

Internal Use Only:
Grant No: 20180314

GUARANTEE I.D.: 23103
\$50,000

Organization / Agency Information

Organization/Agency Name: Redlands Bowl Performing Arts (<u>REDLANDS COMMUNITY MUSIC ASSN.</u>)		
Physical Address: 168 S. Eureka St., Redlands, CA 92373		
Mailing Address: 168 S. Eureka St., Redlands CA 92373		
CEO or Director: Ms Beverly Noerr Title: Executive Director		
Phone: (909) 793-7316	Fax: (909) 793-5086	Email: bnoerr@redlandsbowl.org
Contact Person: Valerie Peister		Title: Program Director
Phone: (909) 793-7316	Fax: (909) 793-5086	Email: vpeister@redlandsbowl.org
Web Site Address: http://www.redlandsbowl.org		Tax ID: 95-6006074

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

Program/Project Name: Music in the Schools - Elevating Music Education!		Amount of Grant Requested: \$50,000	
Total Organization Budget: \$1,031,981	Per 990, Percentage of Program Service Expenses (Column B / Column A x 100): 85%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 11%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 15%
Purpose of Grant Request (one sentence): To support the presentation of outstanding music education assemblies to over 28,000 students at 30 elementary schools and 10 middle schools in San Bernardino and Riverside counties.			
Program Start Date (Month and Year): 7/1/2018		Program End Date (Month and Year): 6/28/2019	
Gimbel Grants Received: List Year(s) and Award Amount(s) 2015 - \$25,000 2016 - \$75,000			

6/15/18

2018 S.L. Gimbel Foundation Fund APPLICATION

Narrative

I. Organization Background

Redlands Bowl Performing Arts (RBPA) presents the Redlands Bowl Summer Music Festival, which has the distinction of being the oldest continuously running music festival in the United States at which no admission is charged. Founded in 1923, the RBPA has served the Inland Empire for over 94 years with goal of "Music for Everyone." The RBPA exists to remove participation barriers so that all may have access to the arts. The Redlands Bowl Summer Music Festival and its music education outreach programs are run by a five-person staff and are supported by the direct efforts of over 1000 volunteers each year.

Organizational Accomplishments:

Through the support of the S.L. Gimbel Foundation and other funders, the RBPA has made significant strides toward its goal of expanded service to youth. In 2017, the RBPA impacted over 30,000 children through its Music in the Schools assemblies, Children's Festival Workshops, and Arts Impact Initiative (which brings interactive music workshops to at-risk and underserved children at youth-serving community agencies). This expansion represents more than a 500% increase in service to youth since 2015 and earlier.

In 2015 the RCMA received a James Irvine Foundation Exploring Engagement grant to create a Guatemalan Virtual Arts Festival (GVAF), bringing Guatemalan music and arts to widely dispersed Guatemalan populations in our region. The project emphasizes celebration of culturally rich Guatemalan music and arts through digital channels. It culminates with a performance of the Guatemalan Folkloric Ballet, coming to the United States through a collaborative partnership with the Ministry of Tourism in Guatemala, at the 2018 Redlands Bowl Summer Music Festival.

An additional recent RBPA accomplishment is the elevation of its 67-year-old Young Artists Competition to a Young Artists Concerto Competition, with a Grand Finals concert as part of the Redlands Bowl Summer Music Festival. The Grand Finals, to be presented for the second time in 2018, features a full symphony orchestra accompanying Young Artists finalist performances. It will also feature a special guest performance by John Jorgenson, a Grammy-winning former Young Artists winner.

Program Activities:

Each year, the Redlands Summer Music Festival brings 18 to 22 professional world-class performances to the Redlands Bowl stage. Performances are attended by over 100,000 members of the public with no admission charged. Diverse audiences are drawn from San Bernardino County (75%), Riverside County (20%), and the Greater Los Angeles area (5%).

The classically-based festival season is anchored by four symphony/classical performances, a fully staged musical (this year's will be Disney's "Beauty and the Beast"), and an opera performance. In recent years its diverse programming has also included American Jazz, classical ballet, Big Band, bluegrass, Bollywood, Celtic, country, folk strings, folklorico dance, Hawaiian music, Indigenous South American music, military bands, Taiko drumming, world music, and many other culturally diverse music and dance genres.

Through the support of the S.L. Gimbel Foundation and other funders, in 2017 the RBPA brought Music in the Schools (MIS) assemblies to thirty (30) regional elementary schools and ten (10) regional middle schools. RBPA music assemblies reached over 27,000 elementary and middle school students in 2017 through the life changing power of music. It is our hope to continue to this level of impact in 2018 and beyond.

II. Project Information:

A) Statement of Need

Music education and enrichment opportunities available to elementary school students are very limited in our region. Yet studies by the National Endowment for the Arts, Americans for the Arts, and others, have proven children exposed to the arts perform better in school, have lower truancy rates, and enjoy healthier social and emotional relationships. We see further expansion of the RCMA's Music in the Schools program as a way to meet a need for more life-changing music education for children in our region.

