SUMMARY

Music Director Reuben M. Reynolds, III, oversaw a remarkable season:

• 21 public performances
• 3 world premieres
• 63 members sang their first concert
• 276 active members
• $44,000 raised for LGBT beneficiaries

The organization was led by Jeffrey Fatchaline as President. Michael Gillespie served as Vice President, Stephen M. Conner as Treasurer and Adam Kirk Edgarton as Clerk. Other board members included John Beaudreau, Izzy Berdan, Stephen Earheart, Jay Joynes, Michael J. Leclerc, Peter Logue, Andrew Martinez, Theresa Murray, David A. Shaffer, Theresa Smith, Frank Sutter and Michelle Wu. Membership Services co-chairs were Jim Freiman-Polli and Nicholas Everage.

IMPACT

• Performed at Celebration of Life Dinner for the Boston Living Center.
• WBZ Blink: 30,000 live and 100K+ on tv
• First LGBT Chorus to perform at Catholic College of Holy Cross in Worcester, MA
• MA Nonprofit Network 2016 award for Best Communications (first for an LGBT group and first for a performance arts group)
• Interfaith service of 9 different congregations in honor of Orlando victims
• Denver, CO, performance for quadrennial LGBT choral festival
• BGMC BassRunners (sponsored softball team) wins division 3rd year in a row
The Boston Gay Men’s Chorus serves a well-educated, gender-balanced and economically diverse population.

**EDUCATION**

- Completed High School: 33%
- Completed College: 36%
- Completed Graduate School: 31%

**INCOME**

- $0 - $29,999: 5%
- $30,000 - $49,999: 10%
- $50,000 - $99,999: 46%
- $100,000 - $124,999: 5%
- $125,000 - $149,999: 6%
- > $149,999: 19%

**SEXUAL ORIENTATION**

- Heterosexual: 54%
- Gay: 37%
- Lesbian: 6%
- Bisexual: 3%

**AGE**

- 18-24: 5%
- 25-34: 16%
- 35-44: 12%
- 45-54: 21%
- 55-64: 23%
- 65-74: 12%
- 75+: 7%

**POLITICAL AFFILIATIONS**

- Democratic: 62%
- Republican: 8%
- No Party: 28%
- Independent: 2%

**GENDER**

- Male: 35%
- Female: 65%

(Information gathered from Acxiom consumer data, based on ticket purchases 2009-2016.)

**SOCIAL MEDIA IMPACT**

- Facebook: 5,706 likes, 144,838 video views
- Twitter: 1,929 followers
- LinkedIn: 426 connections
- YouTube: 350,000 views
- Instagram: 575 followers
- iTunes: 12,347 downloads
Gay Men's Chorus at Holy Cross a 'revolutionary' achievement

The College of the Holy Cross played host to the Boston Gay Men's Chorus on April 2, but few knew at the time Worcester was playing host to a significant milestone in the gay rights movement.

Holy Cross's canonist, from what faculty members and a Worcester Magazine reporter could tell from interviews and Internet research, marked the first time a gay men's chorus has been invited to perform a concert by a Catholic institution in the United States, and only the second time a gay men's chorus has performed at a Catholic institution.

"We're fortunate that we have a number of members who have been with the chorus since day one [34 years ago]," BGMC director Craig Coogan said. "And to their recollection, we've never been invited to perform at a Catholic institution. We've certainly tried."

Gay marriage spotlight

"The old boys are against Scott Lively..."

The path to the marriage equality movement started in the 1960s, around the time of the Stonewall riots, but it was the collection of events in the 1990s and 2000s, including the Supreme Court's 2013 decision in Obergefell v. Hodges, that led to the landmark marriage equality ruling in 2015. However, the movement is far from over, with ongoing litigation and arguments over the definition of marriage and the rights of same-sex couples.

The task of making gay marriage legal in all 50 states has been a long and arduous one, but it has been an important step in the fight for equality. As the movement continues, there will be ongoing battles over issues such as adoption rights, parental rights, and the rights of gay and lesbian couples to marry in other countries.

