (1600+) at VGL was largest in our history. Hence earned income accounted for a considerably larger portion of income that season than normal (Chart 6). While attendance and gross income were very positive for that show, net income for the 2014 fiscal year was negative due to a corresponding increase in expenses (Chart 8).

Revenue distribution starting in FY 2007 has otherwise been relatively consistent (Figures 4 & 5). Contributed income has accounted for 45 – 65 percent of total revenue; earned income has accounted for 30-40 percent of revenue. A healthy distribution would be closer to a 50/50 split between earned income and contributed/other income. It is our goal moving forward to build audience and earned revenue so that we can reach the objective of generating at least 50 percent of our operating income from ticket revenue.

Total expenses climbed from inception through 2011, backed off a bit in 2012, and then exploded again 2012-2104 (Figure 3, Charts 6 & 7, Appendix D). Not surprisingly, if you look at Chart 8, we had negative cash flow during those years. This situation was obviously not sustainable. We anticipate continued improvements in our bottom line because we have taken steps to build a sustainable business model that will serve us well into the future. We will aggressively market our outstanding musical programming to draw a growing family of supporters. We are spending our money where it matters the most – producing an outstanding artistic product and aggressively marketing the product and ourselves as an institution. Results have been outstanding in FY 2016, and we intend to continue along the same lines into the foreseeable future.

Non-profit expenditures typically fall into one of three categories: program, fundraising, and administration. PMAZ, however, divides its expenses into six categories: artistic, production, marketing, development, box office, and administration. Therefore, we also perform an analysis to allocate expenditures by function to Program, Fundraising, or Administration. In Appendix C and Chart 3, you will find a Functional Allocation of Expenditures for FY 2016. All artistic, marketing, box office, and production expenses are considered Program expenses, and PMAZ Development expenses are in the fundraising category. Fifty-seven percent of the Executive Director's salary and several other administrative expenses are allocated to Program. Over 60 percent of all Administrative Expenses listed on the Detailed Income/Expense Statement in Appendix A are functionally allocated to Program expenditures. All Fundraising expenses remain very low as a percentage of total expenses this fiscal year (Chart 2) and historically (Figure 3, Charts 6 & 7, Appendix D). Marketing expenditures are considered part of Program expenditures because PMAZ is a performing arts organization that markets services to musicians and audiences in order to fulfill its mission. In other words, PMAZ spends 81 percent of every dollar received on enhancing lives through music in the communities we serve.

Finally, a note about depreciation. Capital purchases are not expensed, but are accounted for in depreciation; they appear as assets on the balance sheet. Ninety-five percent of the balance sheet assets are artistic or production/program expenditures. The breakout of functional depreciation expense is found in Appendix C. However, depreciation is accounted for as a general administrative expense. For FY 2016, depreciation was \$7,082 which is 31.5 percent more than the actual capital expenditures of \$4,854. See the Statement of Cash Flows in Appendix B to further identify the amount and nature of capital expenditures for the year. The Statement of Cash Flows also identifies the impact of debt reduction on cash flow for the year. Actual net cash increase for the year was \$6,141 (approximately net income minus capital purchases).

Figure 1
ProMusica Arizona Chorale & Orchestra
Income/Expense Report 7/1/2015 - 6/30/2016 (1)

		<u>Jul '15 - Jun 16</u>
Income		
	Contributed Revenue	90,029.00
	Earned Revenues	40,461.00
	Other Revenues	<u>4,144.00</u>
	Total Income	<u>134,634.00</u>
Expense		
	Artistic Expenses	43,954.00
	Production Expenses	14,925.00
	Marketing Expenses	13,619.00
	Development/Fundraising Expenses	5,012.00
	Box Office Expense	1,920.00
	Administrative Expenses	
	Office Supplies and Expenses (2)	6,436.00
	Banking Fees	1,533.00
	Member Services	198.00
	Miscellaneous	167.00
	Insurance	1,742.00
	Board Expenses	554.00
	Executive Director Compensation	24,193.00
	Payroll Taxes	1,851.00
	Depreciation	7,082.00
	Accounting/Bookeeping	<u>490.00</u>
	Total Administrative Expenses	<u>44,246.00</u>
	Total Expense	<u>123,676.00</u>
	Net Income	<u>10,958.00</u>

(1) For a detailed breakout of income and expenses, see Appendix A

(2) Office Supplies, Printing, Computer Expense, Rent, Cell Phone, Postage, Dues and Subscriptions