B) Project Description

As its project, Redlands Bowl Performing Arts (RBPA) will bring outstanding Music in the Schools (MIS) assemblies to over 28,000 students at 30 elementary schools and 10 middle schools in the Inland Empire. Cities served will include Beaumont, Highland, Loma Linda, Mentone, Moreno Valley, Redlands, San Bernardino, Riverside, and Yucaipa.

Music in the Schools assemblies go far beyond a simple "performance" format to promoting interactive engagement and drawing students into modes of artistic expression. Artist selection and program development involves ongoing interaction with the RBPA staff to insure each assembly program: 1) incorporates educational, standards-based segments through which children learn about instruments, styles of music, performers, and/or music history; 2) allows for engaged participation of students through activities such as singing, clapping, dancing, and/or musical self-expression through creation of rhythmic or melodic sounds with instruments; 3) incorporates segments through which the performing musicians/performers share how they achieved their levels of expertise; and 4) serves as a gateway to future arts engagement activities.

MIS assemblies are developed with an eye toward exposing students to a variety of instrument families and/or different musically styles and modes of presentation, and toward cultural diversity. In recent years, the RBPA has presented assemblies with the following artists: Ballet Folklórico de Los Angeles, The Hutchins Consort (Classical string ensemble), FLY Dance Company (Hip-hop history and dance to classical genres), Derek and Rianna Nelson (Acoustic guitar, voice, and puppets), Ripple Theatre Project (Broadway Time Machine Broadway revue), and TaikoProject (Taiko drumming). Many of these assemblies were carried out through the support of the S.L. Gimbel Foundation and their successful presentation is detailed in our grant reports. Performing artists selected for future assemblies will continue to be of outstanding quality with the ability to meet all criteria set forth above.

The RBPA tracks assembly performances experienced by each school on a year-to-year basis. Our long-term vision is that every elementary student experiences six (6) different musical genres over their six-year elementary school career, and each middle school student, three (3) additional musical genres over their three-year middle school career. Exposure to such diversity in music programming will provide students with an uplifting, inspiring musical experience, teach them about music, and more fully develop their cultural literacy.

We believe consistent exposure to excellence in the musical arts will have life-long impact on students. Rocco Landesman, former chair of the National Endowment for the Arts, highlights from a 2012 study, "The Arts and Achievement in At-Risk Youth," what many of us know intuitively, that, "Students who have arts-rich experiences in school do better across the board academically, and they also become more active and engaged citizens, voting, volunteering, and generally participating at higher rates than their peers."

C) Project Goal, Objectives, Activities, Expected Outcomes & Evaluation

Project Goal: To present RBPA Music in the Schools music education assemblies to over 28,000 children at 30 elementary schools and 10 middle schools in San Bernardino and Riverside Counties during the 2018-2019 school year.

Project Objectives: To engage performing artist ensembles of diverse musical genres and carry out coordination with schools to present assemblies at 30 elementary schools and 10 middle schools, attended by over 28,000 children, in the 2018-2019 school year.

Project Activities: A. The RBPA will interview, select, and contract with performing artists for the assemblies prioritizing that they 1) incorporate educational, standards-based segments through which participants learn about instruments, styles of music, performers, and/or music history; 2) allow for engaged participation of students through activities such as singing and clapping; and/or musical self-expression through creation of rhythmic or melodic sounds with instruments; 3) incorporate segments through which the performing musicians/performers share how they achieved their musical levels of expertise and/or allow for questions and answers; and 4) serve as a gateway to future arts engagement

activities (e.g. becoming involved in school music programs, attending Redlands Bowl Children’s Workshops and main stage performances).

For middle school music assemblies, artists will be selected to engage a higher level of technical interaction to include fully amplified sound dynamics and visual elements to include multi-media screens for visual assembly support.

B. Following the selection of performing artists, assembly scheduling and coordination will be carried out directly with schools, and the RBPA will present music education assemblies at the 40 identified school locations.

For elementary schools, the RBPA will bring an interactive, educational performance by a professional music/dance ensemble. Assemblies will last 45 minutes to one hour each, and often more than one will be conducted at each school site to reach the full school population. Each elementary school session will engage an estimated 650 children.

For middle schools, the RCMA will bring a high-tech, interactive, educational performance by a professional music/dance ensemble. Assemblies will last approximately one hour each, and often more than one will be conducted at each school site to reach the full school population. Each middle school session will engage an estimated 1,000 students.

C. Following the assemblies, the RBPA will conduct electronic evaluation surveys with teachers and administrators at all 40 schools.

Expected Outcomes: The RBPA will provide a meaningful musically-based arts education experience to over 28,000 children at 30 elementary schools and 10 middle schools during the grant performance period. These students will experience joy, increased cultural literacy, and the personal and artistic growth forged through music education and enrichment programs.

Through handouts and the encouragement of presenting artists, participating students will also be inspired to participate in additional engagement opportunities, including attending free Redlands Bowl Summer Music Festival concerts and Children’s Festival Workshops, and participating in school and community instrumental music programs, when available.

