



North Valley Symphony Orchestra 2017-18 Annual Report



The mission of NVSO is to provide skilled and aspiring musicians of all ages the opportunity to learn, rehearse, and perform exceptional orchestral music, fostering music appreciation and engagement among members of the North Valley community.

Our vision is to be a vibrant and diverse community that deeply cares for the artistry, learning and performance of exceptional orchestral music.

BOARD MESSAGE

The North Valley Symphony Orchestra (NVS) Board of Directors meets annually in the late spring or early summer to review the previous year's accomplishments and to set goals for the upcoming concert year. This year's annual strategic planning meeting was held on May 21, 2018.

2017-18 Membership

NVS membership fluctuates throughout the year, but at the close of the year the membership numbers for each ensemble were as follows:

North Valley Symphonettes:	13
North Valley Youth Strings:	27
North Valley Youth Orchestra:	25
North Valley Symphony Orchestra:	73

Board Members

There were several changes on the board during the concert season due to changes in personal circumstances. Elections were held April 13, 2018.

TITLE	START OF SEASON	MID-SEASON	AFTER SPRING ELECTIONS	TERM EXPIRES
President	Liz Galpin	Liz Galpin	Liz Galpin	May, 2020
Vice-President	open	Sylvia Depta	Sylvia Depta	May, 2019
Treasurer	Laura Kinney	open	Debby Pool	May, 2019
Secretary	Cindy Kozacek	Cindy Kozacek	Nora Welsh	May, 2020
Music Director	Kevin Kozacek	Kevin Kozacek	Kevin Kozacek	In perpetuity as MD
Member-at-Large	John Bergt	John Bergt	John Bergt	May, 2019
Member-at-Large	Tracy Petersen	Tracy Petersen	Tracy Petersen	May, 2019
Member-at-Large	Ben Davis	Nora Welsh	Haley McKeown	May, 2020
Member-at-Large	Jen Wolfe	Jen Wolfe	Jen Wolfe	May, 2019
Member-at-Large	Fred Wengryznek	Rebecca Barcy	Tammie Langdon	May, 2020
Member-at-Large			Cindy Kozacek	May, 2019

Summary Statement

Overall, NVSO had a very successful year during the 2017-18 concert season. We had an exciting concert season including the addition of a second performance of the “Holiday Pops” concert, featuring our own musicians in the “Concertos and More” concert and collaborating with the Las Vegas Master Singers for performances in Las Vegas and Phoenix.

NVSO contracted with Flipcause to enable us to manage ticket sales, donations, and registrations online. This tool enables us to access customized detailed reporting as needed.

The addition of an intermediate level youth ensemble, North Valley Youth Strings, has helped bridge a gap that was missing in the educational experience for our student musicians. North Valley Symphonettes director, Caitlin Corbett, announced that she would not be returning to NVSO for the 2018-19 season in order to pursue her master’s degree. NVSO leadership interviewed several qualified candidates and offered the position to Eily Hallagan.

NVSO was able to pay a monthly stipend to the Music Director and three youth ensemble directors. These are the only paid positions, apart from contracted substitute musicians.

We were excited to launch our new logo at the May concert, including separate logos for each of the youth ensembles and the Guild.

Revenue and expenses were both higher than in past years, but revenue outpaced expenses.

Revenue: \$95,947.

Expenses: \$79,963

Net Income: \$15,983.

The Board approved transferring \$5,000 from our General Operating account to our reserve fund, exceeding the goal established upon the founding of NVSO.

Strategic Plan Accomplishments and Goals

MAKE NVSO SYSTEMATICALLY RUN

2017-18 Accomplishments

Work started on creating NVSO organizational task list, identifying tasks which need to be completed and designating the role with primary and secondary responsibility to ensure tasks are completed. This project was delayed by the departure of a board member, but progress has been made.

Implementation of Flipcause allowed NVSO to create online processes for ticket sales, donations, and registrations.

2018-19 Goals

Continue creating organizational task list, engage and recognize volunteers for operational support, create a succession plan for key positions, create a job description for an Orchestra Administrator role.

