



Dr. Stan Hill; Photo by Paul Nixdorf

Mission Statement: *Gay Men Building Community Through Music*

The Chorus: Twin Cities Gay Men's Chorus is Minnesota's largest and most prominent LGBT non-profit arts and cultural organization. The Chorus provides a safe and welcoming environment for gay men to gather in fulfillment of its mission.

The Concert Season: Our holiday concert, *Wonder* was put together in response to our audience's desire to have a traditional, old-fashioned holiday celebration featuring the songs they grew up singing around the holidays. Our spring concert, *LifeSongs: The Music of Living* featured *NakedMan*, a song suite by Philip Littell and Robert Seeley, which has become one of the most important works of gay choral literature and is still widely performed by choruses today. This concert featured the Minnesota Philharmonic Orchestra under the direction of Artistic Director Joe Schlefke. Based on overwhelming audience demand, the Chorus released a live performance CD of the *LifeSongs* concert in June. Our Pride concert, *ExtrABBAganza!* featured the music of Benny Andersson and Björn Ulvaeus. The Chorus performed to almost sold out audiences for both performances.



ExtrABBAganza; Photo by Paul Nixdorf

The 2009-2010 season saw the return of OutLoud! a small ensemble of TCGMC members, with its own concert in May 2010. *Tempted* was performed at the Ritz Theater.

In addition to its regular series of concerts at Ted Mann Concert Hall, the Chorus was honored to share the stage at Orchestra Hall with Minnesota Orchestra for *Broadway Rocks* on October 23, 2009.

Commissions: Continuing its legacy of commissioning new music the Chorus commissioned *The Kushner Trilogy*, a new work based on texts by award-winning playwright Tony Kushner, including *I Want More Life*, from his landmark play *Angels in America, Part II: Perestroika* and set to music by Michael Shaieb (*Through a Glass, Darkly*), originally commissioned for the Guthrie Theater's Kushner Celebration in 2009. The trilogy had its world premiere at the Chorus's spring concert, *LifeSongs*, on March 26-27, 2010.



OutLoud! at the Ritz; Photo by Paul Nixdorf

Outreach & Community Partners: Outreach concerts introduce the Chorus to new audiences while benefiting partner organizations that provide important social services in the community. Proceeds from ticket sales for outreach concerts are donated to the partner organizations to support programs that combat discrimination, provide essential care, and promote tolerance and understanding. The Chorus continued this tradition of community partnerships in 2009-2010. In conjunction with the holiday concert, we held a hat, coat, and mitten drive to benefit People Serving People which brought in 700 items of winter outer-wear. With the spring concert, Chorus members held a cereal drive where audience members were encouraged to bring boxes of nutritious cereal to benefit Open Arms of Minnesota. During the Pride concert, audiences were encouraged to bring personal care items to benefit the youth served by Avenues for Homeless Youth. In addition, Avenues for Homeless Youth was a beneficiary of proceeds raised during our 10th annual Songs from the Heart fundraiser which was held on Friday, June 11, 2010.

Two Year Marketing Plan: In February 2010, TCGMC learned its application to Arts Learning Xchange, a program of Arts Midwest and Minnesota Community Foundation had been selected to receive the National Arts Marketing Project's Advanced Training – an eight-day curriculum for arts organizations that prepares key staff to effectively collaborate on a long-term marketing approach and deliver a comprehensive marketing plan. Executive Director Jeff Heine and Marketing and Development Manager Christopher Taykalo completed the training and created a comprehensive two-year marketing plan for TCGMC, which was considered for implementation funding by Arts Midwest and Minnesota Community Foundation who distributed funding from The Wallace Foundation. TCGMC's marketing plan received full funding in the amount of \$30,000 to execute its two year marketing plan for fiscal years 2011 and 2012. As a result, the Chorus is one of two Twin Cities arts organizations whose participation in the Advanced Training Program will be documented and featured as a case study for The Wallace Foundation.

