

Annual Report – Sing Out Loud

Fiscal Year Ending 2019 (July 1, 2018 – June 30, 2019)



Mission Statement:

Sing Out Loud was organized exclusively for educational and charitable purpose to create an inviting and safe community for young women to share in musical excellence, build confidence, and gain perspective about the world through the gift of music. The purpose of Bella Voce is to inspire young women, through singing, to realize their highest potential in order to more broadly impact the world.

Activities:

Program of Choirs –

- Sing Out Loud conducted this season with three regular choirs, Bella Voce Young Women's Choir, Bella Fiore, and The Bellettes. A total of 156 singers participated in Sing Out Loud activities this season, including 62 in Bella Voce (grades 9-12), 32 in Bella Fiore (grades 6-8), and 62 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

- September, 2018 through May, 2019

Rehearsal Retreat, at Camp Victory, Zumbro Falls, MN

- Bella Voce held an overnight rehearsal retreat at Camp Victory on the weekend of September 8-9, 2018
- Bella Fiore held their rehearsal retreat on October 28, 2018

Performances –

"Southeastern MN A Cappella Festival"

- Saturday, November 17, 2018, Mayo Civic Center, Rochester, MN
- Bella Voce was fully engaged as a performing group at the Southeastern Minnesota A Cappella Festival, which drew hundreds of performers in multiple groups that ranged from high school groups to community organizations. Each shared their unique brand of a *cappella* choral music as well as a collaboration performed together. A second concert that evening was offered as a benefit for NAMI (National Association of Mental Illness).

"A Bella Christmas: Rejoice!"

- Friday, December 14, 2018 at 7:30 p.m. (Christ United Methodist Church, Rochester, MN)
- Saturday, December 15, 2018 at 7:30 p.m. (Christ United Methodist Church, Rochester, MN)
- Sunday, December 16, 2018 at 4:30 p.m. (Christ United Methodist Church, Rochester, MN)
- The Bella Voce Young Women's Choir and Bella Fiore Choir presented three holiday performances. The choirs performed multiple works individually and combined, both a cappella and joined by a variety of instrumentalists and accompaniment, ranging from piano, percussion, guitars, and organ. Audiences heard contrasting arrangements of many "favorites," including *O Holy Night*, *Pat a Drummer*, and *Carol of the Bells*, as well as the beautiful *Child of Peace*, with composer Jeffrey Van appearing as a guest artist. Ross Whitney's *Pentatonic Alleluia* was an enchanting and moving introduction to the second portion of the concert.

"The Song Goes On!"

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- Sunday, May 5, 2018 at 2:30 and 6:00pm. (Christ United Methodist Church, Rochester, MN)
- The choirs enjoyed offering a heartfelt performance that celebrated music living on, despite many changes as well as the differences between us as humans. Bella Voce, Bella Fiore, and The Bellettes presented a program with a variety of music in several languages such as Greek, Xhosa, and English. The concert commemorated Shelly and Mark Winemiller, who built the Sing Out Loud organization from day one, and as a result have touched countless lives all over the world.

Tours and Special Activities–

- Outreach performance at The Waters
 - Sunday November 25, 2018 at The Waters, Rochester, MN: Bella Voce rehearsed and then performed a special performance to residents of the retirement, assisted care, and nursing home communities.
- “Jolly Trolley”
 - December 20, 2018: Singers enjoyed sharing their holiday songs – and spirit – on multiple stops around Rochester via a chartered Trolley.
- Performance Tour to Greece
 - June, 2019: Singers of Bella Voce traveled through the Peloponnese region of Greece, singing formal and informal performances every day of the 10-day tour. Performance venues included Asteras Theater in Athens (along with children’s and adult choirs of the Conservatory of East Attika, and the mixed choir of the Association of Alagioton Neas Ionias), a community service concert at the Hatzikiriakeio Childcare Institution (and fellowship with the girls who live there), the Kinsterna Belvedere hotel, the Cultural Center of the Municipality of Eastern Mani in Gytheio. and several Greek city squares and streets! The Bella girls even sang on their international flights and brightened the burden of travel for many. Among cultural experiences in Greece, the Bella Voce girls swam in the Aegean Sea, visited an olive mill, toured Ancient Corinth, and ate an enormous amount of delicious Greek food.

