



35 YEARS OF FABULOUS!

SGMC

SACRAMENTO GAY MEN'S CHORUS

# ANNUAL REPORT

Fiscal Year 2019-20: July 1, 2019 – June 30, 2020

Season 35



# WHO WE ARE

The Sacramento Gay Men's Chorus was founded in 1984 as a singing group that aimed to foster a sense of community and provide support specifically for gay men in the Sacramento area.

Over the past thirty-six years, through musical performance and outreach programs, the chorus has grown to become an integral part of the Sacramento music community, as well as a voice for the wide scope of LGBTQ+ folk in the greater Sacramento area. With that voice, SGMC has confronted intolerance and bigotry by providing a positive experience of the Queer Community.

The Sacramento Gay Men's Chorus strives to create a fun environment for LGBTQ+ folk and allies who enjoy making music together. The chorus has now grown to more than one hundred members and is focused on both musical excellence and dynamic choralography.

During a typical year, the chorus puts on several staged concerts and sings at numerous community benefit events. Unfortunately, due to the COVID-19 pandemic, we have suspended our 35th season but we are full of optimism that we will come through this stronger and ready to continue our mission to *foster pride and enhance lives one song at a time!*



**James Dahlen**  
President



**Lynda Walls**  
Executive Director



**Steven Johnson**  
Artistic Director

## SGMC BOARD OF DIRECTORS – SEASON 35

**James Dahlen, President**

**Chris Huber, Vice President**

**Hal Turner, Treasurer**

**Andrew Gibout, Secretary**

**Stens Christensen**

**Corey Hubert**

**Delta Pick Mello**

**James Tokuno**

## OUR MISSION

*Fostering pride and enhancing lives, one song at a time.*

## OUR VISION

*Sacramento Gay Men's Chorus will build a community where no one will be afraid to sing one's own song.*



## OUR VALUES

We strive to create and maintain an organization that values:

**Diversity** – We honor, promote, and model diversity in our membership, music, and community outreach.

**Musical and Artistic Excellence** – We strive to produce musical and artistic excellence through education, performance, and a varied repertoire.

**Support and Connection to Our Community** – We serve as musical and community leaders for the artistic and LGBTQ+ communities in Sacramento and beyond.

**Action for Social Justice and Pride** – We confront intolerance through action that shows pride and expresses the common hopes and dreams shared by gays and straights alike.

**A Safe and Nurturing Family** – We build and sustain a welcoming social and purposeful environment of fellowship, fun, and shared musical expression for all our members.

**Personal Growth and Transformation** – We promote personal growth and learning that challenges members to become all they can be and more.

**Strong Organizational Stewardship** – We maintain sound and transparent financial and operational practices that ensure a stable organization capable of achieving its mission.

# A NOTE FROM SGMC'S PRESIDENT

Dear friends of SGMC,

Our 35th season has been like no other as we continue to navigate the constantly changing world we live in. As Charles Dickens might put it, "It was the best of times, it was the worst of times" this season. More than halfway through the season we were on track to have one of the most successful seasons in SGMC's history. While things have changed drastically since March, I think it is important to highlight the successes we have had in the past year and how they have set us up to handle our current situation and come back stronger than ever next year.

We began our 35th season with approximately 30 new members joining our ranks, greatly expanding our organization's diversity and size. Our holiday show, KSGMC 201.9, Holiday Hits with a Splash of Sass! saw more singing members on the stage (85) than we have ever had! Our members' energy throughout the holiday season was truly amazing. We carried this momentum into the concerts, with many of our patrons indicating that the holiday show was our best in years! From a net revenue standpoint, this season's holiday show was the most successful to date, and we were blessed to have it broadcast on Access TV as well. We also achieved a record amount raised for our annual Sing-a-thon in the fall, which was a fantastic start to the season. We hired an essential new staff person, Executive Director Lynda Walls, in December 2019. She has been a fantastic addition as we continue to strive to build our capacity and community involvement. As we resumed for our spring



show, our ranks again grew to 106 singing members, another record. Our largest fundraiser of the year, Craberet, in February 2020, also set a new record for fundraising, netting over \$40,000 for SGMC. We were definitely on a roll!

