

# Annual Report – Sing Out Loud

Fiscal Year Ending 2021 (July 1, 2020 – June 30, 2021)



## Mission Statement:

Sing Out Loud was organized exclusively for educational and charitable purpose to create an inviting and safe community for young singers to share in musical excellence while building confidence and world perspective. Our choirs encourage singers to have an open heart, practice courage, bravery and pride as they realize the impact music can have on the world. Singers will make lasting connections as they inspire each other to be the best version of themselves. Sing Out Loud strives to encourage our audiences to feel the love and hope that we have for the world, as we sing together. Through our core values we will more broadly impact each other and the world.

## Activities:

### Program of Choirs –

- Sing Out Loud conducted this season with two of our three regular choirs, Bella Voce and Bella Fiore, and provided a singing workshop day for The Bellettes. A total of 101 singers participated in Sing Out Loud activities this season, including 43 in Bella Voce (grades 9-12), 41 in Bella Fiore (grades 6-8), and 17 in The Bellettes! (grades 1-5).
- All programs support grounding singers in healthy vocal technique and work ethic through learning challenging music and performance.
- All Bella choirs offer a supportive and fun community of girls who love to sing, spend time together, bless others with their music and passion, and learn how music has the power to make a unique difference in the world.

### Rehearsals –

Weekly rehearsals conducted at St Luke's Episcopal Church, Rochester, MN, Trinity Lutheran Church, Rochester, MN, and on Google Meet

- September, 2020 through April, 2021 (Alternated weekly between in-person and virtual rehearsals)

### Virtual Rehearsal Retreats, on Google Meet

- Bella Voce held a retreat gathering via Google Meet on the weekend of August 30, 2020
- Bella Fiore held their virtual rehearsal retreat on October 23 & 25, 2020

### Performances –

#### "Love Carries On"

- Sunday, June 6, 2021 at 7:00 p.m. (Virtual performance premiered on the Sing Out Loud MN YouTube page)
- The choirs enjoyed offering a heartfelt performance – recorded both live and virtually – that celebrated the power of music, sisterhood, and love, even through an extremely abnormal year which included many virtual rehearsals and fewer-than-normal opportunities to perform, do outreach, etc. Bella Fiore and Bella Voce presented a program featuring a powerful combined choirs song composed by Chris Maunu, *Choirs Won't Be Silenced*, Jim Papoulis' *Give Us Hope*, and Elaine Hagenberg's beautiful *O Love*. The concert honored this year's graduating seniors, who have given so much to our program and have thrived despite many setbacks that occurred due to the COVID-19 pandemic.

### Tours and Special Activities–

- Outreach collaboration with Project Legacy
  - In the fall, singers of Bella Fiore and Bella Voce purchased stocking caps, intended to use for winter performances.

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The proceeds from the caps went directly to Project Legacy, a local organization that supports youth and young adults of color who have experienced poverty, trauma, homelessness, and/or sexual exploitation.

- “Warm Wishes” video
  - At Christmastime, Bella Voce and Bella Fiore unfortunately could not perform as planned due to the COVID-19 pandemic shutting everything down. However, our singers created a beautiful video full of spoken holiday wishes for others, and spoke from the heart about what Bella means to them.
- Individual outreach activities – Pandemic “Heroes”
  - In the spring, singers were encouraged to reach out and perform an act of kindness for those who positively influenced their lives during the COVID-19 pandemic. Examples include handmade cards, delivering baked goods, making a special phone call, and/or creating a “shout out” on social media.
- Performance at Retirement Party of Dr. Andrew Majka
  - Friday, May 28, 2021: Singers of Bella Voce performed a couple of selections, including Katie Moran Bart’s *The Blessing*, a perfect send-off for a special retiree. The performance was well-received and greatly appreciated by Dr. Majka and his guests.

## Area and Population Served:

### Singers & Musicians –

- The 43 singers of Bella Voce Young Women’s Choir were drawn from 8 cities, and 11 different high schools and homeschools from throughout southeastern Minnesota. The 41 singers of Bella Fiore were drawn from at least 11 middle schools and homeschools, and the 17 singers in The Bellettes also came from multiple surrounding communities.

