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

- 26 public performances
- 73 members sang their first concert
- 307 active members
- $42,000 raised for LGBTQ beneficiaries

The organization was led by President Stephen M. Conner, Vice-President John Beaudreau, Treasurer Jeffrey Fatchaline, and Clerk Ryan Miller. Also serving on the board of directors were Izzy Berdan, Michael Hilwig, Michael J. Leclerc, Theresa Murray, Eric Rezsnyck, David A. Shaffer and Frank Sutter. Membership Services co-chairs were Jim Freiman and Nicholas Everage.

In addition to Reuben, the artistic staff included Principal Accompanist and Assistant Music Director Chad Weirick, Director-Choreographer Michelle Chassé, and American Sign Language interpreter LeWana Clark.

Executive Director Craig Coogan led the administrative staff of Customer Engagement Manager Sarah Shoffner and Company Manager Alex Jay Barskey.

**IMPACT**

- Community performances at MotherBrook Performing Arts Center and Timberlane Performing Arts Center
- Fenway Park National Anthem performance for approximately 36,000
- U.S. Conference of Mayors performance
- First LGBTQ chorus to tour South Africa, raising $38,000 for LGBTQ beneficiaries
The Boston Gay Men’s Chorus serves a well-educated, gender-balanced and economically diverse population.

*(Information gathered from Acxiom consumer data, based on ticket purchases 2009-2018.)*

**SOCIAL MEDIA IMPACT**

- **Facebook:** 7,500 likes, 174,700 video views
- **YouTube:** 1.5 million views/yr, 1.5K followers
- **Twitter:** 3K followers
- **LinkedIn:** 1K connections
- **iTunes:** 50K downloads to date
PROCLAMATION

Whereas, The Boston Gay Men’s Chorus has served the City of Boston since 1982 with moving performances that change hearts and minds, and has earned many artistic distinctions, awards, and accolades; and

Whereas, The Boston Gay Men’s Chorus inspires change through its ancient performances in schools, houses of worship, and community centers with its affirming message of love and acceptance of the LGBT community, and served the City of Boston; and

Whereas, The City of Boston has been a leader on LGBT issues, and consistently recognizes the value of arts and culture; and

Whereas, By performing in South Africa in June 2018, the Boston Gay Men’s Chorus will become the first gay chorus to travel and perform in South Africa, and the chorus will raise awareness of LGBT issues in South Africa as well as focus on the South African LGBT community; and

Whereas, By touring internationally, the Boston Gay Men’s Chorus affirms Boston’s position as a City that promotes global outreach, and

Therefore, L. Martin J. Walsh, Mayor of Boston, do hereby proclaim the weeks of June 11-25, 2018, the tour of South Africa by the Boston Gay Men’s Chorus, to be:

BOSTON GAY MEN’S CHORUS WEEK

In the City of Boston.

I urge all of my fellow Bostonians to join me in celebrating the arts and supporting the LGBT community worldwide.

Lavinia M. Felber

May 11, 2018

Sponsors: Bank of America

jetBlue

IVF New England

Mass Cultural Council

productgenesis
- The organization is in a strong and stable financial condition.
- The 2013 loan has been paid in full. The organization is debt free.

## Financial: Balance Sheet

### ASSETS

<table>
<thead>
<tr>
<th>Asset</th>
<th>August 31, 2017</th>
<th>August 31, 2018 Actual (as of 09/10/2018)</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking/Savings</td>
<td>83,094.56</td>
<td>31,771.67</td>
<td>(51,322.89)</td>
<td>Tour Deposits</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>Current Assets</td>
<td>1,100.00</td>
<td>1,333.00</td>
<td>233.00</td>
<td></td>
</tr>
<tr>
<td>Tour — Prepaid Costs</td>
<td>3,571.18</td>
<td>0.00</td>
<td>(3,571.18)</td>
<td>South Africa</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>12,963.04</td>
<td>14,934.52</td>
<td>1,971.48</td>
<td>Peacock + other next fy costs</td>
</tr>
<tr>
<td>Endowment (restricted)</td>
<td>50,000.00</td>
<td>60,000.00</td>
<td>10,000.00</td>
<td></td>
</tr>
<tr>
<td>Reserve</td>
<td>25,000.00</td>
<td>28,000.00</td>
<td>3,000.00</td>
<td></td>
</tr>
<tr>
<td>LPL — Other cash holdings</td>
<td>9,999.35</td>
<td>10,630.76</td>
<td>631.41</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>185,728.13</td>
<td>146,669.95</td>
<td>(39,058.18)</td>
<td></td>
</tr>
</tbody>
</table>

### LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>Liability</th>
<th>August 31, 2017</th>
<th>August 31, 2018 Actual</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>3,556.13</td>
<td>1,062.47</td>
<td>(2,493.66)</td>
<td>Bills current</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>21,000.00</td>
<td>10,000.00</td>
<td>(11,000.00)</td>
<td>Peacock grant</td>
</tr>
<tr>
<td>Tour — Deferred Revenue</td>
<td>10,150.00</td>
<td>0.00</td>
<td>(10,150.00)</td>
<td>Restricted gifts for tour</td>
</tr>
<tr>
<td>Tour — Deferred Participant pymts</td>
<td>52,520.44</td>
<td>0.00</td>
<td>(52,620.44)</td>
<td>Deposits for S. Africa</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>1,785.55</td>
<td>2,060.45</td>
<td>274.90</td>
<td>Vacation accrual</td>
</tr>
<tr>
<td>Long Term Liabilities</td>
<td>9,000.00</td>
<td>0.00</td>
<td>(9,000.00)</td>
<td>Internal financed debt paid</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>98,012.12</td>
<td>13,122.92</td>
<td>(84,889.20)</td>
<td></td>
</tr>
</tbody>
</table>

