

ProMusica ARIZONA

THE COMMUNITY CHORALE & ORCHESTRA OF NORTH PHOENIX



Photo courtesy Azy Scotten Photography

Annual Report July 1, 2020 - June 30, 2021



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

2019-20 Board of Directors

Chair	Jan Sandoz
Vice Chair	Karen Rasmussen
Treasurer	Esmeraldo Silva
Secretary	Trish Wilson

Directors	Joy Baber
	Judi Buff
	Anita Crider
	Jan Cross
	Leslie French
	Francine Leiser
	Eric Lerner
	Peni Long
	Beth Mabee
	Matt Newhard
	Anne Roberts
	Meghan Ruel
	Robert Schmidt
	Sylvia Schmidt
	Malcolm Smith
	Janice Winscot

Staff

Executive Director	Yvonne Dolby
Artistic Director/Principal Conductor	Patti Graetz
Administrative Assistant	Cheri McGunagle
Concertmaster	Meghan Ruel
Accompanist	Jeffrey Yoder

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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, ProMusica Arizona 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. ProMusica Arizona 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) nonprofit organization and is a proud member of Chorus America, League of American Orchestras, ASCAP, BMI, Anthem Area Chamber of Commerce, Arizona Citizens for the Arts, Alliance of Arizona Nonprofits, and West Valley Arts Council.

ProMusica Arizona 2020-21 Staff



*Yvonne Dolby
Executive Director*



*Patti Graetz
Artistic Director
Principal Conductor*



*Meghan Ruel
Concertmaster*



*Cheri McGunagle
Administrative Assistant*



*Jeffrey Yoder
Accompanist*

Message from the Board Chair



Jan Sandoz
Board Chair

Dear Friends of ProMusica Arizona,

The last year has been challenging for ProMusica Arizona as it has been for so many organizations and individuals. Our entire 2020-21 season was impacted by the COVID pandemic, requiring us to reimagine ways to involve our musicians, engage our audience, and stay financially sound.

With all hopes for a typical performance year eliminated by the continued restrictions on in-person gatherings, we programmed virtual content as a substitute. We offered online chorale and instrumental techniques classes that gave musicians an opportunity to build their skill level with professional instruction. Participants included not only our own singers and instrumentalists, but also international students from as far away as Australia.

For our patrons, we presented two free online concerts featuring small, socially distanced ensembles. *A Musical Kaleidoscope* was performed in November and *A Christmas Kaleidoscope* was performed in December. Both were live-streamed and recorded so they could be enjoyed during the actual performance or at another convenient time.

Virtual attendance was outstanding, and the concerts were viewed by audiences all over the United States including senior communities that presented them as special events to their residents.

With some of our usual revenue streams diminished, we explored alternative ways to remain financially solvent. ProMusica Arizona had no ticket revenue during the 2020-21 season, and we were sensitive to the fact that donors may have limited resources and other giving priorities through the pandemic. So, we did not have our usual Spring Campaign, and, due to COVID restrictions, we were unable to hold our Musical Champagne Salon fundraiser.

However, we were supported by a forgivable Payroll Protection Program loan from the federal government; grants from the Small Business Administration, Arizona Commission on the Arts, Maricopa County, City of Peoria, Unity of Phoenix Spiritual Center, and Arizona Choral Directors Association; concert sponsorships from Anthem Law and Andrew Z Diamonds & Fine Jewelry; donations from more than 100 individuals; and corporate contributions from Pfizer Foundation, American Express, Cisco, Kroger, and Amazon Smile. The generous support of these grant funders and individual donors allowed us to retain our employees, support our essential contractors, and continue planning for the future despite loss of concert revenue.

Overall revenue was down considerably for the year, but there was a corresponding drop in expenses allowing ProMusica Arizona to finish the year with sufficient money in the bank to begin to replenish reserves and provide operating revenue for the first quarter of fiscal year 2021-22.

Additionally, we formed a committee that established the ProMusica Arizona Endowment Fund to provide long-term financial resources to support continued excellence in live vocal and instrumental performances. Marketing efforts to encourage legacy giving will begin in the Fall of 2021.

Current plans call for an in-person three-concert season for 2021-22. Our singers and instrumentalists are looking forward to singing and playing for a live audience again!

It has been my privilege to serve as the Board Chair for the last three seasons. We've certainly seen challenges, but I'm very proud of our team of Board members, musicians, staff, and volunteers that has worked together and come through stronger. I would especially like to thank Yvonne Dolby, Patti Graetz, and Meghan Ruel for their tireless dedication to ProMusica Arizona throughout the year.

Finally, I am happy to announce our new Board Chair, Malcolm Smith. Malcolm has played cello in our orchestra for many years and served as a Board member. I know ProMusica Arizona will thrive in his capable hands.

Thank you to everyone who has continued to support us through your concert attendance and financial contributions! I look forward to seeing you in-person soon!