### Concert attendees and donors –

- Approximately 920 people, including an estimated 320 youth, attended/viewed Bella concerts and performance events during the 2020-21 concert season.
- An estimated additional 762 individuals were served by Sing Out Loud via in-facility and special event musical offerings.
- Donations were received from individuals spread widely throughout Minnesota, Wisconsin, Iowa, and afar.
- We were pleased to receive generous corporate and foundational support this season, including SEMAC, MN State Arts Board, Mayo Foundation, Greater Rochester Arts & Cultural Trust, and the Rochester Music Guild.
- **This activity is made possible by the voters of Minnesota through a grant from the Southeastern Minnesota Arts Council thanks to a legislative appropriation from the arts and cultural heritage fund.**
- **This activity is made possible by the voters of Minnesota through a grant from the Minnesota State Arts Board, thanks to a legislative appropriation from the arts and cultural heritage fund.**
- **This activity is made possible by a grant provided by the Minnesota State Arts Board through an appropriation by the Minnesota State Legislature and a grant from the National Endowment for the Arts.**

## Strategic and Next Season Planning:

- Next season represents the 15<sup>th</sup> season of Bella. The board and staff are planning a full season of rehearsals, choir retreats, and concerts, including festive and inclusive December and May programs. Though the Covid-19 pandemic will cause the upcoming season to be modified, we plan to move

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forward in innovative and positive ways.

- In addition to the primary concert series in December and May, the choirs will engage in community choir awareness events, and outreach activities.
- The Bellettes will again rehearse and perform only in spring semester, for girls in grades 1-5.
- Several additional performance opportunities with area organizations and non-profits are currently being explored as well.

## Financial Statement

- Income & expense details are noted below.
- Factoring in artistic & strategic plans and a full yet modified performance season, the budget for Fiscal Year Ending 2021 (FYE2021) was set at \$104,895.00 of expenses.

## Board of Directors:

- |                                |                 |
|--------------------------------|-----------------|
| • President –                  | Tracy Austin    |
| • Vice President –             | Laura Quest     |
| • Secretary –                  | April Horne     |
| • Treasurer –                  | Heidi Finck     |
| • At-large Community Members – | Katherine Gales |

## Staff:

- |                              |                                     |
|------------------------------|-------------------------------------|
| • Executive Director –       | Stephanie Nolting                   |
| • Artistic Directors –       | Clare Malinowski, Stephanie Nolting |
| • Accompanist –              | Laurie Priniski                     |
| • Operations Administrator – | Sarah McDonald                      |

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## Financial Statement – Sing Out Loud

FYE2021 (July 1, 2020 – June 30, 2021)

### INCOME –

#### Contributions

Individuals	\$	3,310.92
Businesses & organizational grants	\$	34,110.00
Governmental grants (SEMAC)	\$	16,081.50

TOTAL Contributions \$ 53,502.42

Tuition	\$	27,170.34
Less tuition assistance	\$	(755.00)

TOTAL Net tuition received \$ 26,415.34

Recording & clothing sales, concert attire \$ 155.00

Special events income \$ 48.75

Interest \$ 181.53

TOTAL additional revenue \$ 385.28

TOTAL INCOME \$ 80,303.04

### EXPENSES –

Cost of goods sold \$ 46.50

Administration Expenses (Recruiting, Banking, CC fees) \$ 2,524.17

Facilities (rehearsals, concert, retreat) & Equip maint. \$ 949.36

Music library \$ 556.99

Performance Copyrights, Web design, Ads, Dues, Insurance \$ 2,360.67

Postage & mailing \$ 189.50

Printing & copying \$ 45.70

Concert attire net, Refreshments, Misc singer expenses \$ 4,972.18

Supplies (concert production, office, recognition) \$ 5,229.28

Telephone \$ 305.67

Recordings (CD production, copyrights, mailing) \$ 4,621.65

Contract personnel (musicians, accounting, grant-writing) \$ 9,835.00

Singer Recognition Awards \$ 1,000.00

Staff personnel (salaries, payroll taxes, workers comp) \$ 62,370.55

TOTAL EXPENSES \$ 95,007.22

NET ORDINARY INCOME (loss) \$ (14,704.18)

Nontaxable Income from PPP Loan Forgiveness \$ 17,200.00

NET INCOME \$ 2,495.82

Total Net Assets at end of FYE2020 (6/30/2020) \$ 27,632.43

Total Net Assets at end of FYE2021 (6/30/2021) \$ 33,380.34

Total **direct program service** expenses \$ 86,245.37 (90.78%)

Total **support expenses**: management, general, & fundraising \$ 8,761.85

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# SING OUT LOUD!