Area and Population Served:

Singers & Musicians –

- The 62 singers of Bella Voce Young Women’s Choir were drawn from 10 cities, and 15 different high schools and homeschools from throughout southeastern Minnesota. The 32 girls of Bella Fiore were drawn from at least 13 middle schools and homeschools, and the 62 singers in The Bellettes also came from multiple surrounding communities.

Concert attendees and donors –

- Approximately 3,977 people, including an estimated 1132 youth, attended Bella concerts and performance events during the 2018-19 concert season.
- An estimated additional 979 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, 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.**

Strategic and Next Season Planning:

- Next season represents the 13th season of Bella. The board and staff - including Interim Artistic Director Douglas Carnes - are planning a full season of rehearsals, choir retreats, and concerts, including festive and inclusive December and May programs – both of which have been secured at the

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Christ United Methodist Church venue.

- 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.
- Plans are currently underway for Bella Fiore to perform at the State Conference for the American Choral Directors Association of Minnesota in November of 2019. This will involve traveling up to the Twin Cities area, performing for a large audience of choral directors, and working with a director clinician in order to improve performance skills moving forward. Bella Fiore was nominated for this honor by a southeastern MN choral director, and was chosen by the ACDA – MN board of directors. This is a FIRST for Bella Fiore!
- Sing Out Loud is searching for a new Executive and Musical Director to begin in the 2020-21 season. A Director Search Committee is in place and is actively taking applications until January, 2020. Final candidates will appear before the Bella Voce choir in the Spring of 2020.

Financial Statement

- Income & expense details are noted below.
- Factoring in artistic & strategic plans, a director search, and a full concert season, the budget for Fiscal Year Ending 2020 (FYE2020) was set at \$140,815 of expenses.

Board of Directors:

- President – Ellington Starks
- Secretary – Kayla Harwick
- Treasurer – Mark Winemiller
- Artistic Director – Shelly Winemiller
- At-large Community Members – Tracy Austin, Heidi Finck

Staff:

- Artistic & Executive Director – Shelly Winemiller
- Choir Directors – Stephanie Nolting, Shelly Winemiller
- Accompanist – Laurie Priniski
- Operations Administrators – Cindy Pauley, Sarah McDonald, Stephanie Nolting

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INCOME –

Contributions

Individuals	\$	8,848.00
Businesses & organizational grants	\$	13,900.00
Governmental grants (SEMAC)	\$	<u>10,000.00</u>

TOTAL Contributions \$ 32,748.00

Tuition	\$	56,506.00
Less tuition assistance	\$	<u>(1,500.00)</u>

TOTAL Net tuition received \$ 55,006.00

Ticket sales \$ 50,356.32

Recording & clothing sales, concert attire \$ 6,989.00

Special events income \$ 1,570.36

Interest \$ 495.58

TOTAL additional revenue \$ 59,411.26

TOTAL INCOME \$ 147,165.26

EXPENSES –

Cost of goods sold \$ 564.00

Banking & card fees \$ 40.30

Facilities (rehearsals, concert, retreat) & Equip maint. \$ 15,468.00

Music library \$ 856.69

Performance Copyrights, Web design, Ads, Dues, Insurance \$ 2,130.67

Postage & mailing \$ 926.41

Printing & copying \$ 2,005.26

Concert attire net, Refreshments, Misc singer expenses \$ 5,238.16

Supplies (concert production, office, recognition) \$ 2,036.47

Telephone, Tour, Travel & meeting \$ 2,426.40

Recordings (CD production, copyrights, mailing) \$ 8,403.64

Contract personnel (musicians, accounting, grant-writing) \$ 16,841.11

Grants & Scholarships \$ 16,466.56

Staff personnel (salaries, payroll taxes, workers comp) \$ 95,220.20

TOTAL EXPENSES \$ 168,623.87

NET INCOME (loss) \$ (21,458.61)

Total Net Assets at end of FYE2018 (6/30/2018) \$ 79,717.52

Total Net Assets at end of FYE2019 (6/30/2019) \$ 58,258.91

Total *direct program service* expenses \$ 152,703.00 (90.5%)

Total *support expenses*: management, general, & fundraising \$ 15,920.00

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