It is unclear how the movement will continue to evolve, but one thing is certain: it will be a long and difficult journey. But the movement is gaining momentum, and it is clear that it will take time to see the fruits of their labor.
The organization is in a strong and stable financial condition. The 2013 loan continues to be paid down per its agreement.

### Notes
- Figures are final 2015-16 internal numbers submitted to the auditors. The audit is expected to be completed by November 30, 2016, with the tax return filed on time without an extension in December.

<table>
<thead>
<tr>
<th>August 31, 2015</th>
<th>August 31, 2016 Actual (as of 09/07/2016)</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td>16,017.21</td>
<td>18,647.91</td>
<td>2,630.70</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>10,485.19</td>
<td>0.00</td>
<td>(10,485.19)</td>
</tr>
<tr>
<td>Current Assets</td>
<td>1,100.00</td>
<td>1,100.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Tour - Prepaid Costs</td>
<td>0.00</td>
<td>1,652.36</td>
<td>1,652.36</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>486.94</td>
<td>0.00</td>
<td>(486.94)</td>
</tr>
<tr>
<td>Endowment / LPL</td>
<td>30,000.76</td>
<td>42,516.27</td>
<td>12,515.51</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>22,892.31</td>
<td>4,433.14</td>
<td>(18,459.17) Broadway @ prepayments</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>80,982.41</td>
<td>68,349.68</td>
<td>(12,632.73)</td>
</tr>
<tr>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>9,199.46</td>
<td>1,363.04</td>
<td>(7,836.42) All bills current</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>7,237.31</td>
<td>6,987.98</td>
<td>(249.33)</td>
</tr>
<tr>
<td>Long Term Liabilities</td>
<td>33,000.00</td>
<td>21,000.00</td>
<td>(12,000.00) Internal financed debt</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>49,436.77</td>
<td>29,351.02</td>
<td>(20,085.75)</td>
</tr>
<tr>
<td><strong>EQUITY</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>10,903.21</td>
<td>31,545.64</td>
<td>20,642.43 FY 15 surplus</td>
</tr>
<tr>
<td>Net Income</td>
<td>20,642.43</td>
<td>7,453.02</td>
<td>(13,189.41) See P&amp;L detail</td>
</tr>
<tr>
<td><strong>TOTAL EQUITY</strong></td>
<td>31,545.64</td>
<td>38,998.66</td>
<td>7,453.02</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>80,982.41</td>
<td>68,349.68</td>
<td>(12,632.73)</td>
</tr>
</tbody>
</table>
• The Chorus ended the fiscal year in the black for the fourth year in a row.