Chart 1: Revenue FY 2016

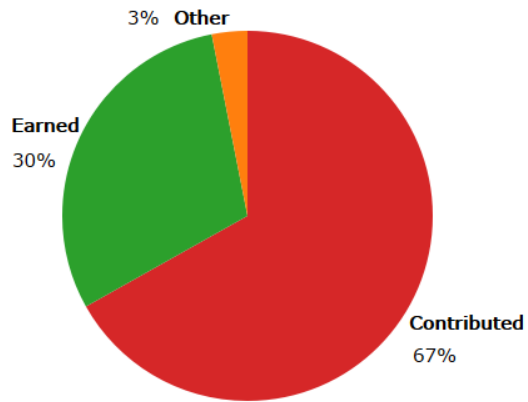


Chart 2: Expenditures FY 2016

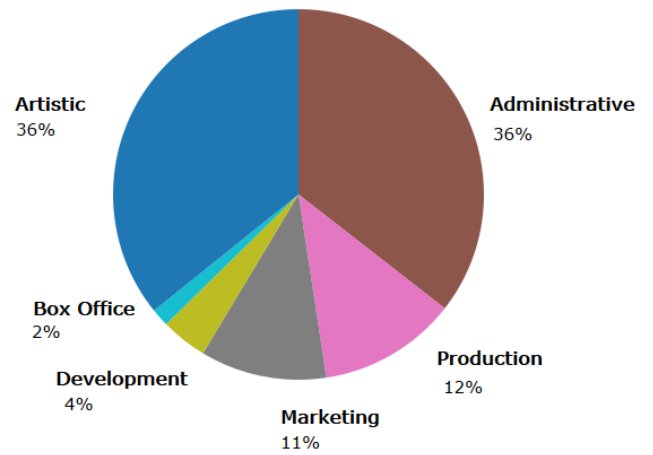


Chart 3: Functional Expenditures FY 2016

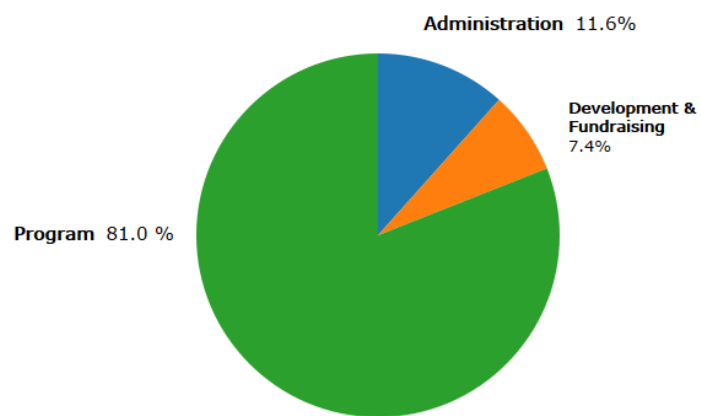


Figure 2
ProMusica Arizona Chorale & Orchestra
Balance Sheet 06/30/2016

	<u>Jun 30, 16</u>
ASSETS	
Current Assets	
MidFirst Checking	6,499.91
MidFirst Savings	995.04
Total Checking/Savings	<u>7,494.95</u>
Total Current Assets	7,494.95
Fixed Assets	
Orchestra Furniture & Fixtures	3,848.32
Electronic & Sound Equipment	7,153.64
Music Library	49,958.54
Music Folders	2,986.25
Musical Instruments	11,587.17
Chorale Furniture & Fixtures	21,465.32
Office Equipment	4,320.67
Other Equipment	914.67
Accumulated Depreciation	<u>-77,202.00</u>
Total Fixed Assets	<u>25,032.58</u>
TOTAL ASSETS	<u>32,527.53</u>
LIABILITIES & EQUITY	
Liabilities	
Payroll Liabilities (1)	1,218.71
Loans from Officers/Directors (2)	1,000.00
Note Due 5/1/2017 (3)	13,065.00
Refundable Deposits Payable (4)	<u>100.00</u>
Total Liabilities	15,383.71
Equity	
3900 - Retained Earnings	6,185.71
Net Income	<u>10,958.11</u>
Total Equity	<u>17,143.82</u>
TOTAL LIABILITIES & EQUITY	<u>32,527.53</u>

- (1) Payroll Liabilities are payroll taxes of 7.45% of gross W-2 wages payable by PMAZ for the fiscal year ending 6/30/16
- (2) Loan of \$1,000 have been forgiven as of 7/1/16
- (3) Note Due includes principal of \$13,000 plus accrued interest
- (4) Refundable deposit was paid to PMAZ for April 2017 New York trip; will either be returned to payee or sent to concert promoter 10/1/16

Figure 3
ProMusica Arizona Chorale & Orchestra
Condensed Income/Expense History FY 2012-2016

		Tax Year Start- ing: Fiscal Year Ending:			
		7/1/2012	7/1/2013	7/1/2014	7/1/2015
		6/30/2013	6/30/2014	6/30/2015	6/30/2016
Income					
Contributed Revenue					
	Individual Contributions	45,494.18	38,527.39	36,331.63	64,867.61
	Corporate Contributions	2,600.00	9,073.49	5,234.53	7,173.85
	Grants	13,605.00	13,900.00	15,450.00	5,000.00
	Fund Raising Projects	12,299.82	6,973.36	10,749.72	10,912.06
	In Kind Contributions	9,835.75	2,145.40	1,554.75	2,075.50
	Total Contrib- uted Revenue	83,834.75	70,619.64	69,320.63	90,029.02
Earned Revenues					
	Ticket Sales	34,428.10	95,953.25	22,424.00	29,103.90
	Performance Contracts		200.00	7,150.00	400.00
	General Membership Dues	8,325.00	9,580.00	9,065.00	10,957.50
	Total Earned Revenues	42,753.10	105,733.25	38,639.00	40,461.40
Other Revenues					
	Concert Program Advertising	1,300.00	490.00		2,141.80
	Interest Income	4.91	1.24	0.38	0.04
	Rental Income		25.00		250.00
	Postage & Handling	260.65	649.75	107.84	1,551.87
	Miscellaneous	141.26	1,508.40	35.00	
	Concert Attire Payments	644.90	76.00	88.00	200.00
	Total Other Revenues	2,351.72	2,750.39	231.22	4,143.71
	Total Income	128,939.57	179,103.28	108,190.85	134,634.13

Figure 3 Continued
ProMusica Arizona Chorale & Orchestra
Condensed Income/Expense History FY 2012-2016

	Tax Year Start- ing: Fiscal Year Ending:	7/1/2012 6/30/2013	7/1/2013 6/30/2014	7/1/2014 6/30/2015	7/1/2015 6/30/2016
Expense					
Artistic Expenses		50,665.37	80,344.96	39,978.67	43,953.97
Production/Operation Expenses		26,250.30	35,750.64	21,873.17	14,925.03
Marketing Expenses		6,499.38	16,575.85	8,089.21	13,618.68
Development Expense		17,552.50	4,244.07	2,196.88	5,011.72
Box Office Expense		555.82	6,852.73	1,208.49	1,919.58
Administrative Expenses					
Printing		1,085.34		278.67	300.99
Postage/PO Box Rental		435.80	200.40	288.72	274.74
Office Supplies		795.22	428.54	503.57	711.71
Computer Expense		586.14	69.88	215.66	667.88
Dues/Subscriptions		805.00	920.00	550.00	1,435.00
Member Events		363.38	521.84		198.81
Miscellaneous		10.00	334.23	70.00	167.47
Banking Fees		1,362.98	2,042.55	2,937.81	1,533.02
Insurance		1,991.00	2,225.00	2,455.00	1,742.00
Board/Staff Dev & Training		1,387.36	15.00	248.62	554.11
Executive Director/Admin Staff Compensation		22,919.94	22,733.28	21,080.00	24,192.84
Payroll Taxes		2,083.88	1,739.09	1,680.47	1,850.75
Office Expenses		6,000.00	1,600.00	2,943.37	3,045.72
Depreciation		8,356.00	7,994.00	7,170.00	7,082.00
Accounting/Bookeeping		615.00	1,170.00	590.00	490.00
Total Adminis- trative Expenses		<u>48,797.04</u>	<u>41,993.81</u>	<u>41,011.89</u>	<u>44,247.04</u>
Total Expense		<u>150,320.41</u>	<u>185,762.06</u>	<u>114,358.31</u>	<u>123,676.02</u>
Net Ordinary Income		<u>(21,380.84)</u>	<u>(6,658.78)</u>	<u>(6,167.46)</u>	<u>10,958.11</u>