### EQUITY

- Retained Earnings: 38,190.16, 87,716.01, 49,525.85 (FY16 surplus)
- Net Income: 49,525.85, 45,831.02, (3,694.83) (See P&L detail)

**TOTAL EQUITY**: 87,716.01, 133,547.03, 45,831.02

**TOTAL LIABILITIES & EQUITY**: 185,728.13, 146,669.95, (39,058.18)

**NOTE**: Figures are final 2017-18 internal numbers submitted to the auditors. The audit is expected to be completed by November 30, 2018, with the tax return filed on time without an extension in December.
• The Chorus ended the fiscal year with a surplus ("in the black") for the sixth consecutive year.

<table>
<thead>
<tr>
<th>August 31, 2018</th>
<th>Budget</th>
<th>Variance</th>
<th>Aug 31, 2017 Actual</th>
<th>Variance year to year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ordinary Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CONTRIBUTED INCOME</td>
<td>256,688.36</td>
<td>196,945.00</td>
<td>59,743.36</td>
<td>237,818.32</td>
</tr>
<tr>
<td>EARNED INCOME</td>
<td>598,621.99</td>
<td>588,055.00</td>
<td>10,566.99</td>
<td>552,981.23</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>855,310.35</td>
<td>785,000.00</td>
<td>70,310.35</td>
<td>790,799.55</td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>215,397.13</td>
<td>203,224.00</td>
<td>12,173.13</td>
<td>196,786.45</td>
</tr>
<tr>
<td>ARTISTIC</td>
<td>139,490.95</td>
<td>136,506.00</td>
<td>2,984.95</td>
<td>144,779.55</td>
</tr>
<tr>
<td>MARKETING</td>
<td>104,826.17</td>
<td>106,961.00</td>
<td>(2,134.83)</td>
<td>127,939.23</td>
</tr>
<tr>
<td>WAGES</td>
<td>310,759.10</td>
<td>338,309.00</td>
<td>(27,549.90)</td>
<td>271,768.47</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>770,473.35</td>
<td>785,000.00</td>
<td>(14,526.65)</td>
<td>741,273.70</td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>84,837.00</td>
<td>0.00</td>
<td>84,837.00</td>
<td>49,525.85</td>
</tr>
<tr>
<td>Relocation related costs</td>
<td>35,793.91</td>
<td></td>
<td>35,793.91</td>
<td>0.00</td>
</tr>
<tr>
<td>TOUR INCOME</td>
<td>533,320.96</td>
<td></td>
<td>486.94</td>
<td></td>
</tr>
<tr>
<td>TOUR Expense</td>
<td>536,533.03</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>IN-KIND INCOME</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Services &amp; Services</td>
<td>4,219.54</td>
<td>4,219.54</td>
<td>20,064.46</td>
<td>(15,844.92)</td>
</tr>
<tr>
<td><strong>IN-KIND EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Services &amp; Services</td>
<td>4,219.54</td>
<td>4,219.54</td>
<td>20,064.46</td>
<td>(15,844.92)</td>
</tr>
<tr>
<td>Net Other Income / Other Expense</td>
<td>(39,005.98)</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>45,831.02</td>
<td>0.00</td>
<td>49,043.09</td>
<td>49,525.85</td>
</tr>
</tbody>
</table>

NOTE: Figures are final 2017-18 internal numbers submitted to the auditors. The audit is expected to be completed by November 30, 2018, 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:

- Individual Donations: $173,185
- Restricted Donation: $21,049
- Corporate Matching: $16,455
- Grants: $46,000

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

- Ticket Income: $423,121
- Fundraising Events: $95,692
- Performance fees: $22,000
- Membership Related: $46,380
- Advertising Revenue: $10,950

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

- Program: 75%
- Fundraising: 10%
- Administrative: 15%
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!
New England Conservatory’s Jordan Hall

**Brass & Bows & Boys**

- **Saturday, March 16, 2019 at 8pm**
- **Sunday, March 17, 2019 at 3pm**

BGMC | 539 Tremont Street, Boston, MA 02116 | bgmc.org

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

- **Friday, February 22, 2019 at 8pm**
- **Saturday, February 23, 2019 at 5pm**
- **Saturday, February 23, 2019 at 8pm**
- **Sunday, February 24, 2019 at 3pm (VIP)**

Club Café

**Raise You Up**

- **Saturday, March 16, 2019 at 8pm**
- **Sunday, March 17, 2019 at 3pm**

New England Conservatory’s Jordan Hall

**Special Guest Todrick Hall**

**GOD SAVE THE QUEENS**

- **Friday, May 31, 2019 at 8pm**
- **Saturday, June 1, 2019 at 8pm**
- **Sunday, June 2, 2019 at 3pm**

New England Conservatory’s Jordan Hall