Evaluation: Outcome evaluation will be carried out by the tracking of assembly participation at each school, and electronic surveys conducted with participating schools’ administrators and teachers.

Working with schools, feedback from students will also be sought.

Data related to increased instrumental music participation will also be tracked through surveys completed by teachers and administrators of participating schools.

D) Timeline

Provide a timeline for implementing the project. State the start date and ending date of the project, include timeframes for specific activities, as appropriate.

The MIS project timeline is as follows: Selection of artists and program development (7/1/18 – 9/1/18); Coordination with schools (9/1/18 – 9/30/18); Assembly presentations to schools (10/1/18 – 4/30/19); Program evaluation (5/1/19 – 6/28/19).

E) Target Population

Who will this grant serve? How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.

Our target population for the MIS program is 28,000 elementary and middle school children in San Bernardino and Riverside Counties, with a special emphasis placed on reaching low income, at-risk, and underserved youth.

Over 69% of the to be children impacted by Music in the Schools are considered low income, at-risk, and/or underserved. This figure is based on free and reduced lunch statistics from EdData Education Data Partnership (www.ed-data.org) for children served by Music in the Schools in 2017. There is tremendous diversity in the children served, reflecting the great diversity of our region.

F) Projects in the Community

How does this project relate to other existing projects in the community? Who else in the community is providing this service or has a similar project? Who are your community partners (if any)? How are you utilizing volunteers?

MIS is unique in its presentation of world-class performing arts of diverse genres to students at school sites. Some schools in our region enjoy classical assembly programming presented by the Redlands and San Bernardino Symphony Orchestras. At schools also served by these organizations, we are mindful of presenting musical genres other than classical.

The Redlands Unified School District serves as a key partner in this project. We have the support and assistance of Patty Holohan, who serves on the RUSD school board and as the RBPA board president. We also have strong support from Kim Cavanagh, an administrator for San Bernardino County Schools.

Volunteer crews help prepare and bundle student informational sheets, and often a Redlands Bowl volunteer is present at MIS assembly sessions along with the RBPA program director.

At MIS assemblies, and through post-assembly handouts, students will be invited to attend free Redlands Bowl Summer Music Festival performances and free Children's Festival Workshops. Students will also be encouraged to join existing school instrumental music programs, when available. Several districts we serve do not have formal band or strings programs for elementary students, making music enrichment opportunities afforded by MIS assemblies all the more important for their student populations.

G) Use of Grant Funds

How will you use the grant funds?

The RBPA will utilize grant funds to bring outstanding music education assemblies to over 28,000 students at 30 elementary schools and 10 middle schools located in the cities of Beaumont, Highland, Loma Linda, Mentone, Moreno Valley, Redlands, Riverside, San Bernardino, and Yucaipa.

Music in the Schools assemblies are presented by world-class ensembles selected by the RBPA for their ability to engage students in learning about instrument families, musical genres, and dance. They are also created with an eye toward celebrating cultural diversity in musical and dance art forms.

Funding will also support participation tracking and program evaluation. Feedback and evaluation from school teachers, administrators, and students will help ensure continued excellence in assembly programming.

III. Project Future

A) Sustainability

The RBPA will continue to present Music in the Schools assemblies to over 28,000 children at 30 elementary schools and 10 middle schools every year, and hopes to extend the reach of the program in the future. Since MIS is an outreach to public schools, we will continue to seek both public and private grant funding, as well as the support of individual donors, to facilitate its ongoing presentation.

Since beginning our dramatic expansion of Music in the Schools in 2015, we have received positive feedback and tremendous interest in the program. As members of the public and our corporate and foundation donors have recognized its value and positive outcomes, we have received increased funding to support it.

Additionally, the RBPA is launching a golf tournament in 2018 with plans for a portion of the proceeds to support RBPA youth music initiatives. We are confident in the sustainability of Music in the Schools.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

A) Governance

The RBPA has an active 21-member board. Key strategies and decisions are vetted through board committees, and brought to a vote by the full board. RBPA board committees include the Governance Committee, Finance Committee, and Fund Development Committee. The RCMA also has Advocacy, Emergency Preparedness, and Youth Initiatives Task Forces, and a Facilities Liaison.

In 2015 the RBPA board developed and implemented a comprehensive three-year strategic plan. The organization's strategic priorities included expansion of youth music programs in our region,

enhancement of the Summer Music patron experience with an emphasis on safety at the Redlands Bowl's large outdoor venue, the development of a staffing model aligned with industry best practices, and planning for the Redlands Summer Music Festival's Centennial in 2023. This strategic plan has informed the priorities of the RBPA board and staff for almost three years. The board will soon undertake a strategic plan update.

B) Management

Describe the qualifications of key personnel/staff responsible for the project.

Program development and oversight for MIS will be carried out by RBPA program director Valerie Peister, who has direct responsibility for the coordination of all music education programming. Her work at the RBPA includes summer music festival program selection, project directorship of an Irvine Foundation Exploring Engagement grant, and oversight of RBPA Music in the Schools and Arts Impact Initiative programs.