Chart 4

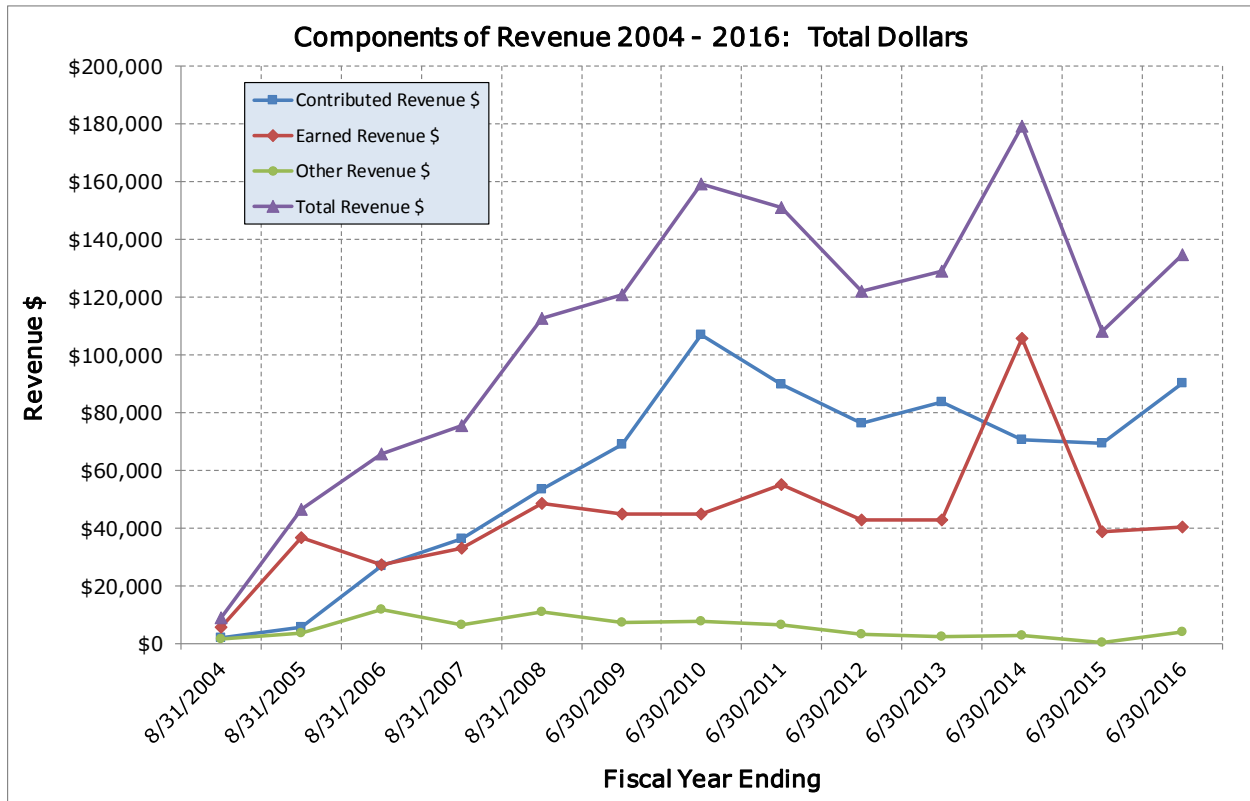


Chart 5

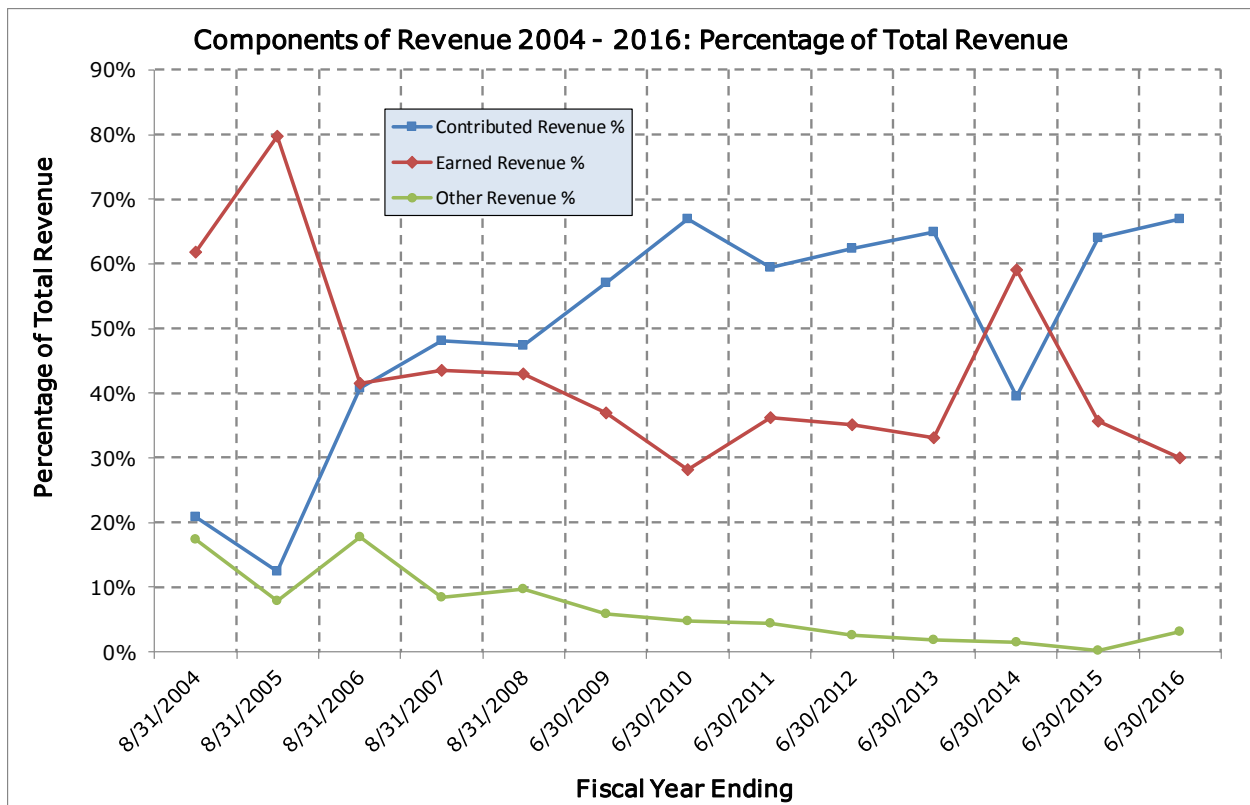


Chart 6

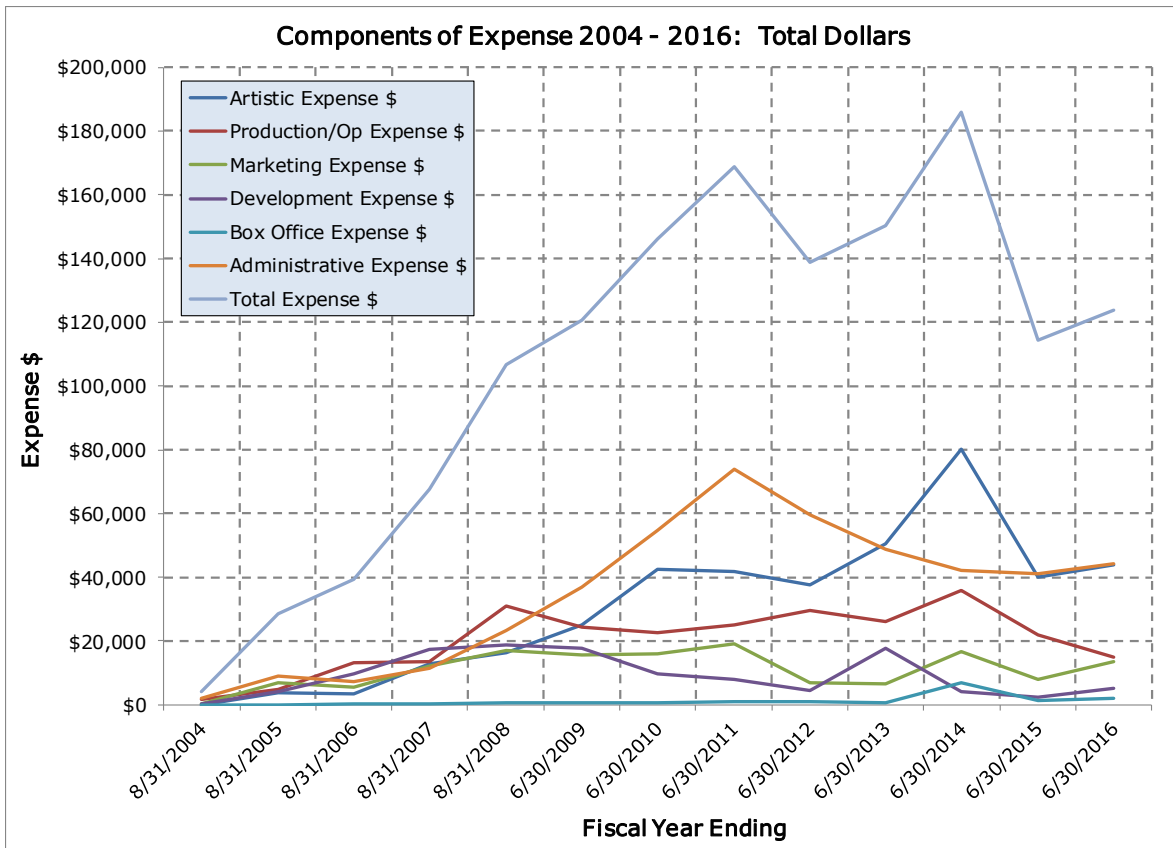


Chart 7