Musically yours,

Jan Sandoz
Board Chair



Malcolm Smith
Incoming Board Chair

Performance Review for 2020-21Season

(attendance figures in parentheses)

November 8, 2020 ProMusica Arizona soloists and small ensembles presented a free live streamed concert titled *A Musical Kaleidoscope*. (Facebook 691; YouTube 391)

December 19, 2020 ProMusica Arizona small ensembles presented a free live streamed concert titled *A Christmas Kaleidoscope*. (YouTube 457)



Screenshots from November 2020 virtual concert



ProMusica Arizona

PROFIT AND LOSS

July 2020 - June 2021

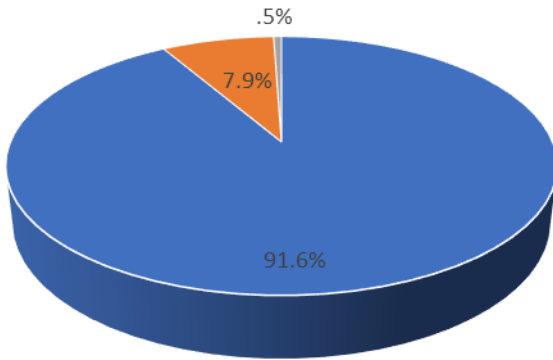
Income

Contributed Revenue	82,161.17
Earned Revenues	7,047.17
Other Revenues	493.50
Total Income	\$ 89,701.84
Gross Profit	\$ 89,701.84

Expenses

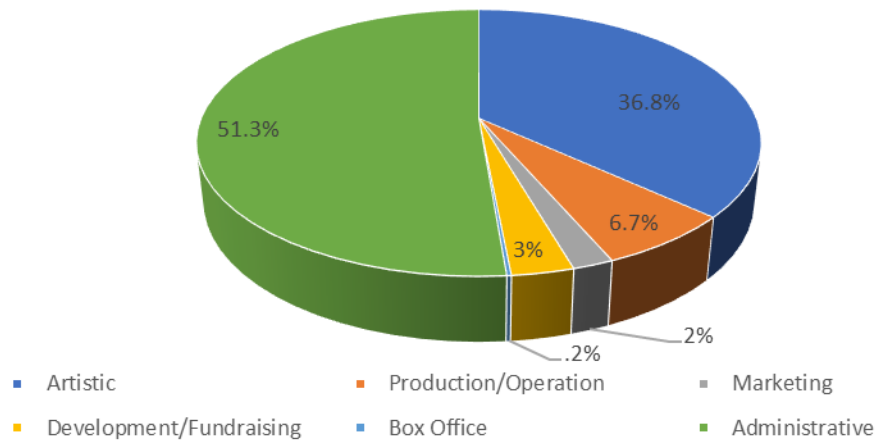
Artistic Expenses	35,190.00
Production/Operation Expenses	6,416.63
Marketing Expenses	1,898.85
Development/Fundraising Expense	2,876.91
Box Office Expense	207.17
Administrative Expenses	49,093.68
Total Expenses	\$ 95,683.24
Net Operating Income	-\$ 5,981.40
Net Income	-\$ 5,981.40

Revenue



■ Contributed ■ Earned ■ Other

Expenses



■ Artistic ■ Production/Operation ■ Marketing
 ■ Development/Fundraising ■ Box Office ■ Administrative

ProMusica Arizona

BALANCE SHEET

June 30, 2021

ASSETS

Current Assets

Bank Accounts

Cash Boxes	108.54
MidFirst Checking	3,121.36
MidFirst Savings	30,001.36
Charles Schwab Brokerage Acct	9,217.58

Total Bank Accounts	\$ 42,448.84
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Other Current Assets

Restricted Accounts	96.26
Loan Payable - COVID 19	-35.65

Total Other Current Assets	\$ 60.61
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Total Current Assets	\$ 42,509.45
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Fixed Assets

Orchestra Furniture & Fixtures	3,848.32
Electronic & Sound Equipment	10,753.52
Music Library	60,234.09
Music Folders	3,990.06
Musical Instruments	12,487.12
Chorale Furniture & Fixtures	21,969.18
Office Equipment	2,037.47
Other Equipment	1,696.76
Accumulated Depreciation	-101,414.00

Total Fixed Assets	\$ 15,602.52
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TOTAL ASSETS	\$ 58,111.97
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LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Payroll Liabilities	3,632.16
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Total Other Current Liabilities	\$ 3,632.16
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Total Current Liabilities	\$ 3,632.16
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Long-Term Liabilities

Refundable Deposits Payable	-19.52
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AZ SBA Loan	6,700.00
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Total Long-Term Liabilities	\$ 6,680.48
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Total Liabilities	\$ 10,312.64
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Equity

Retained Earnings	53,780.73
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Net Income	-5,981.40
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Total Equity	\$ 47,799.33
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TOTAL LIABILITIES AND EQUITY	\$ 58,111.97
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Supporters of the 2020-21 Season

Individual Donors

Steven & Mary Algys
Katherine & Barry Allan
Christina Anderson
Anonymous
Ilene Aube
Joy Baber
Ms. Gloria Becker-Rial
Cheryl Beckett
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Gidget Dacones
Barb Davis
Jene Dees
Madelyn Doerr
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Patti Graetz
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Betty Mooney
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Karen Rasmussen
Gail Ravitz
Judith Retzlaff
Kathy Riazzi
Anne & Fay Roberts
Marella & Donald Ruedinger
Meghan Ruel
Elizabeth Saliba
Jan & John Sandoz
Charles Santaguida
Lawrence & Cynthia Schiffman
Robert & Sylvia Schmidt
John & Glenda Schwalbach
Esmeraldo & Ligia Silva
Malcolm Smith
Michele Southerland
Cynthia Sparks
Katherine Stevenson
Cynthia Thomas

Ms. Brinley Thomas
Nancy Thornton
Mr. & Mrs. Harry Turner
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Trish Wilson
Marilyn & Richard Witt
Jerome & Shari Yuhas
Lawrence Zohn

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Arizona Commission on the Arts
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Kroger (Fry's Community Rewards)
Maricopa County
Pfizer Foundation
Small Business Administration
Unity of Phoenix Spiritual Center

In-Kind Contributions

Whitman & Jackson, CPAs