Ms. Peister has served on the RBPA staff team since 2013, and prior to joining the RBPA, was the executive director of the San Bernardino Symphony where she forged significant expansion of youth outreach programming. She has an extensive professional and volunteer background in the non-profit sector beginning with employment at the Alzheimer's Association Greater Phoenix Chapter in 1991.

2018 S.L. Gimbel Foundation APPLICATION

Organization Name:

Redlands Bowl Performing Arts

V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) **Budget Table:** Provide a detailed line-item budget for your entire project by completing the table below.

Requested line items should be limited to Ten (10) line items. The less the better.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. **Specify the unit cost, number of units, and total cost**
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.
- 4) Line Item Description should be no more than two lines; otherwise, it will get cut off. Additional descriptions should be included in the Budget Narrative.

Line Item Request	Line Item Description <i>(Maximum two lines)</i>	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Artist Fees	240 presenting artists @ \$48/hour x 2.5 hours per school			\$28,800	\$28,800
Music in the Schools Program Director	\$29.71/hr x 12 hrs/week x 40 weeks			\$14,261	\$14,261
Handout Production and Duplication	28,000 copies x .06 per copy x 2 (sheets are double sided)			\$3,360	\$3,360
Artist Meals	180 meals @ \$15/meal	\$1,221		\$1,479	\$2,700
Tech Support for Middle School Progs	2 persons @ \$35/hr x 10 schools x 3 hrs/school			\$2,100	\$2,100
RBPA Admin Support	\$15/hr x 4hrs/week x 40 weeks	\$2,400			\$2,400
TOTALS:		\$ 3,621	\$	\$ 50,000	\$ 53,621

B) Narrative: The budget narrative is the justification of "how" and/or "why" a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

Artist Fees: This will be the fee paid to the presenting artist groups for presenting the music assembly programming in schools. The average ensemble size for youth workshops is six (6) persons with a projected \$48.00 per person hourly rate.

Explanation of 2.5 hour presentation time: Generally two presentations are conducted per school site as most multi-purpose rooms will not accommodate a full elementary school population. Time is also required for equipment load-in and set-up.

Music in the Schools Program Director: To support all aspects of the Music in the Schools program development and execution, and presence at assemblies.

Informational Handouts: For the production and duplication of a parent/guardian letter describing the assembly program and providing additional information about the presenting artist and ideas for follow-up. The reverse side of the handout presents the upcoming Redlands Bowl Summer Music Festival and Children's Festival Workshops season schedule.

Artist Meals: Between same-day assembly performances at more than one school, a light lunch is served to members of performing groups.

Tech Support for Middle School Programs: This line item will provide needed technical support for the outreach programming sound/amplification systems. Middle school assembly programs generally require a higher level of technical support.

RBPA Admin Support: To support all aspects of the Music in the Schools program coordination and tracking, including communication with schools, contracting, payment administration, and evaluation survey follow-up.

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VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
ESRI	\$40,000
Dave and Robin Maupin	\$24,000
Physicians of Beaver Medical	\$30,000
Community Bank of Redlands	\$ 6,000
County of San Bernardino	\$ 10,000
Ken and Judith Stanford	\$ 10,000
Loma Linda University Health	\$10,000
University of Redlands, Town and Gown	\$15,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
San Manuel Band of Mission Indians	\$ 79,000	April 2018
National Endowment for the Arts	\$ 10,000	May 2018
Associates of the Redlands Bowl	\$ 130,000	Sept. 2018
BMW of Riverside	\$ 11,000	April 2018
Hatfield Buick	\$ 3,000	April 2018
Freewill from Festival attendees	\$ 113,000	Aug. 2018

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$593,782	49.77 %	Program Fees	\$2,398	.2 %
Fundraising/Special Events	\$ 11,504	.96 %	Interest Income	\$ 32,409	2.72 %
Corp/Foundation Grants	\$204,817	17.17 %	Other:	\$129,000.	10.81 %
Government Grants	\$5,000	.42 %	Other:	\$214,099	17.95 %

Notes:

Other: \$129,000 - Donation made by Associates of the Redlands Bowl in September 2017
 Other: \$214,099 - Includes evening printed program and brochure sponsorships, concession income, CD sales, unrealized gains, capital gains, and Mission Gables Bowl House rental income

2017 S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Redlands Bowl Performing Arts
 Most Current Fiscal Year (Dates): From 1/1/16 To: 12/31/16

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$ 935,992	\$ 793,588	\$ 98,845	\$ 43,559

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	84.79%	10.56%	4.65%

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
10.8%	10.56%	.24%

If the differential is above (+) or below (-) 10%, provide an explanation:

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Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$79,174	\$43,000	3344	36.54

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$5,743	\$45,737

Notes:

10:46 AM
 03/14/18
 Cash Basis

Redlands Community Music Association
Profit & Loss Budget Overview
 January through December 2018