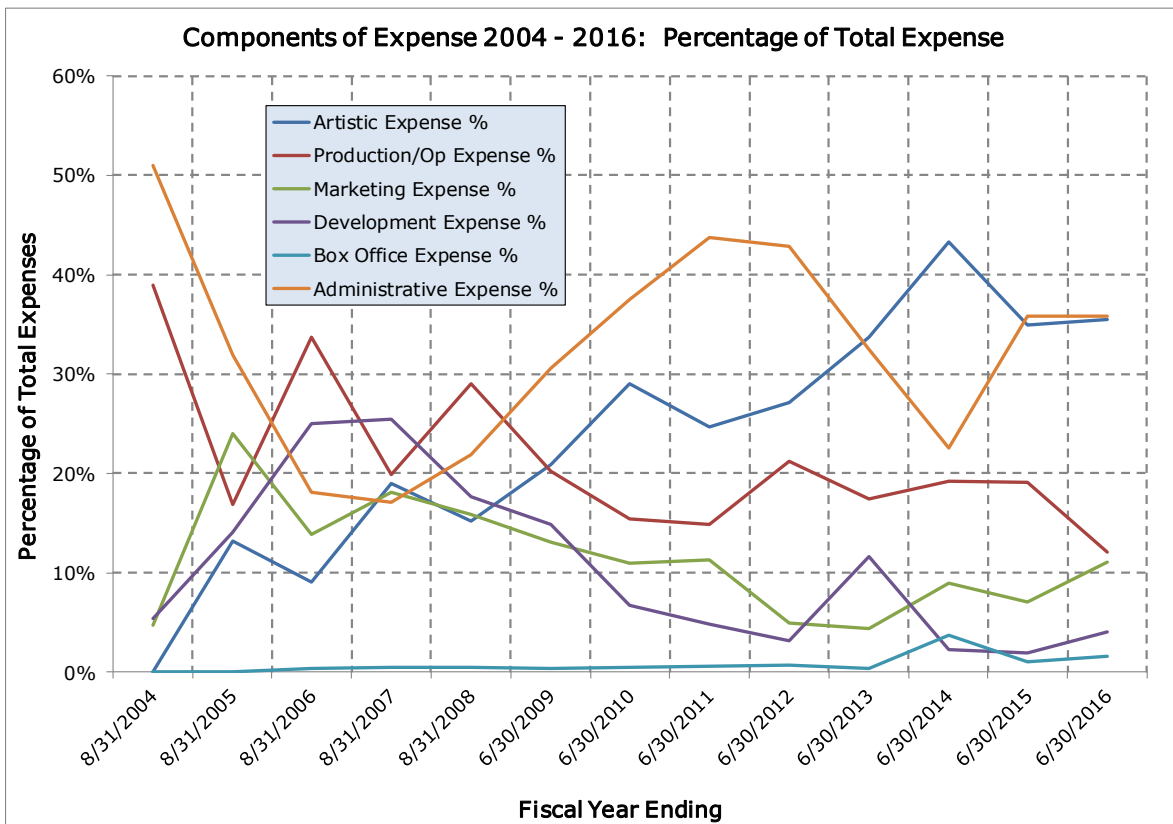


Chart 8

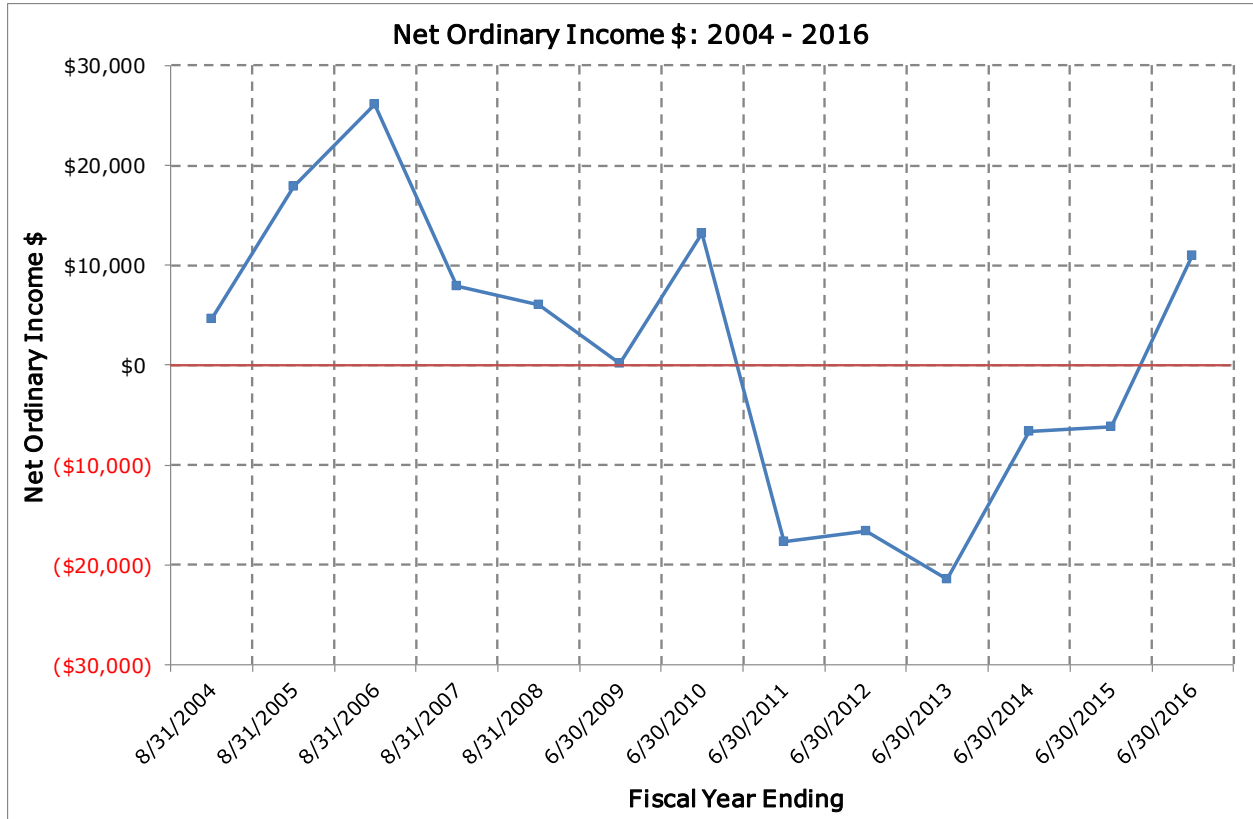


Figure 4
ProMusica Arizona Chorale & Orchestra
Balance Sheet History FY 2012 - 2016