INCREASE ATTENDANCE AND TICKET REVENUE

2017-18 Accomplishments

NVSO recorded our highest ever annual attendance, with 3,355 audience members. This was due, in part, to the addition of a Matinee performance of the December “Holiday Pops” concert. The October “Russian Round-up” had our highest ever October attendance with 562 audience members. Our lowest attendance was at the March “Concertos and More” concert, with 479 audience members.

Total Ticket revenue: \$13,247.50 – a 15% increase over the 2016-17 season

2018-19 Goals

Keep working towards goal of having 4,000 annual audience members within 3 years. Develop robust marketing plan and increase Social Media presence. Give members the tools to actively promote NVSO programs.

INCREASE YOUTH ENGAGEMENT

2017-18 Accomplishments

NVSO expanded our youth program with the addition of North Valley Youth Strings, an intermediate level ensemble. This addition helped bridge the gap between the beginning and advanced ensembles, providing a more targeted educational experience for our student musicians.

Youth enrollment peaked at 73 students during the year, up from 56 the previous year.

NVSO implemented a Youth Council to provide the Board of Directors feedback directly from our student musicians. The Youth Council presented their findings to the Board in April and NVSO has acted on some of the feedback received.

We were unable to secure a venue to host a Side-by-Side Festival.

2018-19 Goals

Increase participation in the Youth Council, continue recruiting efforts to enroll more student musicians, perform a Side-by-Side festival.

INCREASE CONTRIBUTED REVENUE

2017-18 Accomplishments

NVSO exceeded our goal of \$47,100 in direct public support during 2017-18, achieving \$51,070 in donations. This included

- Sponsors for all 5 concerts
- Individual and corporate donations
- Grant Revenue
- Outreach donations
- Repertoire Sponsorship
- Silent Auction and raffle proceeds

NVSO was the recipient of two grants:

- Arizona Commission on the Arts: \$5,000
- City of Phoenix Office of Arts and Culture: \$5,000

Additional grants researched or applied for, but not awarded include Virginia G Piper Charitable Trust, D'Addario Foundation, and the National Endowment for the Arts

2018-19 Goals

Obtain 4 concert sponsors, a season sponsor, and 10 repertoire sponsors. Increase donations from individuals by \$3,000. Targeted fundraising campaign at the October concert, host 2 donor recognition/recruiting events. Increase number of grants applications filed.

ADVANCE THE ARTISTRY OF NVSO

2017-18 Accomplishments

String Sectionals were held for each concert cycle. Additionally, some sections held their own sessions outside of scheduled NVSO rehearsal times. The artistic staff identified some individual musicians who they felt should re-audition to retain their place in the orchestra. These musicians were given several months to prepare. Re-auditions were held after the close of the season, with positive results.

2018-19 Goals

Hold sectionals for each concert cycle and increase communication from section leaders to their sections.

ACHIEVE INCREASINGLY SIGNIFICANT COMMUNITY IMPACT

2017-18 Accomplishments

NVSO expanded the Community Outreach program, performing 16 community concerts at venues including Phoenix City Hall, Phoenix Public libraries, senior living facilities, schools, and businesses.

18 adult and 8 youth musicians donated their additional time to perform these concerts.

The full youth ensembles also performed 2 community performances at the Outlets at Anthem and Desert Ridge Marketplace.

In addition to musical performances, NVSO also supported the community by having a service day at the Harvest Compassion Center. The December concert included a hygiene items and toy drive to support the Harvest Compassion Center. In May, NVSO participated in the League of American Orchestras "Orchestra Feeding America" food drive.

2018-19 Goals

Perform 16 outreach performances, plan one community service project, plan one charity benefit at a concert, develop a long-standing relationship with one institution (Gompers)

MUSIC DIRECTOR STATEMENT 2017-18

I am proud to report that again this concert season, North Valley Symphony Orchestra continued to elevate our level of artistic excellence in concert performance and collaboration, community outreach, and educational opportunities for young musicians.