	Jan - Dec 18
Ordinary Income/Expense	
Income	
4030 · Freewill	113,000.00
4210 · Freewill - checks	3,500.00
4220 · Contributions	165,000.00
4222 · Bequests (Unrestricted)	25,000.00
4230 · Sponsorships (programs)	205,000.00
4240 · Associates of the Redlands Bowl	130,000.00
4250 · Grant Income	
4251 · San Manuel Grant	50,000.00
4252 · Grant Income Other	7,000.00
4252.01 · Youth Grants	55,000.00
Total 4250 · Grant Income	112,000.00
4270 · Irvine Grant Income - New	10,000.00
4280 · Evening printed programs	12,000.00
4290 · Season Brochure Sponsors	15,000.00
4310 · Lighting & Sound equip. rental	50.00
4320 · Concession Income	
4321 · Optimists	10,000.00
4322 · Ice Cream (RCMA)	25,000.00
4323 · Misc. Sales	550.00
Total 4320 · Concession Income	35,550.00
4340 · Concert CD sales	8,000.00
4350 · Youth Music Init. Donations	15,000.00
4370 · Young artists auditions	3,250.00
4400 · In-kind Contributions	1,200.00
4500 · Interest Income	
4506 · NPC - Pro Cash Plus	19,000.00
4524 · Security Bank	40.00
4525 · Provident interest income	60.00
4597 · Kimberly Trust	1,200.00
Total 4500 · Interest income	20,300.00
4600 · Dividend Income	
4671 · NPC - Pro Cash Plus	11,000.00
Total 4600 · Dividend Income	11,000.00
4710 · Unrealized Gain/Loss	52,000.00
4800 · Special Event Income	
4819 · Special Events	35,000.00
4820 · Mission Gables Project Income	6,500.00
4821 · Annual Meeting	12,700.00
4823 · Rental Income	55,000.00
Total 4800 · Special Event Income	109,200.00
Total Income	1,046,050.00
Expense	
4850 · Special Event Attendants/Clean	
4869 · Special event expense	15,000.00
4871 · Annual Meeting	12,500.00
4872 · Major Donor Reception	3,900.00
4850 · Special Event Attendants/Clean - Other	3,500.00
Total 4850 · Special Event Attendants/Clean	34,900.00

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 Cash Basis

Redlands Community Music Association
Profit & Loss Budget Overview
 January through December 2018

	Jan - Dec 18
4900 · Mission Gable Rental Expense	
4900.02 · Cleaning	4,500.00
4900.03 · Supplies	1,500.00
4900.04 · Event Setup	2,150.00
4900.05 · Event Attendants	4,500.00
4900.06 · Restroom Attendants	2,000.00
4900.07 · Event Sound Tech	1,000.00
4900.08 · Repairs and Maintenance	800.00
4900.10 · Dry Cleaning	2,500.00
4900.11 · Event Coordinator	11,700.00
4900.12 · Mission Gables Marketing	500.00
	31,150.00
Total 4900 · Mission Gable Rental Expense	
5000 · Direct program expenses	
5010 · Artist Fees	270,000.00
5020 · Conductor	19,250.00
5025 · Insurance	18,000.00
5031 · Young Artists comp exp.	500.00
5040 · Music Royalties/Licensing	3,500.00
5050 · Sound & Lighting	85,000.00
5070 · Set Security	300.00
5080 · Piano Tuning & Moving	2,500.00
5110 · Production Supplies	3,000.00
5120 · Facility Rental	2,100.00
5130 · Judges Fees	1,200.00
5140 · Music Rent/Lib. Fees(Classical)	3,500.00
5170 · Conferences - Programming	8,000.00
5175 · Printing- programming	400.00
5180 · Lodging	1,000.00
5190 · Staff salaries	167,386.00
5200 · Season Brochures	13,000.00
5205 · Evening Programs Expense	10,000.00
5210 · Light & Sound Repair Expense	5,000.00
5215 · Taping & Broadcasting	11,400.00
5230 · Computer/communications	9,000.00
5235 · Dues and subscriptions	3,200.00
5240 · Telephone	3,200.00
5245 · Security - Alarm	800.00
5250 · Depreciation	39,730.00
5255 · Payroll tax expense - program	17,600.00
5595 · Fireworks	6,200.00
5596 · Marketing	2,000.00
5990 · Other Direct Program Expense	2,000.00
	708,766.00
Total 5000 · Direct program expenses	
5149 · Youth Music/Community Outreach	89,450.00
6500 · Development	
6501 · Salaries	34,057.00
6503 · Promotions/events	3,000.00
6505 · Printing	2,600.00
6507 · Postage	600.00
6508 · Staff Donor Cultivation/Engmt	6,000.00
	46,257.00
Total 6500 · Development	

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Cash Basis

Redlands Community Music Association
Profit & Loss Budget Overview
January through December 2018

