



THE STAGE HAS BEEN SET

2022-2023
ANNUAL REPORT



BOARD OF DIRECTORS

President - Casey Dague
Vice President - Kamron Warden
Secretary - Josh Hilliard
Treasurer - Christopher Lee
Past President - Steve Sanda
Paul Hengesteg
Sue Hoss
Aria Huizenga
Jenica Johnson
Kathleen Murrin
Neil Salowitz
Maggie White

STAFF

Artistic Director & Conductor - Eric Shepard
Accompanist/HarMENy Director - Ben Hagen
Operations Manager/Grant Writer - Aria Huizenga
Accountant - John Schmacker

COMMITTEES

Executive

Casey Dague (chair), Kamron Warden, Christopher Lee, Josh Hilliard, Eric Shepard, Aria Huizenga

Development

Steve Sanda (chair), Sue Hoss, Jenica Johnson, Josh Hilliard, Kathleen Murrin, Neil Salowitz, Eric Shepard, Aria Huizenga

Finance

Christopher Lee (chair), Casey Dague, Paul Hengesteg, Steve Sanda, Aria Huizenga

Marketing & Outreach

Casey Dague (chair), Sue Hoss, Tristan Miedema, Lawrence Walker, Steve Sanda, Brant Bumgarner, Eric Shepard, Aria Huizenga

Education & Community Engagement

Kamron Warden (chair), Paul Hengesteg, Todd Murphy, Rob Harlan, Josh Hilliard, Max Thornton, Doug Staudt, Eric Shepard, Aria Huizenga

Membership

Josh Hilliard (chair), Liam Shipston, Rob Harlan, Taylor Elbert, Lawrence Walker, Kou Jacobs, Eric Shepard, Aria Huizenga

Dear friends,

I hope this letter finds you in good health and high spirits. As we reflect on the past year, I am thrilled to share with you the incredible growth and positive change that our organization has experienced. Our theme for this year, "The Stage Has Been Set," perfectly encapsulates the transformative journey we have embarked upon.

One of the most remarkable aspects of our growth has been in our performances and outreach efforts. We have expanded our repertoire, delivering powerful and inspiring performances that touch the hearts of our audiences. Through the art of music, we have celebrated diversity, championed inclusivity, and fostered a sense of belonging within our community. Our performances have not only entertained, but they have also served as catalysts for dialogue, understanding, and social change.

In tandem with our performance growth, our outreach efforts have struck chords. We have actively engaged with local schools, community centers, and advocacy organizations to spread our message of acceptance and equality. Through workshops, educational programs, and collaborative partnerships, we have provided a platform for dialogue and education, breaking down barriers and fostering empathy. These outreach initiatives have allowed us to extend our impact far beyond the stage, making a tangible difference in the lives of individuals throughout our community.

I am thrilled to announce that our dedication and hard work have also resulted in substantial growth in grant dollars. These invaluable funds have allowed us to secure the music that truly matters and resonates with our mission. With the support of our generous grantors, we can continue to bring meaningful, powerful, and uplifting performances to our audiences for years to come. This growth in grant funding not only ensures the sustainability of our organization but also strengthens our ability to make a lasting impact on the lives of those we touch.

To support our expanding initiatives and to ensure that we continue to deliver excellence in everything we do, we have also experienced significant growth in our staff. Our passionate and dedicated team has expanded to better support our mission. With their expertise, creativity, and unwavering commitment, we are poised to achieve even greater results. The growth of our staff not only signifies our organizational progress but also allows us to provide enhanced resources and support to our members and the communities we serve.

Looking ahead, we are filled with anticipation and excitement for the future. The stage has been set, and the script for our continued growth and success is brimming with possibilities. We have set ambitious goals to further amplify our impact, expand our reach, and strengthen our community partnerships. With your steadfast support, we are confident in our ability to realize these goals and create a more inclusive and harmonious society.

In closing, I want to express my deepest gratitude for your unwavering belief in our mission and your continued investment in our work. Together, we are changing lives, challenging norms, and creating a better future. Your contributions are not only an investment in the Des Moines Gay Men's Chorus but also in the power of music to transform lives and build bridges of understanding.

On behalf of the entire chorus, thank you for being an integral part of our journey. Your support fuels our passion and enables us to create change. We look forward to sharing our future successes with you as we continue to grow and evolve.



With heartfelt appreciation,

A handwritten signature in black ink that reads "Eric G. Shepard".

Eric Shepard

Artistic Director

Des Moines Gay Men's Chorus



OUR SEASON



WINTER CONCERT COME AS YOU ARE: YOUR HOME FOR THE HOLIDAYS

Held 'Under the Dome' at First United Methodist Church, this musical experience immersed the audience in the joys, traditions, and messages of the season. With the combined vocal talents of nearly 60 members, the DMGMC filled the air with holiday favorites, vibrant brass, and heartwarming stories. Reminding attendees that they have the power to be the change and shine as a beacon of light for the world.