Our four major concerts provided the adult musicians and concert attendees exposure to widely varied and exciting repertoire. The October “Russian Roundup” concert was especially rewarding for our musicians, as it provided the opportunity to perform pieces that are on many musicians’ bucket list, including Borodin’s *In the Steppes of Central Asia*, Tchaikovsky’s *Romeo and Juliet Fantasy Overture*, and the finale from Shostakovich’s *Symphony No. 5*. Audience members commented that the educational component of the themed concert featuring all-Russian music was very valuable. The “Holiday Pops” concert is always a favorite of the audience, and the decision was made to repeat the concert on a Sunday matinee, with wonderful results. The use of stage lighting effects and electronic instruments was very well received, especially when performing the contemporary Mannheim Steamroller and Trans-Siberian Orchestra arrangements of holiday classics. The wonderful crowds also enjoyed a visit from Santa! The “Concertos and More” concert in March featured the final three NVSO soloists who had been awarded the opportunity to perform as soloists this concert season. Many community musicians never have the opportunity to perform as soloists, so Nora Johnston (piano), Frank Islas (violin) and Suzanne Johnsen (English horn) each competed in the fall of 2016 for a once-in-a-lifetime opportunity to perform a concerto with a full symphony. This concert performance was the final step of NVSO’s two-year goal of featuring members from within our own organization as concerto soloists. In the spring, the “Best of Broadway and Opera” concert was in many ways the highlight of the season, as it marked NVSO’s first major collaboration, as well as a performance outside of Arizona. NVSO joined the Las Vegas Master Singers (LVMS), under the direction of David Weiller, in a toe-tapping collection of the best choruses for the stage. The combined 140 musicians performed well-known pieces from the vast musical and opera repertoire by composers including Verdi, Wagner, Puccini, and Lloyd-Webber. NVSO travelled to Las Vegas for the April performance at Ham Hall, located on campus at the University of Nevada, Las Vegas. Three weeks later the Las Vegas Master Singers joined NVSO at the North Canyon High School Performing Arts Center for our Phoenix performance, to a very enthusiastic audience. This collaboration will hopefully set the stage for future collaborations with LVMS.

NVSO continues to build community by providing a significant number of small-group outreach performances. These small groups vary in size from duets to octets, utilizing members from the adult orchestra and youth orchestra. The musicians volunteer their time in rehearsal and performance for these events. The joy of music is shared at venues such as libraries, civic meetings, retirement homes and care facilities, and school and business events. NVSO performed sixteen events this concert season.

At the end of NVSO’s prior concert season, it became apparent that the youth program was growing at a rate that would necessitate adding another option for placement of intermediate level students. As well as space concerns, the technical progression from a mostly beginner-oriented Symphonettes to an advanced Youth Orchestra was too abrupt

for young musicians. It was decided to create a third youth ensemble, and clarify and standardize the names of the groups within the NVSO organization. The three groups are now named North Valley Symphonettes (NVS), which is primarily a beginner group, North Valley Youth Strings (NVYS), which is the new intermediate group, and North Valley Youth Orchestra (NVYO), which continues as our advanced ensemble. Caitlin Corbett and Josh Lynch continued as the directors for NVS and NVYO from the previous concert season. After holding interviews and auditions, Orlando Moss was hired as the new North Valley Youth Strings director. Mr. Moss is a vivacious and enthusiastic educator with a heart for kids. Orlando's personal goal is to provide a disciplined appreciation of music in their lives. NVSO is happy to have him on the team, and excited with the results of our youth program. The three youth ensembles performed formal concerts and local mall outreach concerts each semester, and NVYO performed at three of the four main NVSO concerts in October, December and March.

The 6th annual Summerford Violin Concerto Competition was held in January, with 6 participants. Students were required to submit written essays answering questions concerning their dedication and involvement in music, as well as audition by performing the 1st movement of Bach's *Violin Concerto in a minor*. This year's winner was Nicole Campos, a talented high school senior violinist. Nicole was awarded a beautiful handcrafted violin by Mr. Summerford, and performed on the new instrument at the March and May concerts. It should be mentioned that last year's competition winner Jonathan Green competed and achieved the highest score, but was not eligible to win as he had been a previous recipient. NVSO cannot thank Jody Summerford enough for his generous support of a program that provides beautiful handmade violins to the winners of the competition.