	<u>Jan - Dec 18</u>
6700 · Irvine Grant Expenses - New	
6701 · Artist Instructor Fees	118.00
6703 · Sound and Tech	160.00
6709 · GVAF Portal/Social Media Admin	786.00
6711 · Guatamalan Art/History Consult.	571.00
6712 · Project Coordinator	3,968.00
6713 · Indirect	2,932.00
6714 · Other	1,465.00
Total 6700 · Irvine Grant Expenses - New	<u>10,000.00</u>
7000 · Management and general	
7010 · Accounting & Legal	14,000.00
7015 · Bank Charges	300.00
7017 · Investment Management Fees	3,000.00
7020 · Computer and related	8,500.00
7030 · Dues & Subscriptions	800.00
7040 · Office Supplies	4,500.00
7051 · Insurance - General & D/O	2,000.00
7052 · Insurance - workers comp	4,000.00
7053 · Gas Company	500.00
7055 · Merchant fees	2,500.00
7061 · Postage - general	1,400.00
7071 · Printing -general	2,000.00
7080 · Office Salaries	17,507.00
7091 · Payroll tax expense	4,400.00
7095 · Health Insurance	21,996.00
7100 · Telephone expenses	1,500.00
7105 · Security expense	1,000.00
7130 · Repair and maintenance	7,000.00
7140 · Office Cleaning	4,640.00
7150 · Depreciation expense	4,415.00
7172 · Mileage expense	500.00
7190 · Professional Development	4,000.00
7415 · Consulting Fees	1,000.00
Total 7000 · Management and general	<u>111,458.00</u>
Total Expense	<u>1,031,981.00</u>
Net Ordinary Income	<u>14,069.00</u>
Net Income	<u><u>14,069.00</u></u>

SAMPLE Budget Comparison

	Actuals		Budget		Variance	
	Most Recently Completed Year		Projections Current Year			
	20 17		20 18			
Income						
Individual Contributions	397071	-	364100	-	-32971	-
Corporate Contributions	158693	-	170900	-	12207	-
Foundation Grants	204818	-	117000	-	-87818	-
Government Contributions	5000	-	15000	-	10000	-
Other Earned Income	79069	-	98550	-	19481	-
Other Unearned Income		-		-		-
Interest & Dividend Income	32409	-	31300	-	-1109	-
Total Income	796850	-	877060	-	-80210	-
Expenditures						
Personnel						
Salary CEO	78000	-	78000	-	0	-
Salary Assistant		-		-		-
Payroll Taxes	20875	-	22000	-	1125	-
Insurance - Workers' Comp	1186	-	4000	-	2814	-
Insurance - Health	18193	-	21996	-	3803	-
Payroll Services	1400	-	1400	-	0	-
Retirement		-		-		-
Total Personnel	127396	-	119654	-	7742	-
General Program/Administrative						
Bank/Investment Fee	4256	-	3300	-	-956	-
Publications	6353	-	6500	-	147	-
Conferences & Meetings	10045	-	12000	-	1955	-
Mileage	84	-	500	-	416	-
Audit & Accounting	19525	-	12600	-	-6925	-
Program Consultants	1000	-	1000	-	0	-
Insurance Expense	24449	-	20000	-	-4449	-
Telephone Expense - Land Lines	4706	-	4700	-	-6	-
DSL & Internet	1883	-	2000	-	117	-
Website	600	-	600	-	0	-
Office Supplies	5094	-	4500	-	-594	-
Postage & Delivery	1246	-	1400	-	154	-
Printing & Copying	8987	-	8900	-	-87	-
Miscellaneous	2708	-	2000	-	-708	-
Total General Program/Administrative	80000	-	90936	-	-10936	-
Total Expenditures	207396	-	210590	-	-3194	-
Revenue Less Expense	589454	-	666470	-	-77016	-

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 8b, 7b, 8b, 9b, and 10b of Part VIII.

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	95,136.	76,865.	11,268.	7,003.
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	129,702.	104,722.	15,309.	9,671.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	242.	196.	29.	17.
10 Payroll taxes	22,526.	21,594.	588.	344.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	15,070.		15,070.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
12 Advertising and promotion	1,578.			1,578.
13 Office expenses	8,513.		2,320.	6,193.
14 Information technology				
15 Royalties				
16 Occupancy				
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	5,342.		5,342.	
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	43,855.	39,501.	4,354.	
23 Insurance	1,837.		1,837.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PROGRAM SERVICE ACTIVIT	550,710.	550,710.		
b REPAIR & MAINT.	23,730.		23,730.	
c SPECIAL EVENT EXPENSES	11,111.			11,111.
d MISCELLANEOUS	10,298.		10,298.	
e All other expenses	16,342.		8,700.	7,642.
25 Total functional expenses. Add lines 1 through 24e	935,992.	793,588.	98,845.	43,559.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)



2018 Board of Directors

Patty S. Holohan
President

Rachelle Bussell
Vice President

Joe Horzen
Treasurer

Melodee Seccombe
Corporate Secretary

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Lyndon Edwards

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Jeff Frazier

Marvin Hudson

Charles L. Marshall

Robin Maupin

Ellen Weisser

Jim Wilson

Molly Wiltshire

#172

COMPLETE

Collector: Gimbel Foundat...nd Evaluation (Web Link)
Started: Tuesday, November 14, 2017 8:57:43 AM
Last Modified: Tuesday, November 14, 2017 10:07:46 AM
Time Spent: 01:10:02
IP Address: 172.250.138.187

Page 1

Q1 Name of your organization.