	6/30/2013	6/30/2014	6/30/2015	6/30/2016
ASSETS				
Current Assets				
Checking/Savings/Other Cash				
MidFirst Checking	4,322.96	2,578.78	1,354.36	6,499.91
MidFirst Savings	1,001.80	453.24		995.04
Total Checking/Savings/Cash	5,324.76	3,032.02	1,354.36	7,494.95
Other Current Assets				
Prepaid Expenses				
Prepaid Production Expense	1,000.00	7,049.00		
Prepaid Expenses - Other	30.00	30.00		
Total Other Current Assets	1,030.00	7,079.00	0.00	
Total Current Assets	6,354.76	10,111.02	1,354.36	7,494.95
Fixed Assets				
Orchestra Furniture & Fixtures	3,818.31	3,848.32	3,848.32	3,848.32
Electronic & Sound Equipment	4,686.02	4,686.02	5,332.92	7,153.64
Music Library	43,603.77	45,217.98	47,787.26	49,958.54
Music Folders	2,736.25	2,736.25	2,736.25	2,986.25
Musical Instruments	10,829.86	11,587.17	11,587.17	11,587.17
Chorale Furniture & Fixtures	21,465.32	21,465.32	21,465.32	21,465.32
Office Equipment	3,708.25	3,708.25	3,708.25	4,320.67
Other Equipment		914.67	914.67	914.67
Accumulated Depreciation	(54,956.00)	(62,950.00)	(70,120.00)	(77,202.00)
Total Fixed Assets	35,891.78	31,213.98	27,260.16	25,032.58
TOTAL ASSETS	42,246.54	41,325.00	28,614.52	32,527.53
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
MidFirst VISA Card	1,921.05	5,673.50		
MidFirst Bank Credit Line	20,000.00	21,984.57	21,984.57	
Payroll Liabilities	1,313.74	1,313.76	444.24	1,218.71
Loans from Officers/Directors				1,000.00
Note due 5/1/2017				13,065.00
Refundable Deposits Payable				100.00
Total Current Liabilities	23,234.79	28,971.83	22,428.81	15,383.71
Total Liabilities	23,234.79	28,971.83	22,428.81	15,383.71
Equity				
3900 - Retained Earnings	40,392.59	19,011.75	12,353.17	6,185.71
Net Income	(21,380.84)	(6,658.58)	(6,167.46)	10,958.11
Total Equity	19,011.75	12,353.17	6,185.71	17,143.82
TOTAL LIABILITIES & EQUITY	42,246.54	41,325.00	28,614.52	32,527.53

Appendix A
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense Report 7/1/2015 - 6/30/2016

	<u>Jul '15 - Jun 16</u>
Income	
Contributed Revenue	
Individual Contributions	
Regular Member Contributions	22,921.31
Staff Contributions	331.00
Board Contributions	17,746.17
Unaffiliated Indiv Contribution	<u>23,869.13</u>
Total Individual Contributions	64,867.61
Corporate Contributions	
Concert/Season Sponsorships	1,400.00
Matching Funds	5,050.00
Other Corporate Contributions	<u>723.85</u>
Total Corporate Contributions	7,173.85
Grants	
Foundation Grants	3,000.00
Government Grants	<u>2,000.00</u>
Total Grants	5,000.00
Fund Raising Projects	
Concert Concessions Income	333.00
Shopping Extravaganza	2,189.00
Silent & On-line Auction	3,995.00
Concert DVD/CD Donations	1,703.41
Fund Raising Projects - Other	<u>2,691.65</u>
Total Fund Raising Projects	10,912.06
In Kind Contributions (1)	<u>2,075.50</u>
Total Contributed Revenue	90,029.02
Earned Revenues	
Ticket Sales	29,103.90
Performance Contracts	400.00
Membership Dues	<u>10,957.50</u>
Total Earned Revenues	40,461.40
Other Revenues	
Concert Program Advertising	2,141.80
Interest Income	0.04
Rental Income	250.00
Postage & Handling	1,551.87
Concert Attire Payments	<u>200.00</u>
Total Other Revenues	<u>4,143.71</u>
Total Income	<u>134,634.13</u>

Appendix A Continued
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense Report 7/1/2015 - 6/30/2016

Expense	<u>Jul '15 - Jun 16</u>
Artistic Expenses	
Accompanist	4,571.00
Conductor	12,619.56
Assistant Conductor	3,443.27
Visiting Artists	1,800.00
Contract Musicians	12,300.00
Travel	447.96
Artistic Director	<u>8,772.18</u>
Total Artistic Expenses	43,953.97
Production Expenses	
Rehearsal Hall Rent	1,419.09
Performance Hall Rent	4,772.00
Equipment Storage Rent	1,800.00
Miscellaneous	340.00
Equipment Transportation	39.42
Instrument/Equipment Repair/Rentals	2,086.98
Supplies/Staging	216.05
Stage Mgr/Sound/Video	1,473.00
Music Rent/Licensing/Copying Fees	<u>2,778.49</u>
Total Production/Operation Expenses	14,925.03
Marketing Expenses	
Printing	6,483.69
Postage	219.87
Design Fees	500.00
Website	172.97
Advertising	6,122.59
Public Relations	78.62
Miscellaneous	30.03
Credit Card Fees	<u>10.91</u>
Total Marketing Expenses	13,618.68
Development/Fundraising Expense	
Printing	22.59
Postage	137.48
Design Fees	145.00
Cost of Merchandise Sold	149.52
In Kind Services	2,075.50
Miscellaneous	<u>2,481.63</u>
Total Development/Fundraising Expense	5,011.72

Appendix A Continued
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense Report 7/1/2015 - 6/30/2016

	<u>Jul '15 - Jun 16</u>
Box Office Expense	
Credit Card Transaction Fees	867.58
Ticketing Fees	898.00
Miscellaneous	<u>154.00</u>
Total Box Office Expense	1,919.58
Administrative Expenses	
Printing *	300.99
Postage *	274.74
Office Supplies *	711.71
Computer Expense *	667.88
Dues/Subscriptions *	1,435.00
Member Events/Services	198.81
Miscellaneous	167.47
Banking Fees	1,533.02
Insurance	1,742.00
Board Expenses	554.11
Executive Director Compensation	24,192.84
Payroll Taxes	1,850.75
Office Expenses *	3,045.72
Depreciation (2)	7,082.00
Accounting/Bookeeping	<u>490.00</u>
Total Administrative Expenses	<u>44,247.04</u>
Total Expense	<u>123,676.02</u>
Net Income	<u>10,958.11</u>

(1) In-Kind Contributions are non-cash donations of goods and services. The value of the donations is recorded as an in-kind contribution and becomes a part of our total revenue for the year. It is also recorded as an expense under the category of Development/Fundraising. The two offsetting entries allow us to record the value of the goods and services provided without having an impact on the net cash flow.

(2) Capital expenditures are not itemized as expenses but are accounted for in depreciation; they appear as assets on the balance sheet. Depreciation is considered a general administration expense. This fiscal year, the amount of depreciation is close to actual capital expenditures, however, this is not always the case.

* These items are included in the "Office Supplies and Expenses" category in the short IE statement.