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Sing Out Loud  
Balance Sheet  
As of June 30, 2021

	<u>Jun 30, 21</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
PayPal #1	97.50
Think Money Market	49,478.62
Think Checking	<u>58,586.28</u>
Total Checking/Savings	108,162.40
Other Current Assets	
Prepaid Expenses	<u>15.30</u>
Total Other Current Assets	<u>15.30</u>
Total Current Assets	108,177.70
Fixed Assets	
Furniture and Equipment	
Music Equipment	
Accumulated Depreciation	-1,025.00
Cost	<u>1,025.00</u>
Total Music Equipment	<u>0.00</u>
Office Equipment	
Accumulated Depreciation	-2,639.11
Cost	2,314.75
Office Equipment - Other	<u>324.36</u>
Total Office Equipment	<u>0.00</u>
Total Furniture and Equipment	<u>0.00</u>
Total Fixed Assets	<u>0.00</u>
<b>TOTAL ASSETS</b>	<b><u>108,177.70</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>1,477.88</u>
Total Accounts Payable	1,477.88
Other Current Liabilities	
Payroll Liabilities	5,420.26
Unearned Revenue	
Prepaid tuition	<u>20,699.22</u>
Total Unearned Revenue	<u>20,699.22</u>
Total Other Current Liabilities	<u>26,119.48</u>
Total Current Liabilities	27,597.36
Long Term Liabilities	
PPP Funds	<u>17,200.00</u>
Total Long Term Liabilities	<u>17,200.00</u>
Total Liabilities	44,797.36
Equity	
Restricted Net Assets	30,000.00
Unrestricted Net Assets	30,884.52
Net Income	<u>2,495.82</u>
Total Equity	<u>63,380.34</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>108,177.70</u></b>

**Sing Out Loud**  
**Profit & Loss**  
July 2020 through June 2021

	Jul '20 - Jun 21
Ordinary Income/Expense	
Income	
Mask Income	
COGS	-2,072.92
Mask Income - Other	240.00
Total Mask Income	-1,832.92
Hat Income	-182.66
Investments	
Interest/Short-Term Savings	181.53
Total Investments	181.53
Contributions and Support	
Direct Contributions	
Business Contributions	110.00
Individual Contributions	3,305.12
Total Direct Contributions	3,415.12
Non-Government Grants	
Foundation and Trust Grants	50,081.50
Total Non-Government Grants	50,081.50
Contributions and Support - Other	5.80
Total Contributions and Support	53,502.42
Program Revenues	
Program-related Sales & Fees	
Tuition Revenue	
Tuition - Bellette	425.00
Tuition - Bella Fiore	10,605.34
Tuition-Belle Voce	16,140.00
Total Tuition Revenue	27,170.34
Total Program-related Sales & Fees	27,170.34
Revenue from Other Sources	
Concert Attire Income	15.00
BellaWear	120.00
Recording Sales	20.00
Total Revenue from Other Sources	155.00
Special Events Income	
GL Scrip Giftcard Fundraiser	48.75
Total Special Events Income	48.75
Total Program Revenues	27,374.09
Total Income	79,042.46
Cost of Goods Sold	
Cost of Sales	
BellaWear	46.50
Total Cost of Sales	46.50
Total COGS	46.50
Gross Profit	78,995.96
Expense	

**Sing Out Loud**  
**Profit & Loss**  
July 2020 through June 2021

	Jul '20 - Jun 21
Unbudgeted Expenses	284.36
Special Events Expense	4,351.68
Non-personnel Related Expenses	
Business Expenses	
Administration expenses	1,134.90
Credit Card Processing Fees	1,389.27
Total Business Expenses	2,524.17
Facilities and Equipment	
Depreciation Exp./Office Equip.	324.36
Equipment Rental/Maintenance	105.00
Rehearsal/Retreat Facilities	520.00
Total Facilities and Equipment	949.36
Music Library	556.99
Other Expenses	
Website	236.00
Advertising Expenses	235.00
Insurance/Property & Liability	552.00
Live Performance Copyrights	615.00
Memberships and Dues	445.62
Staff Development	277.05
Total Other Expenses	2,360.67
Postage & Mailing Service	
Postage - program related	33.00
Miscellaneous Postage	15.50
Post Office Box & Key	141.00
Total Postage & Mailing Service	189.50
Printing and Copying	
Printer & Copying - Other	11.70
Printing & Copying - Program Re	34.00
Total Printing and Copying	45.70
Singer Expenses	
Bellette Expenses	77.85
COVID Safety Supplies	92.75
Concert attire net costs	1,507.21
Food & Refreshments	327.19
Miscellaneous Singer Expenses	667.24
Total Singer Expenses	2,672.24
Supplies	
Rehearsal Supplies	221.11
Concert Production Supplies	53.21
Musical Instruments	15.13
Office Supplies	588.15
Total Supplies	877.60
Telephone, Telecommunications	305.67
Total Non-personnel Related Expenses	10,481.90