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>August 31,2016</th>
<th>YTD Budget</th>
<th>Variance</th>
<th>Aug 31,2015</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(as of 09/07/2016)</td>
<td></td>
<td></td>
<td>Actual</td>
<td>year to year</td>
<td></td>
</tr>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CONTRIBUTED INCOME</td>
<td>248,197.51</td>
<td>225,672.00</td>
<td>22,525.51</td>
<td>220,733.10</td>
<td>27,464.41</td>
<td></td>
</tr>
<tr>
<td>EARNED INCOME</td>
<td>471,624.23</td>
<td>599,328.00</td>
<td>(127,703.77)</td>
<td>497,263.85</td>
<td>(25,639.62)</td>
<td>1 event didn't work</td>
</tr>
<tr>
<td>TOUR INCOME</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>502,729.56</td>
<td>(502,729.56)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>719,821.74</td>
<td>825,000.00</td>
<td>(105,178.26)</td>
<td>1,220,726.51</td>
<td>(500,904.77)</td>
<td></td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>217,171.39</td>
<td>269,613.00</td>
<td>(52,441.61)</td>
<td>173,279.68</td>
<td>43,891.71</td>
<td>Event cost savings</td>
</tr>
<tr>
<td>ARTISTIC</td>
<td>126,786.28</td>
<td>128,866.00</td>
<td>(2,079.72)</td>
<td>135,390.01</td>
<td>(8,603.73)</td>
<td></td>
</tr>
<tr>
<td>TOUR COSTS</td>
<td>26,457.78</td>
<td>36,450.00</td>
<td>(9,992.22)</td>
<td>515,255.44</td>
<td>(488,797.66)</td>
<td>One time costs</td>
</tr>
<tr>
<td>MARKETING</td>
<td>98,711.49</td>
<td>103,245.00</td>
<td>(4,533.51)</td>
<td>112,635.59</td>
<td>(13,924.10)</td>
<td></td>
</tr>
<tr>
<td>WAGES</td>
<td>242,754.84</td>
<td>286,826.00</td>
<td>(44,071.16)</td>
<td>262,549.50</td>
<td>(19,794.66)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>711,881.78</td>
<td>825,000.00</td>
<td>(113,118.22)</td>
<td>1,199,110.22</td>
<td>(487,228.44)</td>
<td></td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>7,939.96</td>
<td>0.00</td>
<td>7,939.96</td>
<td>21,616.29</td>
<td>(13,676.33)</td>
<td></td>
</tr>
<tr>
<td>DEPRECIATION - Non Cash</td>
<td>486.94</td>
<td></td>
<td>486.94</td>
<td>973.86</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td><strong>IN-KIND INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Services</td>
<td>1,452.05</td>
<td>0.00</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>(175.61)</td>
<td></td>
</tr>
<tr>
<td><strong>Total IN-KIND INCOME</strong></td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td><strong>IN-KIND EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Services</td>
<td>1,452.05</td>
<td>0.00</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>(175.61)</td>
<td></td>
</tr>
<tr>
<td><strong>Total IN-KIND EXPENSES</strong></td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>Total Other Expense</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>1,627.66</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>Net Other Income</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>7,453.02</td>
<td>0.00</td>
<td>7,453.02</td>
<td>20,642.43</td>
<td>(13,676.33)</td>
<td></td>
</tr>
</tbody>
</table>

NOTE: Figures are final 2015-16 internal numbers submitted to the auditors. The audit is expected to be completed by November 30, 2016, with the tax return filed on time without an extension in December.
A more detailed analysis shows that Individual Contributions make up the majority of contributed income:

Corporate Matching $19,315.28
Grants $51,800
Restricted Donation $10,000
Individual Donations 167,082.23

A more detailed analysis shows that Ticket Income and Fundraising Events constitute nearly all earned income:

Advertising Revenue 11,749.83
Merchandise 232.98
Membership Related 42,093.00
Performance fees 19,650.00
Fundraising Events 102,983.42
Ticket Income 294,915.00

Program, Administrative and Fundraising expenses are allocated on a percentage basis.
PURPOSE

To inspire

MISSION

The Boston Gay Men’s Chorus creates musical experiences to inspire change, build community and celebrate difference.

CORE VALUES

We’re a family with a tradition of excellence

- We provide a safe and welcoming community to be ourselves
- We make music that makes us and our audiences proud
- We operate with integrity
- We genuinely care for each other; bringing out the best of each other — we are at our best as a group
- We change hearts and minds through our presence and our music
- We are from diverse backgrounds but have a shared passion for music
- We choose to give our time and talents — getting back more than we give
- We have fun!

Photo: Izzy Berdan
Jingle All the Way

BGMC puts the Merry into Christmas!

New England Conservatory’s Jordan Hall
December 11 at 3pm
December 16 at 8pm
December 17 at 8pm
December 18 at 8pm

CABARET

Some of BGMC’s finest in a casual, unique and fun-filled Cabaret.

Friday  February 24 at 8pm
Saturday  February 25 at 5pm and 8pm
Sunday  February 26 at 3pm (VIP)
at Club Café

Photo: Alexis Scheer

BGMC puts the Merry into Christmas!

Jingle All the Way

New England Conservatory’s Jordan Hall
December 11 at 3pm
December 16 at 8pm
December 17 at 8pm
December 18 at 8pm

Let’s Hear it for the Boys

Boy Bands - BGMC style

New England Conservatory’s Jordan Hall
March 18 at 8pm
March 19 at 3pm

Anything GOES

175 singers
Special Guest Tony award winner Sutton Foster
20 piece orchestra

Boston Gay Men’s Chorus
2016-2017

Photo: Gretjen Helene Photography

Gretjen Helene Photography