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Artistic Staff

Dr. Stan Hill, *Artistic Director*

Timothy De Prey, *Principal Accompanist*

Bob Schlidt, *OutLoud! Director*

Marc Magnuson, *Associate Producer*

Administrative Staff

Jeff Heine, *Executive Director*

Christopher Taykalo, *Marketing & Development Manager*

Stephanie Gaw, *Office Manager*

Ron Brunk, *Accountant*

**TCGMC Board of Directors
 2009-2010**

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David Lee Funeral Home
- Joyce Bengtson, Treasurer
Medica
- Paul Blom*, Secretary
Right at Home
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Interact Center for the Visual & Performing Arts
- Scott Azbill*, Chorus Vice President
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- Kerry Severson, *Midnight Sun Enterprises*
- Eric Strack*, *Capella University*

*Denotes Singing Members

**TWIN CITIES GAY MEN'S CHORUS
 STATEMENT OF FINANCIAL POSITION**

FISCAL YEAR 2010: AUG 1, 2009 - JULY 21, 2010 & 2009

	Total 2009 (Comparative)				
Public Support	Total 2010	Total 2009			
Contributions & Grants	\$267,464	\$234,656			
Government Grants	\$21,914	\$32,681			
Special Events Revenue (Net)	\$62,403	\$64,922			
In-Kind Contributions	\$25,707	\$26,470			
Net Assets Released from Restrictions	\$0	\$0			
Total Public Support	\$377,488	\$358,729			
Revenue					
Concert Ticket Sales	\$153,466	\$135,914			
Merchandise Sales	\$7,678	\$6,476			
Gain (loss) on Sale of Assets	-\$116	-\$284			
Interest and Dividends Income	\$28	\$11			
Advertising Revenue	\$27,310	\$16,833			
Membership Fees	\$4,878	\$5,563			
Other Program Income	\$5,400	\$5,000			
Miscellaneous Income	\$150				
Total Revenue	\$198,794	\$169,513			
Total Public Support & Revenue	\$576,282	\$528,242			
	2010	2010	2010	2010	2009
Expenses	Total	Program Services	Management & General	Fundraising	Comparative Total
Salaries & Related Expenses, including staff development	\$212,084	\$144,790	\$34,465	\$32,829	\$259,366
Professional Fees	\$24,754	\$10,372	\$14,088	\$294	\$26,777
Concert Production	\$32,441	\$32,441			\$38,621
Contract Services	\$17,359	\$17,359			\$16,359
Music	\$3,544	\$3,544			\$5,327
Concert & Rehearsal Space Rental	\$23,042	\$23,042			\$22,421
Membership Expenses	\$9,663	\$9,663			\$10,728
Office Expense	\$7,737	\$5,279	\$1,258	\$1,200	\$11,869
Telephone	\$2,197	\$1,499	\$357	\$341	\$2,893
Postage & Shipping	\$5,741	\$3,713	\$753	\$1,275	\$5,670
Printing & Copying	\$11,076	\$7,556	\$1,803	\$1,717	\$20,224
Occupancy	\$10,768	\$7,346	\$1,753	\$1,669	\$10,488
Travel & Meetings	\$1,253	\$1,253			\$3,202
Advertising & Promotion	\$42,164	\$41,994		\$170	\$52,805
Interest	\$6,236		\$6,236		\$6,235
Bank & Merchant Service Fees	\$3,777	\$2,576	\$615	\$586	\$2,825
Insurance	\$2,722	\$1,857	\$443	\$422	\$3,731
Dues & Licenses	\$2,372	\$1,618	\$386	\$368	\$2,010
Merchandise Costs	\$11,247	\$11,247			\$3,322
"Through a Glass, Darkly" Project Costs	\$0				\$13,398
Miscellaneous	\$25	\$25			\$25
Total Expenses before depreciation	\$430,202	\$327,174	\$62,157	\$40,871	\$518,296
Depreciation	\$2,423	\$1,653	\$394	\$376	\$3,494
Total Expenses	\$432,625	\$328,827	\$62,551	\$41,247	\$521,790
Change in Net Assets	\$143,657				\$6,452

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Financial Update: For FY10, the Board approved a restructuring plan that offered an aggressive effort to eliminate the debt by Q1 2011. The plan launched with a \$15,000 matching grant offered by an anonymous donor. A new donor stepped up to offer a matching grant of \$5,000 during our December year-end campaign. Both grant goals were met; the organization had approximately \$64,000 in outstanding debt at the end of calendar year 2009. At the end of the 2010 Fiscal Year, the Chorus paid off an additional \$35,000 of debt. The Chorus announced that it was debt free at the end of the 2010 calendar year, meeting the goals of its restructuring plan.