Date: December 16 & 17, 2022 • First United Methodist Church



SPRING CONCERT BATTLES FOUGHT AND WON: THE BATTLE FOR LGBTQ EQUALITY CONTINUES

'Battles Fought and Won' was a powerful expression of love and acceptance, uniting members of the LGBTQ+ and ally community through storytelling and song. Music that Matters was more than words on a page, serving as a beacon of hope, carrying the torch of progress for future generations. The chorus passionately highlighted the battles fought by the LGBTQ+ community, emphasizing the importance of unconditional love and acceptance. The concert fostered meaningful conversation that will resonate long after the show.

Date: April 1, 2023 • Sheslow Auditorium



PRIDE CABARET CAGES OR WINGS ACTIONS SPEAK LOUDER THAN WORDS

The powerful theme of self-discovery and personal freedom in 'Cages or Wings' resonated throughout the event, inspiring and uplifting the audience. As voices soared, the message urged attendees to break free from the confines that hinder their growth and embrace their authentic selves. From heart-wrenching ballads to energizing anthems, the concert took everyone on a captivating journey, celebrating individuality and diversity. 'Cages or Wings' created a magical experience that encouraged all to spread their wings and fly.

Date: June 8, 9 & 10, 2023 • Temple Theater





APPEARANCES & ACTIVITIES

ATTENDEES

10/18/22	Performed at the LGBTQ Legacy Awards	100+
11/4/22	Hosted and performed at our DMGMC Gala	
11/19/22	Performed at the Botanical Garden Gala	200+
11/20/22	Performed at pride night for the Iowa Wolves	300+
12/3/22	Went caroling during the East Village Promenade	200+
12/9/22	Performed at Arts Center's	100+
12/16-17/22	Performed our Come As You Are Holiday Concert	681
2/4/23	Small group performed at the annual Bravo Gala	500+
2/7/23	Hosted rehearsal at Grandview with a showcase	30
2/24/23	Performed at pride night for the Iowa Wild	400+
3/8/23	Performed and opened the We Say Gay rally.	450+
3/24/23	Hosted and performed at our Pride Youth Festival Chorus	15
3/29/23	Performed at the ISU Gala	150+
4/1/23	Performed our Battle Fought and Won Spring Concert	442
6/2/23	Performed at pride night for the Icubs	200+
6/8-10/23	Performed our Cages or Wings Pride Cabaret	608
6/11/23	Performed on the Pridefest main stage	300+

SEASON #22 BY THE NUMBERS

70

Active members during the 22'-23' season. Largest in 20 years.

65

Number of members who sang in a least one concert. Fourth best year of all time.

15%

Increase in followers across all our social media platforms.

\$76k

Grants received in fiscal year 23' (July 1 2022-June 2023).

\$44k

Donations received in fiscal year 23' (July 1 2022-June 2023).