Appendix B
ProMusica Arizona Chorale & Orchestra
Statement of Cash Flows 7/1/15 – 6/30/16

	<u>Jul '15 - Jun 16</u>
OPERATING ACTIVITIES	
Net Income	10,958.11
Adjustments to reconcile Net Income	
to net cash provided by operations:	
MidFirst Bank Credit Line	-21,984.57
Payroll Liabilities	774.47
Loans from Officers, Directors	<u>1,000.00</u>
Net cash provided by Operating Activities	-9,251.99
INVESTING ACTIVITIES	
Electronic & Sound Equipment	-1,820.72
Music Library	-2,171.28
Music Folders	-250.00
Office Equipment	-612.42
FY 2016 Depreciation	<u>7,082.00</u>
Net cash provided by Investing Activities	2,227.58
FINANCING ACTIVITIES	
Note payable 5/1/17	13,065.00
Refundable Deposits Payable	<u>100.00</u>
Net cash provided by Financing Activities	<u>13,165.00</u>
Net cash increase for period	6,140.59
Cash at beginning of period	<u>1,354.36</u>
Cash at end of period	<u>7,494.95</u>

Appendix C
ProMusica Arizona Chorale & Orchestra
FY 2016 Functional Expenses

As reported on AZ Cultural Data Project Report

	TOTAL	Program (incl marketing)	Admin	Fundraising
Employees				
Salaries/Bonuses (1)	24,193.00	13,790.01	5,322.46	5,080.53
Payroll Taxes (1)	1,851.00	1,055.00	407.00	389.00
Independent Contactors				
Accompanists	4,571.00	4,571.00		
Conductors	16,063.00	16,063.00		
Artistic Director	8,772.00	8,772.00		
Contract Musicians	12,300.00	12,300.00		
Visiting Artists	1,800.00	1,800.00		
	43,506.00	43,506.00		
Fees for Service				
Accounting	490.00		490.00	
Lighting Tech Design (Crosswinds)	175.00	175.00		
Video Techs (2)	500.00	500.00		
Sound Techs	973.00	973.00		
Graphic Designer	645.00	500.00		145.00
	2,783.00	2,148.00	490.00	145.00
Advertising/Promotion				
Ad Purchases	6,623.00	6,123.00		500.00
PR	79.00	79.00		
Website	173.00	173.00		
Patron Mail Fees	30.00	30.00		
Season Tent Cards	531.00	531.00		
Season Brochure (2)	1,289.00	999.00		290.00
Concert Posters	532.00	532.00		
Concert Flyers	1,009.00	1,009.00		
	10,266.00	9,476.00		790.00
Office Expenses				
Admin Supplies	712.00		712.00	
Box Office Ticket Stock	154.00	154.00		
Labels	24.00			24.00
Computer Exp	668.00		668.00	
ED Cell Phone	646.00	368.22	142.12	135.66
New CR CD Processor (Square)	49.00		49.00	
	2,253.00	522.22	1,571.12	159.66

Appendix C Continued
ProMusica Arizona Chorale & Orchestra
FY 2016 Functional Expenses

As reported on AZ Cultural Data Project Report

	<u>TOTAL</u>	<u>Program (incl marketing)</u>	<u>Admin</u>	<u>Fundraising</u>
Occupancy/rent				
Office & Library Rent (1)	2,400.00	1,884.00	264.00	252.00
Rehearsal Space	1,419.00	1,419.00		
Storage Space	1,800.00	1,800.00		
Performance Venues	4,897.00	4,897.00		
Anthem Community Bldg Room Rent	60.00		60.00	
	10,576.00	10,000.00	324.00	252.00
Travel	488.00	488.00		
Conferences/Meetings	130.00		30.00	100.00
Depreciation	7,082.00	6,728.00	354.00	
Insurance	1,742.00	795.00	947.00	
Music - rent/license/lost				
Licensing Fees	1,232.00	1,232.00		
Commissions	575.00	575.00		
Copying Costs	214.00	214.00		
Music Rental	756.00	756.00		
Music Library Exp	1.00	1.00		
	2,778.00	2,778.00	0.00	0.00
Other Production				
Supplies/Staging	216.00	216.00		
Equipment Transport	39.00	39.00		
Instrument Repair/Equipment Rental	2,087.00	2,087.00		
	2,342.00	2,342.00		
Printing	4,689.00	3,123.00	695.00	871.00
Postage	632.00	220.00	275.00	137.00
	5,321.00	3,343.00	970.00	1,008.00
Banking Fees				
Credit Card Fees	1,470.00	902.00	141.00	427.00
Interest	1,183.00		1,183.00	
Fees	175.00		175.00	
	2,828.00	902.00	1,499.00	427.00
Box Office Ticketing Fees	898.00	898.00		

Appendix C Continued
ProMusica Arizona Chorale & Orchestra
FY 2016 Functional Expenses

As reported on AZ Cultural Data Project Report

	<u>TOTAL</u>	<u>Program (incl marketing)</u>	<u>Admin</u>	<u>Fundraising</u>
Miscellaneous Expenses				
Dues	1,395.00	1,195.00	200.00	
Member Events	199.00	199.00		
AZ Corp Commission Filing Fees	20.00		20.00	
Parking	16.00		16.00	
Flowers	92.00		92.00	
DVD Expenses	43.00			43.00
Silent Auction Exp	50.00			50.00
Shop Ex Exp	520.00			520.00
Coin Van Exp	80.00			80.00
In-Kind Services	2,076.00		2,076.00	
Cost of Merchandise Sold (H2O & ice)	150.00			150.00
	4,641.00	1,394.00	2,404.00	843.00
GRAND TOTAL	\$123,678.00	\$100,165.23	\$14,318.58	\$9,194.19
Percent of Total Expenses	100.00%	80.99%	11.58%	7.43%

- (1) Executive Director's time and office use: 57% program (includes marketing); 21% fundraising; 22% administration
(2) 22% fundraising; same split as graphic design

Appendix D
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense History FY 2012-2016

	Tax Year Start- ing: Fiscal Year Ending:	7/1/2012	7/1/2013	7/1/2014	7/1/2015
		6/30/2013	6/30/2014	6/30/2015	6/30/2016
Income					
Contributed Revenue					
Individual Contributions		45,494.18	38,527.39	36,331.63	64,867.61
Corporate Contributions		2,600.00	9,073.49	5,234.53	7,173.85
Grants		13,605.00	13,900.00	15,450.00	5,000.00
Fund Raising Projects		12,299.82	6,973.36	10,749.72	10,912.06
In Kind Contributions		9,835.75	2,145.40	1,554.75	2,075.50
Total Contributed Revenue		83,834.75	70,619.64	69,320.63	90,029.02
Earned Revenues					
Ticket Sales		34,428.10	95,953.25	22,424.00	29,103.90
Performance Contracts			200.00	7,150.00	400.00
General Membership Dues		8,325.00	9,580.00	9,065.00	10,957.50
Total Earned Revenues		42,753.10	105,733.25	38,639.00	40,461.40
Other Revenues					
Concert Program Advertising		1,300.00	490.00		2,141.80
Interest Income		4.91	1.24	0.38	0.04
Rental Income			25.00		250.00
Postage & Handling		260.65	649.75	107.84	1,551.87
Miscellaneous		141.26	1,508.40	35.00	
Concert Attire Payments		644.90	76.00	88.00	200.00
Total Other Revenues		2,351.72	2,750.39	231.22	4,143.71
Total Income		128,939.57	179,103.28	108,190.85	134,634.13
Expense					
Artistic Expenses					
Accompanist		4,685.00	6,557.50	3,400.00	4,571.00
Conductors		10,000.00	10,000.00	11,700.00	16,062.83
Visiting Artists		9,412.60	32,150.00	1,500.00	1,800.00
Contract Musicians		19,971.95	20,405.00	15,810.00	12,300.00
Travel			5,117.65	100.00	447.96
Miscellaneous		595.82	114.81	(31.33)	
Artistic Director		6,000.00	6,000.00	7,500.00	8,772.18
Total Artistic Expenses		50,665.37	80,344.96	39,978.67	43,953.97