The repertoire for the 2017-18 concert season was incredibly challenging for our musicians, and our concerts provided quality, low-cost entertainment for our audiences. NVSO's outreach programs continue to build our relationship with the local community. And the burgeoning youth program is providing a valuable educational orchestral experience that might not be otherwise available to young musicians in the region. I continue to be very proud and honored to work with such a great group of musicians and visionary leaders at NVSO.

Kevin Kozacek, Music Director

2017-18 Concert Season Repertoire



“Russian Roundup” October 14, 2017

Mussorgsky	<i>Pictures at an Exhibition</i> “Promenade” “Mvmt X “Great Gates of Kiev”
Borodin	<i>On the Steppes of Central Asia</i>
Tchaikovsky	<i>Romeo and Juliet Fantasy Overture</i>
Khachaturian <i>arr. Ricketts</i>	<i>Sabre Dance</i> *
Gliere <i>arr. Belisario</i>	<i>Russian Sailor’s Dance</i> *
Glinka	<i>A Life for the Tsar Overture</i>
Shostakovich <i>arr. Bulla</i>	<i>Symphony #5, mvmt IV</i>

**-performed by North Valley Youth Orchestra*



“Holiday Pops” December 16-17, 2017

Made popular by Mannheim Steamroller

Davis <i>arr. Davis/Custer</i>	<i>Deck the Halls</i>
Gruber <i>arr. Davis/Custer</i>	<i>Stille Nacht</i>
Pierpont <i>arr. Dragon</i>	<i>Jingle Bell Fantasie</i>
Berlin <i>arr. Moss</i>	<i>White Christmas</i>
Sheldon	<i>A Most Wonderful Christmas</i>
Anderson	<i>Sleigh Ride</i>
Prokofiev <i>arr. Wieloszynski</i>	“Troika” from <i>Lt. Kije</i> *

Made popular by Trans-Siberian Orchestra

O’Neill/Kinkel <i>arr. Phillips</i>	<i>Christmas Eve Sarajevo 12/24</i>
O’Neill/Kinkel <i>arr. Phillips</i>	<i>Wizards in Winter</i>
O’Neill/Kinkel <i>arr. Phillips</i>	<i>Dreams of Fireflies (On a Christmas Night)</i>
O’Neill/Kinkel <i>arr. Phillips</i>	<i>A Mad Russian’s Christmas</i>
Anderson	<i>A Christmas Festival</i>

**-performed by North Valley Youth Orchestra*



“Concertos and More” March 3, 2018

- Bach *Violin Concerto in A Minor* *
 I. Allegro Moderato
Soloist: Nicole Campos
 Summerford Competition Winner
- Suppe *Light Cavalry Overture*
- Wolfe-Ferrari *Concertino for English Horn, Op. 34*
 I. Preludio
 IV. Finale
Soloist: Suzanne Johnsen
- Vieuxtemps *Violin Concerto #4 in D Minor, Op. 31*
 I. Andante e Moderato
Soloist: Frank Islas
- Schumann *Piano Concerto in A Minor, Op. 54*
 I. Allegro Affettuoso
Soloist: Nora Johnston
- Stravinsky *Pulcinella Suite (after Pergolesi)*

**-performed by North Valley Youth Orchestra*



“Best of Broadway and Opera” April 28, 2018 - Las Vegas

May 19, 2018 – Phoenix

Rossini	<i>Overture to the Barber of Seville</i>
Bizet	“March of the Toreadors” from <i>Carmen</i>
Holcombe	<i>Broadway Show Medley</i> “Mame” from <i>Mame</i> “I Want to Be Happy” from <i>No, No, Nanette</i> “What I Did For Love” from <i>A Chorus Line</i> “One” from <i>A Chorus Line</i> “The Sound of Music” from <i>The Sound of Music</i> “The Impossible Dream (The Quest)” from <i>Man of La Mancha</i>
Wagner	“Bridal Chorus” from <i>Lohengrin</i>
Verdi	“Chorus of the Hebrew Slaves” from <i>Nabucco</i>
Wagner	“Entrance of the Guests” from <i>Tannhauser</i>
Lloyd Webber <i>arr. Custer</i>	<i>Andrew Lloyd Webber: A Concert Celebration</i> “The Phantom of the Opera” from <i>The Phantom of the Opera</i> “The Music of the Night” from <i>The Phantom of the Opera</i> “Don't Cry for Me Argentina” from <i>Evita</i> “Superstar” and “King Herrod's Song” from <i>Jesus Christ Superstar</i> “Memory” from <i>Cats</i> “Go, Go, Go Joseph” from <i>Joseph and the Amazing Technicolor Dreamcoat</i>
Puccini	“Humming Chorus” from <i>Madame Butterfly</i>
Verdi	“Triumphal March and Ballet” from <i>Aida</i>