As we entered March 2020, the world changed due to COVID, and we ceased in-person rehearsals as advised and swiftly moved to a Zoom platform, trying to continue our work without having clear answers as to how long this crisis would last. The fate of the GALA Festival was also up in the air, but in the end, it was unable to take place safely and has been postponed until 2021. Unfortunately, once it was clear there was no end to the pandemic in sight, the Board of Directors realized that we had to make some vital decisions for the organization's continued health. We faced some serious revenue shortfalls with show cancellations, and we needed likewise to reduce expenses. The BOD made the difficult but unanimous decision to suspend normal operations until July 2021 and lay off most of our paid staff as a result.

We hope that this decision will allow SGMC not only to survive this pandemic but to come out better than ever before. We are utilizing the time away to work on special projects that will make us a stronger organization. Even with the challenges we face, we continue to have great success in raising the necessary funds to secure our organization and continue to achieve our mission. We will continue to advocate for positive change and social justice on a variety of issues both within the LGBTQ+ community and beyond.

James Dahlen  
President

## OUR SEASON 35 SHOWS

SGMC Holiday Show —  
201.9 K·SGMC Holiday Hits  
*with a Splash of Sass!*

SGMC's 3rd Annual Crabaret

2020 Spring Show  
Postponed by COVID-19

## 30 PUBLIC PERFORMANCES

## 106 SINGING MEMBERS

## 45 NEW MEMBERS

## COMMUNITY OUTREACH PERFORMANCES

- Out at the Fair at the California State Fair
- Fork to Fabulous – 2nd Annual Pasta Feed
- Habitat for Humanity Concert
- Race for the Arts
- Rainbow Festival
- Planned Parenthood Outreach Performance
- Habitat for Humanity Hard Hats & High Heels Gala Performance
- LGBTQ Service of Remembrance
- Sacramento Women's Chorus Concert
- SGMC Sing-a-thon
- Sacramento Region Community Foundation Benefit Performance
- Drag Queens on Ice Benefit Performance
- First United Methodist Church Services
- St. John's Lutheran Church Services
- Voices of California Performance
- Good Day Sacramento Appearance
- Fox 40 Morning Show Appearance
- Tuba Christmas
- Project Healing Voices
- St. John's Lutheran Church Candles & Carols
- Christmas Eve at St. John's Lutheran Church
- Drag Queen Bingo
- State of Downtown Performance
- Trans Queer Youth Collective Benefit Concert
- Perform with Sacramento Children's Choir

## COMMUNITY PARTNERS



# THANK YOU TO OUR SPONSORS & SUPPORTING BUSINESSES



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Don Henkle

## \$1,000 to \$2,499

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**NUMBER OF DONORS: 878**

**AVERAGE DONATION: \$52**

# THANK YOU TO OUR SEASON 35 DONORS

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# THANK YOU TO OUR SEASON 35 DONORS

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# THANK YOU TO OUR SEASON 35 DONORS

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## STATEMENT OF FINANCIAL POSITION

For the fiscal year ending June 30, 2020

### SUPPORT

#### Earned Income

Performance	\$51,106
Membership Dues	\$14,750
<b>Total Earned Income</b>	<b>\$65,856</b>

#### Contributed Income

Individual Donations	\$45,850
Corporate Donations	\$11,430
Special Events	\$75,904
In Kind Donations	\$38,004
Grants Received	\$9,890

**Total Contributed Income** \$181,078

**TOTAL SUPPORT** \$246,934

### EXPENSES

#### Program Services

Holiday, Spring, and call-out performances	\$38,190
Other membership events	\$29,290
<b>Total Program Services</b>	<b>\$67,480</b>

#### Supporting Services

Management and general	\$111,132
Fundraising	\$35,010
<b>Total Supporting Services</b>	<b>\$146,142</b>