FINANCIALS

FOUR YEAR FINANCIAL SUMMARY

JULY 2019 - JUNE 2023

	Years Ended June 30,					Four Year Averages
	2023	2022	2021	2020	TOTAL	
REVENUE						
PUBLIC SUPPORT:						
Contributions from Foundations	6,903	425			7,328	1,832
Contributions From Individuals	28,059	34,827	32,702	23,484	119,072	29,768
Contributions From Corporation	2,683	8,252	1,060	6,700	18,695	4,674
Matching Gifts	588		360	800	1,748	437
Private Grants	44,000	19,275	6,225	13,750	83,250	20,813
Government Grants	15,000	25,000	17,000	7,500	64,500	16,125
Eat.Drink.Sing Event	19,814			21,960	41,774	10,444
Other Events	2,468	848		833	4,149	1,037
Raffle Ticket Sales				735	735	184
Concert Sponsorships		10,665			10,665	2,666
Board Contributions			400		400	100
Memorials & Honoraria	3,095	3,030	4,080	2,171	12,376	3,094
Workplace Giving Programs	1,662	5,809	2,338	435	10,244	2,561
In-Kind Contributions	407	1,356		445	2,207	552
Membership Dues	3,675	3,450		1,200	8,325	2,081
less-Dues Waivers		(125)			(125)	(31)
Total Public Support	128,354	112,812	64,165	80,012	385,343	96,336
PROGRAM SERVICES:						
Ticket Sales - Holiday Concert	16,320	21,400		22,480	60,200	15,050
Ticket Sales - Spring Concert	10,100	10,505			20,605	5,151
Ticket Sales - Pride Concert	20,440	21,824			42,264	10,566
Performance Fees	1,100	2,280		1,250	4,630	1,158
Total Program Services	47,960	56,009		23,730	127,699	31,925
OTHER REVENUE:						
Merchandise sales	40	160		35	235	59
Miscellaneous Income				75	75	19
Advertising				449	449	112
Total Other Revenue	40	160		559	759	190
Total Revenue	\$ 176,354	\$ 168,981	\$ 64,165	\$ 104,301	\$ 513,801	\$ 128,450
EXPENSES						
STAFF:						
Artistic Director's Contract	\$ 23,400	\$ 11,850	\$ 13,004	\$ 26,040	\$ 74,294	\$ 18,574
Interim Directors		12,750			12,750	3,188
Operations Manager's Contract	18,975	22,000	16,800	10,222	67,997	16,999
HarMeny Director's Contract	6,900	6,850	5,610	6,120	25,480	6,370
Accountant's Contract	3,000	3,125			6,125	1,531
Section Leaders	1,040				1,040	260
Interpreter	500	1,100			1,600	400
Stage Manager	1,607				1,607	402
Staff Recruitment Costs		192	648		840	210
Total Staff Expenses	55,422	57,867	36,062	42,382	191,733	47,933
CONTRACTUAL SERVICES:						
Accompanist Fees	2,000	3,250		765	6,015	1,504
Associate Accompanist	101				101	25
Musician & Talent Fees	7,050	5,538		3,120	15,708	3,927
Event Catering Fees	7,015			4,406	11,422	2,855
Photography	850	350	130		1,330	333
Audio Recording Fees	2,405	4,475	2,750	660	10,290	2,573
Graphic Design Fees	3,100	2,039	497	1,960	7,596	1,899
Professional Services	3,108	24,144	2,500	3,073	32,825	8,206
Marketing Contractor	3,998				3,998	999
Total Contractual Services	29,627	39,796	5,877	13,984	89,284	22,321

FINANCIALS

FOUR YEAR FINANCIAL SUMMARY, CONT.

JULY 2019 - JUNE 2023

	Years Ended June 30,				TOTAL	Four Year Averages
	2023	2022	2021	2020		
OPERATIONS:						
Grants to Organizations			1,630		1,630	408
Grants to Individuals				166	166	41
Conferences	2,761	425	200	200	3,586	896
Advertising	904	2,168	543	1,344	4,958	1,239
Supplies	4,096	7,616	1,516	1,880	15,108	3,777
Concert Props	3,256				3,256	814
Other Rentals	3,461	4,873	25	2,650	11,009	2,752
Printing	4,645	3,218	1,905	3,236	13,004	3,251
Printing-Scores	1,227	1,544		353	3,125	781
Travel & Lodging	1,205	1,333			2,538	635
Music Purchases	9,076	3,328	58	2,687	15,148	3,787
Licensing Fees	960	1,650	620	919	4,149	1,037
Annual Meeting		79		159	239	60
Memberships				420	420	105
Concert Receptions	803			218	1,021	255
Total Operations	32,394	26,234	6,498	14,232	79,357	19,839
TECHNOLOGY:						
Website Maintenance	270	231	342	216	1,059	265
IT Equipment & Software	7,524	5,017	1,902	1,604	16,046	4,012
Total Technology	7,793	5,248	2,244	1,820	17,105	4,276
FACILITIES:						
Mickle Center Rent	3,060	2,760	2,760	2,760	11,340	2,835
Concert Venue Rentals	9,549	6,150		1,500	17,199	4,300
Total Facilities	12,609	8,910	2,760	4,260	28,539	7,135
POSTAL SERVICES:						
Postage	1,405	1,320	626	1,336	4,686	1,171
Postage Permits	275	265	240	235	1,015	254
PO Box Rental	130	114	112	112	468	117
Mailing Services	541	357		281	1,180	295
Total Postal Services	2,351	2,056	978	1,964	7,348	1,837
FINANCIAL:						
Interest Expense		656	660		1,316	329
Insurance	1,236	1,265	1,087	250	3,838	960
Bank Charges	35	12	24	24	95	24
Neon CRM Fees	4,034	4,787	543	1,936	11,299	2,825
ArtsPeople Fees	1,307				1,307	327
Click & Pledge Fees			16	28	44	11
Eventbrite Fees				699	699	175
GALA Annual Dues	593	304	304	375	1,575	394
Chorus Connection Fees	1,056	993	900	977	3,926	981
Credit Card Fees		44			44	11
Total Financial	8,261	8,060	3,533	4,288	24,142	6,035
Total Expenses	148,457	148,170	57,951	82,931	437,509	109,377
Net Suplus	\$ 27,897	\$ 20,811	\$ 6,213	\$ 21,371	\$ 76,292	\$ 19,073