Sing Out Loud  
Profit & Loss  
July 2020 through June 2021

	<u>Jul '20 - Jun 21</u>
Recordings	
Mechanical Copyright Expenses	121.65
Recording Expenses	4,500.00
Total Recordings	<u>4,621.65</u>
Personnel-related Expenses	
Contract Services Expenses	
Guest Speakers	700.00
Other Contractors	1,535.00
Accounting Fees	7,200.00
Contract Musicians	400.00
Total Contract Services Expenses	<u>9,835.00</u>
Grants & Direct Assistance	
Tuition Assistance	755.00
Awards & Grants - Individuals	
Singer Recognition Scholarships	1,000.00
Total Awards & Grants - Individuals	<u>1,000.00</u>
Total Grants & Direct Assistance	<u>1,755.00</u>
Salaries & Related Expenses	
Total Salaries & Related Expenses	<u>62,370.55</u>
Total Personnel-related Expenses	<u>73,960.55</u>
Total Expense	<u>93,700.14</u>
Net Ordinary Income	-14,704.18
Other Income/Expense	
Other Income	
Other Income	17,200.00
Total Other Income	<u>17,200.00</u>
Net Other Income	<u>17,200.00</u>
Net Income	<u><u>2,495.82</u></u>





**CHARITABLE ORGANIZATION ANNUAL REPORT FORM**  
(Continued)

**Section B (continued): Statement of Functional Expenses**

This expense statement must be prepared in accordance with generally accepted accounting principles. Each column must be completed, and Columns B, C, and D must equal Column A. The amount on Line 25, Column A must match Line 17 of IRS Form 990-EZ or Line 26 of IRS Form 990-PF.

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1. Grants and other assistance to governments and organizations in the U.S.				
2. Grants and other assistance to individuals in the U.S.	\$ 1,755.00	\$ 1,755.00		
3. Grants and other assistance to governments, organizations, and individuals outside the U.S.				
4. Benefits paid to or for members				
5. Compensation of current officers, directors, trustees, and key employees				
6. Compensation not included above, to disqualified persons (as defined under section 4958(f)(1) and persons described in section 4958(c)(3)(B))				
7. Other salaries and wages	\$ 59,592.00	\$ 51,545.00	\$ 8,047.00	
8. Pension plan contributions (include section 401(k) and section 403(b) employer contributions)				
9. Other employee benefits	\$ 848.00	\$ 733.00	\$ 115.00	
10. Payroll taxes	\$ 4,554.00	\$ 3,939.00	\$ 615.00	
11. Fees for services (non-employees):				
a. Management				
b. Legal				
c. Accounting	\$ 7,200.00		\$ 7,200.00	
d. Lobbying				
e. Professional fundraising services				
f. Investment management fees				
g. Other	\$ 2,635.00	\$ 2,635.00		
12. Advertising and promotion	\$ 235.00	\$ 235.00		
13. Office expenses	\$ 3,112.00		\$ 3,112.00	
14. Information technology	\$ 236.00	\$ 118.00	\$ 118.00	
15. Royalties				
16. Occupancy	\$ 931.00	\$ 625.00	\$ 306.00	
17. Travel				
18. Payments of travel or entertainment expenses for any federal, state, or local public officials				
19. Conferences, conventions, and meetings	\$ 277.00	\$ 277.00		
20. Interest				
21. Payments to affiliates				
22. Depreciation, depletion, and amortization	\$ 324.00		\$ 324.00	
23. Insurance	\$ 552.00		\$ 552.00	
24. Other expenses. Itemize expenses not covered above. Expenses labeled miscellaneous may not exceed 5% of total expenses (Line 25).				
a. Music library and Copyright expenses	\$ 1,172.00	\$ 1,172.00		
b. Recording expenses and Special event expenses	\$ 89,734.00	\$ 8,973.00		
c. Singer expenses and supplies	\$ 5,659.00	\$ 5,659.00		
d. All other expenses: printing, postage, dues, gifts and donations	\$ 1,767.00	\$ 879.00	\$ 888.00	
25. <b>Total functional expenses.</b> Add lines 1 through 24d.	\$ 99,823.00	\$ 78,546.00	\$ 21,277.00	\$ 0.00
26. <b>Joint costs.</b> Check here <input type="checkbox"/> if following SOP 98-2. Complete this line only if the organization reported in Column B joint costs from a combined educational campaign and fundraising solicitation				