2017-18 Youth Concert Repertoire



“Winter Fantasy” Dec 9, 2017

North Valley Symphonettes

Tchaikovsky <i>arr. Longfield</i>	“March” from <i>The Nutcracker</i>
Silva	<i>Northern Lights</i>
Traditional <i>arr. Moore</i>	<i>Cold Frosty Morning</i>

North Valley Youth Strings

Handel	<i>Joy to the World</i>
Trad. French Carol	<i>Angels We Have Heard on High</i>
Bishop	<i>Orange Jam</i>
Bach <i>arr. Isaac</i>	<i>Brandenburg Concerto #3</i>
Tchaikovsky <i>arr. Gruselle</i>	<i>Trepak</i>
Trad. English Carol	<i>We Wish You a Merry Christmas</i>

North Valley Youth Orchestra

Handel <i>arr. Frost</i>	“For Unto Us” from <i>The Messiah</i>
Holst	<i>Brook Green Suite</i>
Wagner <i>arr. Moreno</i>	“Elsa’s Procession to the Cathedral” from <i>Lohengrin</i>
Prokofiev <i>arr. Wieloszynski</i>	“Troika” from <i>Lt. Kije</i>



“It’s a Classy Spring” May 5, 2018

North Valley Symphonettes

Bach
arr. Meyer

Bach Country Fiddles

Mozart
arr. Caponegro

Symphony #40

Wagner
arr. Dackow

March of the Meistersingers

North Valley Youth Strings

Haydn
arr. LaJoie

Symphony #13

Jenkins
arr. Longfield

Palladio

Smetana
arr. Frost

Themes from the Moldau

William
arr. Longfield

Happy

North Valley Youth Orchestra

Bach

Violin Concerto in A Minor
Soloist: Nicole Campos

Mendelssohn
arr. Gruselle

*Overture to a Midsummer’s Night
Dream*

Bartok
arr. Lipton

Allegro Barbaro

Mussorgsky
arr. Gruselle

Pictures at an Exhibition

Meyer

Ghosts of Brandenburg

FINANCIAL REPORT

2017-18 Performance against Budget

	Budget	Actual	% of Budget
Income	\$95,675.00	\$95,946.96	100.3%
Expenses	\$87,944.00	\$79,963.38	90.9%
Net Income	\$ 7,731.00	\$15,983.58	206.7%

BANK ACCOUNT BALANCES as of 10/16/2018

General Checking Account	\$49,474.05
LEMM fund	\$ 2,283.75
Reserve Fund	\$32,676.91
Flipcause Funds pending transfer	\$ 1,702.31
Total Cash assets:	\$86,137.02

2017/18 Profit & Loss Statement

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Accrual Basis

North Valley Symphony Orchestra Profit & Loss July 2017 through June 2018

	Jul '17 - Jun 18
Ordinary Income/Expense	
Income	
Concert Attire Purchase	797.00
Direct Public Support	
Board Donations	7,840.33
Concert Sponsor	5,000.00
Corporate Donations	4,207.56
Donations	15,054.42
Fundraising	
Corporate Fundraising	1,175.00
Gala Silent Auction	6,103.25
Gala Tickets	6,075.00
Raffle	1,668.00
Total Fundraising	15,021.25
LEMM Contributions	1,000.00
Outreach	2,175.00
Repertoire Sponsor	771.00
Total Direct Public Support	51,069.56
Government Grants	
Local Grants	5,000.00
State Grants	5,000.00
Total Government Grants	10,000.00
Investment Income	
Interest	7.88
Total Investment Income	7.88
Membership Income	
Guild Membership	175.00
Stand Fees	2,840.00
Tuition	12,450.00
Total Membership Income	15,465.00