Redlands Bowl Performing Arts

Q2 Grant #

20160673

Q3 Grant Period

November 11, 2016, through October 31, 2017

Q4 Location of your organization

City Redlands
State CA

Q5 Name and Title of person completing evaluation.

Valerie Peister, Director of Programming and Community Engagement

Q6 Phone Number:

909.793.7316

Q7 Email address.

vpeister@redlandsbowl.org

Page 2: Key Outcomes and Results

S.L. Gimbel Foundation Fund

Cultural literacy learning points: Education about what the term "Broadway Musical" means, and introduction by singing and dramatic interaction to some of the most famous pieces in the Broadway repertoire.

Modes of Engagement: Hand motions, signing along to songs for which words are taught, question and answer engagement with the audience, and participation through reading and singing sign card prompts.

TaikoProject Taiko Drumming (8 schools)

Music style/art form: An American style of Taiko, blending traditional Japanese forms with American innovations.

Cultural literacy learning points: Opportunity to learn about and experience a unique world music art form, teaching about the importance of teamwork in percussion.

Modes of Engagement: Students learned many "Taiko calls" and used them in several participation pieces. The drum team also presented one number where a significant number of volunteers from the audience participated on stage.

Throughout the course of presenting assemblies to the 40 schools, Criteria 3-5 were carried out in a variety of ways. Artists shared about themselves, their love for their art, and their artistic journeys throughout the programs. Students' questions were answered during programs, and in many cases, afterwards. A representative of the Redlands Bowl briefed students on concert etiquette including when to be quiet, appropriate times to clap, how to honor soloists, and how to appropriately participate with the artists.

Students were also given information (both verbally and through a flyer sent home) about upcoming arts activities available to them, including participating in the Redlands Bowl's free Children's Festival Workshops and attending free Redlands Bowl Summer Music Festival performances.

Objective II: To coordinate with school and district administrators in the four (4) regional districts to be served to schedule 30 MIS assembly sessions with elementary schools, and to schedule 10 MIS assembly sessions with middle schools, by January 31, 2017.

The RBPA achieved its goals of significantly expanding the reach of school music assemblies from 24 schools annually to 40 schools annually (a 67% increase over 2016). Thirty (30) elementary schools, nine middle schools (9), and one (1) continuation high school were scheduled with and served, for a total of forty (40) schools. A total of six (6) regional school districts were served.

The RBPA also achieved its goal of expanding the geographical reach of RBPA assemblies, specifically targeting expanded reach to schools in underserved communities within the city of San Bernardino. School assemblies were carried out in the following cities (number of schools in parentheses): Beaumont (1), Highland (2), Loma Linda (1), Mentone (1), Moreno Valley (4), Redlands (18), Riverside (3), San Bernardino (7), and Yucaipa (3).

A demographic breakdown all schools impacted will be submitted to The Community Foundation, along with 2106-2017 Ed Data Educational Partnership demographic data for each school. Analysis of the data confirms a total of 67.7% percent of students served by the Gimbel grant receive free or reduced school lunches and thus, can be characterized as underserved and/or low income.

As previously mentioned, we increased our service to schools in the economically challenged city of San Bernardino, where administrators expressed gratefulness for our willingness to bring the arts to their students, and shared with us about how few opportunities their students have to see assembly programs like those brought by the Redlands Bowl.

Objective III: To carry out the successful presentation of 40 Music in the Schools assembly sessions, 30 to elementary schools and 10 to middle schools, by June 15, 2017.

All assemblies were carried out by June 15, 2016, with the exception of one which was carried out in fall 2017 due to a cancellation.

In order to evaluate the success of the assemblies, for the first time a SurveyMonkey evaluation poll was sent to school administrators of the schools which participated. Invitations were sent to all 40 schools served, and 22 responses were received.

In five key areas respondents were asked to rate aspects of the assemblies on a 1 to 5 scale, with five being the highest rating. The

S.L. Gimbel Foundation Fund

Q11 How did you overcome and/or address the challenges and obstacles?

With persistence we successfully scheduled assemblies with three Riverside schools and one school in Beaumont. All four student populations enjoyed the assemblies immensely, and school administrators felt they provided a very valuable arts learning opportunity for their students. Through this effort, we are confident the door is now open to presenting more assemblies in Riverside and Beaumont. By leveraging the trust built at the schools which agreed to host assemblies this year, we will be able to establish relationships with other new schools in the future.

In contrast to Beaumont and Riverside, scheduling new assemblies in the San Bernardino City Unified School District went very smoothly. We believe this is because of the higher awareness of the Redlands Bowl Summer Music Festival and its outreach work in our immediate geographic region.

Q12 Describe any unintended positive outcomes as a result of the efforts supported by this grant.

As was done in 2016, the RBPA scheduled its JazzReach middle school assemblies at a time and with a theme appropriate to support Black History Month learning. The Duke Ellington program, "Ellington!," which JazzReach presented was very appropriate for this purpose.