**TOTAL EXPENSES** \$213,622

Increase (decrease) in net assets	\$33,312
Net Assets, beginning of year	\$27,051
Net Assets, end of year	\$60,363

## FINANCIAL BALANCE SHEET

For the fiscal year ending June 30, 2020

### ASSETS

#### Current Assets

Cash	\$74,628
Accounts Receivable	-
Employee Salary Advance	\$3,000
Crabaret Venue Deposit	\$2,240

**Total Assets** \$79,868

### LIABILITIES AND NET ASSETS

#### Current Liabilities

Federal PPP Loan Payable	\$15,503
Accounts Payable	\$4,001

**Total Liabilities** \$19,504

**NET ASSETS – UNRESTRICTED** \$60,363

**TOTAL LIABILITIES AND NET ASSETS** \$60,363



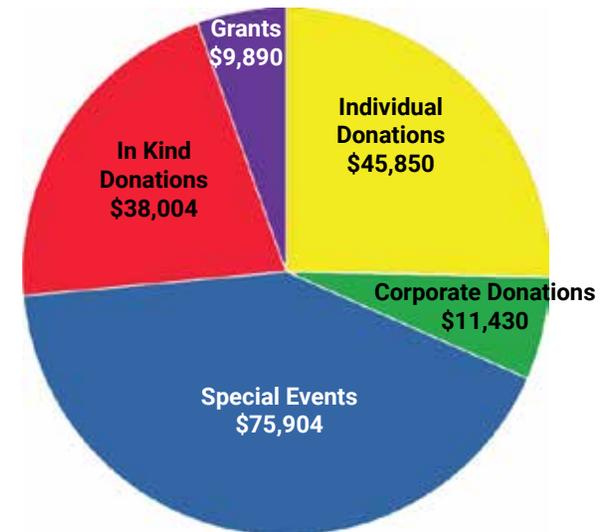
## STATEMENT OF FUNCTIONAL EXPENSES

For the fiscal year ending June 30, 2020

	Program	General	Fundraising	Total
Salaries & Payroll Taxes	\$45,727	\$40,550	–	\$86,277
Contract Labor	\$5,375	–	–	\$5,375
Rent	\$4,000	\$2,640	\$958	\$7,598
Performance & Production	\$17,199	\$690	\$6,357	\$24,246
Catering & Hospitality	\$1,599	\$690	\$7,007	\$9,295
Advertising & Marketing	\$4,140	\$2,920	–	\$7,060
Printing	\$1,975	\$638	–	\$2,613
Bank Fees	–	\$2,400	–	\$2,400
Website/IT	–	\$2,804	–	\$2,804
Ticketing Fees	–	–	–	–
Insurance	–	\$2,803	–	\$2,803
In Kind Donation Covered Expenses	\$6,733	\$12,710	\$18,561	\$38,004
Travel	–	–	–	–
Professional Fees	–	\$1,337	–	\$1,337
Bad Debts	–	–	–	–
Dues & Subscriptions	\$1,200	\$416	\$2,300	\$3,916
Other Operation Costs	\$1,122	\$500	\$1,438	\$3,060
Supplies	–	\$194	–	\$194
Postage & Shipping	–	\$59	–	\$59
Meetings & Training	–	\$16,581	–	\$16,581
<b>Total Expenses</b>	<b>\$89,070</b>	<b>\$87,933</b>	<b>\$36,620</b>	<b>\$213,62</b>

## INCOME CHARTS

Contributed Income: \$181,078



Earned Income: \$65,856





# SACRAMENTO GAY MEN'S CHORUS

2111 J Street, Suite 275 • Sacramento, CA 95816 • (877) 283-1567

[reply@sacgaymenschorus.org](mailto:reply@sacgaymenschorus.org) • [SacGayMensChorus.org](http://SacGayMensChorus.org) • [@SacGayMensChorus](https://www.instagram.com/SacGayMensChorus)

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