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Accrual Basis

North Valley Symphony Orchestra
Profit & Loss
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>
Program Income	
Advertising	3,215.00
Concession Sales	470.00
Season Ticket Sales	1,500.02
Ticket Sales	13,422.50
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Total Program Income	18,607.52
Total Income	<hr/> 95,946.96
Gross Profit	95,946.96
Expense	
Artistic Expenses	
Artistic Expenses - Adult	
Music Purchase - Adult	2,038.50
Music Rental - Adult	1,963.80
Music Supplies/Copying - Adult	716.24
Musicians - Contractors	2,800.00
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Total Artistic Expenses - Adult	7,518.54
Artistic Expenses - Youth	
Music Copying - Youth	97.47
Music Purchase - Youth	837.75
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Total Artistic Expenses - Youth	935.22
Concert Attire	1,578.96
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Total Artistic Expenses	10,032.72
Business Expenses	
Business Registration Fees	10.00
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Total Business Expenses	10.00
Contract Services	
Competition Judges	220.00
Consultant	4,500.00
Photography	400.00
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Total Contract Services	5,120.00
Development	
Donor Recognition	392.80
Donor Recruitment	67.21

North Valley Symphony Orchestra
Profit & Loss
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>
Gala Expenses	
Decorations & Programs	417.76
Venue	8,579.11
Total Gala Expenses	8,996.87
Raffle Expense	422.63
Total Development	9,879.51
Facilities & Equipment	
Equipment	
Equipment Maintenance	13.49
Equipment Purchase	2,665.68
Equipment Rental	1,382.83
Total Equipment	4,062.00
Facilities - Adult	
Rent for Concerts - Adult	18,582.75
Rent for Rehearsals - Adult	2,559.00
Total Facilities - Adult	21,141.75
Facilities - Youth	
Rent for Concerts - Youth	855.00
Rent for Rehearsals - Youth	3,234.00
Total Facilities - Youth	4,089.00
Rent for Auditions	200.00
Storage Facility	2,042.67
Venue Donation	500.00
Total Facilities & Equipment	32,035.42
Gifts	150.75
Insurance	
Liability Insurance	241.00
Property Insurance	107.00
Total Insurance	348.00
LEMM Disbursement	60.00
Marketing	
Advertising	2,405.56

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Accrual Basis

North Valley Symphony Orchestra
Profit & Loss
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>
CD Recording	960.00
Concert Ticket Printing	751.93
Education	63.59
Printing	79.33
Program Printing - Adult	2,418.14
Program Printing - Youth	369.62
Total Marketing	7,048.17
Meals & Entertainment	
Chamber of Commerced Luncheon	428.00
Meeting Meals	91.64
Member Party	727.23
Meals & Entertainment - Other	0.00
Total Meals & Entertainment	1,246.87
Operations	
Bank Fees	
PayPal	316.08
Square Fees	179.07
Bank Fees - Other	5.54
Total Bank Fees	500.69
Computer Supplies	415.25
Concession Expense	61.00
Decorations	521.01
Fingerprinting	270.00
Office Supplies	477.81
PO Box	70.00
Postage Fees	339.39
Printing & Copying	659.77
Professional Membership	1,597.00
Telephone	340.87
Ticket Management System	2,739.15
Website	10.00
Total Operations	8,001.94
Reconciliation Discrepancies	150.00
Salaries	
Music Director	2,400.00
Symphonettes	1,150.00
Youth Orchestra	1,150.00
Youth Strings	1,150.00
Total Salaries	5,850.00

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Accrual Basis

North Valley Symphony Orchestra
Profit & Loss
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>
Travel & Meetings	
Conference, Convention, Meeting	30.00
Total Travel & Meetings	<u>30.00</u>
Total Expense	<u>79,963.38</u>
Net Ordinary Income	<u>15,983.58</u>
Net Income	<u><u>15,983.58</u></u>