In 2017, the Redlands Bowl Summer Music Festival saw a 28% percent increase in festival audience attendance over 2016. We believe the festival information shared with students at Music in the Schools assemblies, and the festival information flyer sent home to families following assembly sessions, helped contribute to this significant increase in attendance.

Q13 Briefly describe the impact this grant has had on the organization and community served.

An overarching goal of the Redlands Community Music Association is "Music for Everyone." Grace Stuart Mullen who founded the Redlands Bowl over 90 years ago, stated when people enjoy beautiful music together, man-made boundaries disappear. We are confident this vision has been increasingly achieved through our expanded school outreach work.

There is something young people experience in singing and learning about music together which draws them into a greater sense of community. The RCMA is honored to be part of this process. We are also pleased that students come away from RCMA music assemblies both more knowledgeable about music, and more knowledgeable about other opportunities to attend free music performances and workshops at the Redlands Bowl.

We are deeply appreciative to the Gimbel Foundation for the additional grant funding it provided in 2016-2017 to secure the Shure cordless microphone and portable Bose amplification systems. These systems dramatically increased presentation capacity for our artist groups, allowing them to sing, speak, move about, and dance concurrently. We look forward to using the systems for years to come.

S.L. Gimbel Foundation Fund

Q15 Please relate a success story:

One success story related to our 2017 Gimbel work is a video produced by the Moreno Valley School District celebrating the Redlands Bowl's Music in the Schools assemblies. The Moreno Valley School District is a new partner with us in hosting Music in the Schools Assemblies, having only hosted them for the past two years as part of our Gimbel Foundation-supported expansion of the program.

The video, entitled "Broadway pays a visit to Moreno Elementary School," can be found on YouTube through the following link:
<https://www.youtube.com/watch?v=YztA475HiLU>

It features assembly footage, quotes by Redlands Bowl staff, and quotes by participating students and assembly actors, all celebrating the positive impact of the Music in the Schools initiative on students in the Moreno Valley School District. To date, the video has garnered over 530 views.

Q16 Please relate a success story here:

A second success story relates to a San Bernardino school at which a Ballet Folklorico de Los Angeles with Mariachi Garibaldi assembly was presented. The school was located in one of San Bernardino's most economically challenged neighborhoods, and while most RBPA assemblies are presented in elementary multi-purpose rooms, this school used a large portable trailer classroom for its presentation hall.

Following the assembly, as students were filling out, one young boy was crying and being attended to by his teacher and the school administrator. Worried, I asked the what was wrong, and the school administrator shared with me that he was crying because he felt the music was so beautiful. They were tears of joy.

It is our hope the assembly may have played a role in inspiring him to pursue instrumental music himself through the programs still available in the San Bernardino City Unified School District.

For the first time this year, we were able to bring assemblies to seven (7) schools in the economically challenged community of San Bernardino. The assemblies were incredibly well received there and deeply appreciated by school administrators. It is our goal to continue music assembly presentations to these schools.

Q17 Please relate a success story here:

Respondent skipped this question

Page 5: Organizational Information

Q18 Which category best describes the organization. Please choose only one.

Arts & Arts Support

Q19 What is the organization's primary program area of interest?

Arts & Culture

Q20 Percentage of clients served through grant in each ethnic group category. Total must equal 100%

Respondent skipped this question



U. S. TREASURY DEPARTMENT
INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
P. O. BOX 231, MAIN OFFICE
LOS ANGELES 53, CALIFORNIA
January 10, 1961

1/14
2-1-61
[Handwritten signature]

IN REPLY REFER TO
Code 431. TSS:FS
MA 5-8971-Ext 745
G-21 Federal Building

Redlands Community Music Association
Redlands Bowl
Post Office Box 466
Redlands, California

Attention: Robert E. Morse, Controller

Gentlemen:

This refers to your liability for Federal Insurance Contributions Act (social security) taxes which you have reported on Form 941 for the third calendar quarter of 1960.

The Internal Revenue Service has issued to your Association a ruling dated December 14, 1944, holding that your organization is exempt from Federal income tax as an educational organization described in section 101(6) of the 1939 Internal Revenue Code, (now section 501(c)(3) of the 1954 Code.)

The 1954 Code correspondingly exempts you from Federal Insurance Contributions Act (social security) taxes unless you file a Form SS-15 certifying that you waive such social security tax exemption.

Generally stated, claim Form 843 may be executed and filed within statute of limitations for the Federal Insurance Contributions Act taxes you may have paid for any period in which you do not have a Form SS-15 in effect. If you decide to extend social security coverage to your employees, it is necessary that your organization execute and file Form SS-15 accompanied by a Form SS-15a signed by any employee who concurs in the coverage. Information on Form SS-15 includes instructions on the date and extent of tax liability under the Act.

Your reply showing whether or not you intend to file a Form SS-15 will be appreciated.

Very truly yours,

R. A. Riddell
District Director

By *[Handwritten signature]*

[Handwritten initials] FS:as