Appendix D Continued
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense History FY 2012-2016

	Tax Year Start- ing: Fiscal Year Ending:	7/1/2012 6/30/2013	7/1/2013 6/30/2014	7/1/2014 6/30/2015	7/1/2015 6/30/2016
Production/Operation Expenses					
Rehearsal Hall Rent		4,417.00	1,940.00	1,472.00	1,419.09
Performance Hall Rental		14,799.51	24,823.93	9,667.30	4,772.00
Equipment Storage Rent		3,239.20	2,954.90	2,475.00	1,800.00
Storage Supplies			5.10	64.95	
Miscellaneous		67.44	440.28	163.90	340.00
Equipment Transport			173.33		39.42
Instrument Maintenance/Rentals		62.43	287.73	54.99	2,086.98
Supplies/Staging		377.48	851.72	459.77	216.05
State Mgr/Sound & Video Tech					1,473.00
Music-Rent/License/Lost		2,558.20	4,273.65	7,515.26	2,778.49
Concert Attire		729.04			
Total Production/Operation Expenses		26,250.30	35,750.64	21,873.17	14,925.03
Marketing Expenses					
Printing		3,626.68	5,237.40	3,635.62	6,483.69
Postage		364.95	1.82	432.17	219.87
Design Fees				300.00	500.00
Website		279.95	125.21	76.97	172.97
Advertising		1,874.00	10,656.06	3,336.80	6,122.59
Public Relations		25.00	466.50	300.00	78.62
Youth Marketing		208.80			
Miscellaneous		120.00	88.86	7.65	40.94
Total Marketing Expenses		6,499.38	16,575.85	8,089.21	13,618.68
Development Expense					
Printing			1,185.89	71.10	22.59
Postage		83.74	189.26		137.48
Design Fees					145.00
Cost of Merchandise Sold		3.58	405.00		149.52
In Kind Services		9,835.75	2,145.40	1,554.75	2,075.50
Donor Cultivation/Hospitality		37.02	136.88	38.99	
Patron Receptions		23.88			
Miscellaneous		7,568.53	181.64	532.04	2,481.63
Total Development Expense		17,552.50	4,244.07	2,196.88	5,011.72
Box Office Expense					
Credit Card Transaction Fees		160.54	182.59	16.24	867.58
Ticketing Fees		231.75	6,656.19	1,192.25	898.00
Miscellaneous		163.53	13.95		154.00
Total Box Office Expense		555.82	6,852.73	1,208.49	1,919.58

Appendix D Continued
ProMusica Arizona Chorale & Orchestra
Detailed Income/Expense History FY 2012-2016

	Tax Year Start- ing: Fiscal Year Ending:	7/1/2012	7/1/2013	7/1/2014	7/1/2015
		6/30/2013	6/30/2014	6/30/2015	6/30/2016
Administrative Expenses					
Printing		1,085.34		278.67	300.99
Postage/PO Box Rental		435.80	200.40	288.72	274.74
Office Supplies		795.22	428.54	503.57	711.71
Computer Expense		586.14	69.88	215.66	667.88
Dues/Subscriptions		805.00	920.00	550.00	1,435.00
Member Events		363.38	521.84		198.81
Miscellaneous		10.00	334.23	70.00	167.47
Banking Fees		1,362.98	2,042.55	2,937.81	1,533.02
Insurance		1,991.00	2,225.00	2,455.00	1,742.00
Board/Staff Dev & Training		1,387.36	15.00	248.62	554.11
Executive Director/Admin Staff Compensation		22,919.94	22,733.28	21,080.00	24,192.84
Payroll Taxes		2,083.88	1,739.09	1,680.47	1,850.75
Office Expenses		6,000.00	1,600.00	2,943.37	3,045.72
Depreciation		8,356.00	7,994.00	7,170.00	7,082.00
Accounting/Bookkeeping		615.00	1,170.00	590.00	490.00
Total Administrative Expenses		48,797.04	41,993.81	41,011.89	44,247.04
Total Expense		150,320.41	185,762.06	114,358.31	123,676.02
Net Ordinary Income		(21,380.84)	(6,658.78)	(6,167.46)	10,958.11

Appendix E
2015-2016 ProMusica Arizona Musicians
Dr. Adam Stich, Artistic Director
Patti Graetz, Assistant Artistic Director

Orchestra

Violin 1

Alexandra Birch *
 Clarice Collins
 James Hutchins*
 Sue Leach
 Claire Tatman
 Blessing West

Violin 2

Grace Anderson
 Hillary Millicam
 Cathy Warmack
 Christina Yim
 Michele Zalak

Viola

Carolyn Broe
 Elizabeth Hanson
 Jessica Kunst
 Charisma Serrano
 Gretchen Wagnitz
 Allyson Wuenschel

Cello

Stacy Cueva
 Charlotte Farney
 Shawna Kervin
 Eric Samuels
 Malcolm Smith

Double Bass

Darren Cueva
 Tracy Haddad
 Kelsey Mines
 Adriana Pretorius

Flute/Piccolo

Robyn Doukas
 Analyce Gonzales
 Diana McKenzie
 Arielle Romano
 Trish Wilson

Harp

Paula Provo

Oboe/English Horn

Shayna Budin
 Eddie Flores

Bassoon

Marsha Bonner
 Laura Weaver

Clarinet

Cora-Leigh Alguire
 Stephanie Kruse
 Caterina Lake
 Ron Meekins
 Angelina Parra
 Cassie Troksa (Bass)

Horn

Steve Alguire
 Austin Cilone
 Nathaniel Lazan
 Sean McGarry
 Colin Montoya

Trumpet

Laura Cote
 Michael Hartwell
 Ken Mills

Trombone

Michael Blair
 Patrick Chappell
 Erik Ketcherside
 Alex Mayhew
 Matt Vezey

Saxophone

Miguel Alba
 Steve Alguire
 Mitzi Garcia
 Andrew Robledo
 Vanessa Villalobos

Tuba

Adam Soper
 Will Tucker VI

Percussion

Katie Anderson
 Carl Barton
 Rachel Blattner
 Will Cobb
 Stefan Goodenberger
 Jacob Goodwin

**Concertmaster*

Chorale

Soprano

Marie Baginski
 Heidi Bosch
 Lynn Bowers
 Sally Castner
 Leslie French
 Charissa Glazner
 Patti Graetz
 Ashley Grampp
 Tiffany James
 Dee Knight
 Francine Leiser
 Sue Mayfield
 Marsha Mettler
 Jamie Showers
 Rachel Taylor
 Trina Taylor
 Lissi Weiss

Alto

Judi Buff
 Mary Clark
 Carrie Clark-Keller
 Barb Davis
 Susan Finney
 Shirley Fiske
 Connie Henry
 Donna Ice
 Laurie Porter
 Anne Roberts
 Jan Sandoz
 Cynthia Schiffman
 Michele Southerland
 Jane Turner
 Marilyn Witt
 Natalie Wynn
 Shari Yuhas

Tenor

Blake Bainum
 Rudy Bogojevich
 Bud Clark
 Michael Collins
 Karen Coste
 Bob Geinosky
 Lee Gunter
 Devin Leming
 Charlie Turner
 Sharon Turner
 Janice Winscot
 Jerome Yuhas

Bass

Craig Caldwell
 Kirk Douglas
 Thomas Hartwell
 Allen Matthews
 Sean McGarry
 Bruce Porter
 Brad Routh
 Charles Santaguida
 Jack Schwalbach
 Keane Shechtman
 Esmeraldo Silva
 Don Snell
 Chuck Taylor
 Wyatt Yates

Women in Song

Judi Buff
 Susan Finney
 Shirley Fiske
 Patti Graetz*
 Connie Henry
 Dee Knight
 Sue Mayfield
 Laurie Porter
 Jan Sandoz
 Trina Taylor
 Jane Turner
 Lissi Weiss

**Director*

Appendix F

2015-2016 Donors

Corporate, Business and Foundation Donors

Medtronic
Arizona Commission on the Arts
Scottsdale League for the Arts
MidFirst Bank
Swift Charities
Andrew Z Diamonds & Fine Jewelry
Cisco Systems
Anthem Rotary Foundation
Outlets at Anthem (Craig Realty Group)
Kroger (Fry's Community Rewards)
Starbucks/Anthem Way, Anthem, AZ
First Giving
American Express Foundation
Goodshop/Goodsearch
Lyle Investments

Individual Donors

Sue & Kelly Mayfield
Dr. Shirley Fiske
Phyllis Leach
Lissi & Doug Weiss
Marilyn & Richard Witt
John (Jack) & Glenda Schwalbach
Sue & David Leach
Ms. Brinley Thomas
Jan & John Sandoz
Deyonne Knight
Craig & Lynn Caldwell
Connie & Robert Henry
Laura Weaver
Judi & Paul Buff
Mr. & Mrs. Thomas R Campbell
Mr. & Mrs. Harry Turner
Lawrence & Cynthia Schiffman
Donna Gloschen
Wei Ming Bedell
Jene Dees
Teresa Leach
Gerald Schwalbach
Susan Schwalbach
Jerome & Shari Yuhas
Bill Chartrand & Terry Froyd
Curtis Gunter
James & Elizabeth Haag
Laurie Porter
Al & Ruth Bostwick
Donald Cross
Pat & Bill Marrs
Bob & Rachel Thompson
Ashley Gojic
Marie Baginski
Matt & Lindsay Newhard
Scott Oglesby

Carol & Tormey Ward
Charles & Mary Clark
Michael Collins
Bob & Ally Geinosky
Charles Santaguida
James Speichinger & Susan Haack
Katherine Stevenson
David & Ro Vaselaar
Robert C. Henry
Yvonne & Steve Dolby
Ralph & Mary Alice Hegreness
Pat & Jim Yulga
Mr. & Mrs. Jim Bradburn
Ms. Corine Cuvelier
Dr. & Mrs. Stephen Barton
Carl & Barbara Benner
Bruce Berndt
Rudy Bogojevich
Lynn Bowers
Dave & Connie Camp
Debbi Combs
Cynthia Doolittle
Cora Gardner
Debra Geisler
Frank & Fay Giordano
Patti Graetz
Vicki Powers & Roger Gustafson
Diane & James Hayes
Cecilia Healy & Richard Zwycwicz
Jim Kautenburger
Stacey Keltner
Kris A. Knight
Donna & Stan Kublin
Ms. Kay Lubecke
Patrick Lucus
C.P. & Kristin Markham
Donna Peterson
Anne & Fay Roberts
Donald Ruedinger
Liza Ruetten
Rick & Joan Schliebner
Chris Schwalbach
Adam & Ashley Stich
Guy & Vickie Winters
Anita Younkin
Willie & Patricia Knaus
Barbara & Josef Metzger
Donald Snell & Barbara Huso
Sara & Roger Weller
Anonymous
Mercedes Murrieta
Dr. Susan Walker
Sharon Price
Michele Southerland
Carolyn & Tom Frieese
Keith Andresen

Cindy Donohue
Grady Gammage
Ms. Lynda Goodman
Arnold & Sherri Henkel
Deb Knight
Jenna Kohl
Cheryl Kriegshauser
Nancy & Steve Lamontagne
Mr. Robert Leece
Lois Litteral
Peni & Roger Long
Philip Mancusi-Ungaro
Carla Marrington
David & Carol McLaughlin
Nancy Morris
Diana Nelson
Helene Padawer
Patricia Petter
Nelso Redante
Davida Rosen
David & Sandra Rosenband
Dennis Rowland
Pam & Steve Rusch
Lavern Schulz
Pat Schulz
Kevin & Corinne Smithen
Cynthia Thomas
Andrew Vollero
Tom & Kay Winter
Bettejean & Ed Varney
Barbara Birdseye
Darwin & Susan Bostic
Ms. Jayne Crupi
Donald Hoeder
Holly Matson
James & Janis Patton
Max & Barbara Premseller
Ena Simanson
Susan Strobel
Janice Winscot
Trish Wilson
Dawn Conn
Dr. Charlotte Farney
Leslie French
Ken Hedman
Jayne Hubbard
Mary Sue Hyatt
Ms. Lana Leonard
Kathy Riazzi
Craig Boates
Pat Drapac & Dan Meiller
Jean Fischer
Clark Godshall
Mary Jacobsen
Mary Jones
Stacy Kuncel

Appendix F Continued 2015-2016 Donors

Individual Donors Continued

Miller & Ruth Lee
Mr. & Mrs. James Minette
K. Nickoles
Diane Peri
Vicki & Paul Schreiber
Donald & Dorothy Shechtman
Keane & Penny Shechtman
Jane & Jack Turner
Ms. Michele Zalak
Henry Barrie
Gloria Becker-Rial
Ms. Billideau
Ms. Lou Ann Masters Brennan
Lucy Bryan
Ronald Burmood
Cheryl Burnett
Connie & Jeff Clark
Mary Ann Dempsey
Chris & Robin Ensign
Michael Golding
Vickie Herz
Nancy Ireland
S. Ray & Barbara L. Karr
Charlotte Kingsbury
Tom & Ann Kirk
Susan Lagg-May
Fredric Laughlin
Rick & Mary Jo Madsen
Sara Mayfield
Mr. & Mrs. Bill Oelhafen
Nancy Phillips
Shirley Quinn Reinhardt
Janis Romines
Mary Root
John Ruetten
Joseph Scates
Leah Seidelmann

Jeanette & Gary Selge
Linda & Frank Smith
Greg & Denise Stansberry
Jane Theobald
Nancy Thornton
Susan Timm
Barbara Witt
Sandra & Jerold Worden
Raymond & Mary Ybarra
Kate Poppe
Carolyn Broe
Chris Cicogna

In-Kind Contributions

Azy's Photography
MTM Computer Specialists
PostNet in Anthem
Whitman & Jackson, CPAs

Advertisers

C & R Tire
Collective Construction
D.L. Jones & Associates
Daisy Mountain Dentistry
Research by Design
Titan Pest Control
Tobias Automotive Specialists

Media Partners

Foothills Focus
Images Arizona Magazine
In & Out Publications
North Valley Magazine

