



FRCB

FRIENDS OF ROCKVILLE CIVIC BALLET

ANNUAL REPORT 2018

A 501(c)(3)-REGISTERED ORGANIZATION

www.friendsrcb.org
6225 Lone Oak Drive
Bethesda, MD 20817
Tel: 301.530.6515
Fax: 202.517.9122



PRESIDENT'S REPORT

President's Report

BY SILVIE GALLARDO

President@friendsrcb.org

Whenever I engage in conversation with someone who does not know about the FRCB, reactions are mixed, with many more expressing what I term "curious skepticism," than spellbound interest.

After all, the FRCB does not raise funds or recruit volunteers for finding cures for cancer, or heart disease, or diabetes, or to save the pandas. FRCB exists to support the Rockville Civic Ballet. This means when I have a conversation with audience members or with those outside our immediate ballet community, there is an education process that must take place before they see and before they can appreciate the value of what we do.

We support the RCB, but not just the ultimate goal of aiding our artistic leadership in putting on the shows. At the core, we exist to support the unique family that the RCB has become. This community is diverse, friendly, supportive and happy! This community is a village where adults and children find that they are valued and encouraged to be their best.

As any nonprofit organization the challenges the FRCB has faced, though several, can be distilled into two main items: money and people. Funds to "do more" are always needed, such as more scholarships or helping with set building costs or with dancer's material needs (shoes and costumes, for example). More people are needed, to share the work and undertake more and bigger efforts, such as set rebuilding and community outreach. My aversion to going constantly back to the same well applies to people just as much as to funding sources. Donor and volunteer fatigue is a real problem. In spite of the unmeasurable level of commitment and the unparalleled dedication our volunteers demonstrate, my goal is to reach out further for both more money and more people



and to work harder at showing our appreciation for the donors and volunteers already participating.

I am very proud of the accomplishments that we have achieved over this past year, and of how we have faced challenges together. We hope you join us to continue to support the Rockville Civic Ballet.

FRCB Board of Directors

Officer	2018 Board	2019 Board
President	Silvie Gallardo	Silvie Gallardo
Secretary	Nancy Popson	Nancy Popson
Treasurer	Ganga Keppetipola	Ganga Keppetipola
VP, Outreach & Education	Bill Wood	Bill Wood
VP, Fundraising & Membership	Lisa Daly	Johanna Camara

Help rebuild RCB's Third-Act set for *The Nutcracker*: Visit [www.gofundme.com/nutcrackersetbuild!](http://www.gofundme.com/nutcrackersetbuild)

Highlights of 2018

Retail gross income increased 90% to \$8872.

Total cash nearly doubled to \$16,933, with \$2122 in savings.

Funding of RCB in 2018 grew 23% to more than \$4000.

RCB expanded its 2018 performance schedule from ten shows to eleven.

The original ballet *Lancelot* premiered as the RCB Summer production.

FRCB sponsored Movie Night after *Lancelot* so RCB dancers could watch the fruit of their efforts together.

RCB Dancer Honoria more than tripled to \$2325 in 2018.

A new Archival Project began to preserve RCB repertoire, history & heritage.

FRCB grew to include 26 Family, 9 Individual and 5 alumni members.

New FRCB items were sold.

Treasurer's Report

BY GANGA KEPPETIOLA

Treasurer@friendsrcb.org

The FRCB was launched financially on May 3rd, 2017 via the opening of our checking account. Our gratitude is extended to the late Claudia Mangan and her husband, Bill Wood for contributing initial funds for the enhancement and support of the Friends of Rockville Civic Ballet. 2018 was FRCB's first full fiscal year. Our finances this year were bolstered by dine-out fundraisers, designated contributions for sets and stage pieces, donations, and the sale of FRCB-branded merchandise, baked goods, flowers for dancers, and various craft items. The FRCB has a money market account which started with donor restricted funds. In the interests of growing the account to invest, in 2018 the Board voted to put proceeds from a dine-out fundraiser, bank reward, and a grant into that account as well. Revenue for the 2018 calendar year totaled \$19,859. After expenses and administrative costs, the net income for 2018 was \$7173. The FRCB concluded 2018 with total assets equaling \$17,373, including inventory on hand and brought forward balances from the previous year.

A highlight of our 2018 fundraising activity included the debut dine-out fundraiser which was held during this year's performance of *The Nutcracker* and raised \$511. As appreciation for the hard work and time of all the volunteers of Rockville Civic Ballet and the Friends of Rockville Civic Ballet, starting in 2019 a Volunteer Appreciation Dinner will be held by the FRCB.

We express deepest thanks to the parents of dancers and other volunteers dedicating countless hours of their time sewing costumes, keeping a watchful eye over the younger dancers, creating and moving our beautiful sets, donating and selling baked goods, flowers, and crafts at our sales.



FRCB Fiscal 2018 Financial Statements with Notes

STATUS OF FRIENDS OF ROCKVILLE CIVIC BALLET

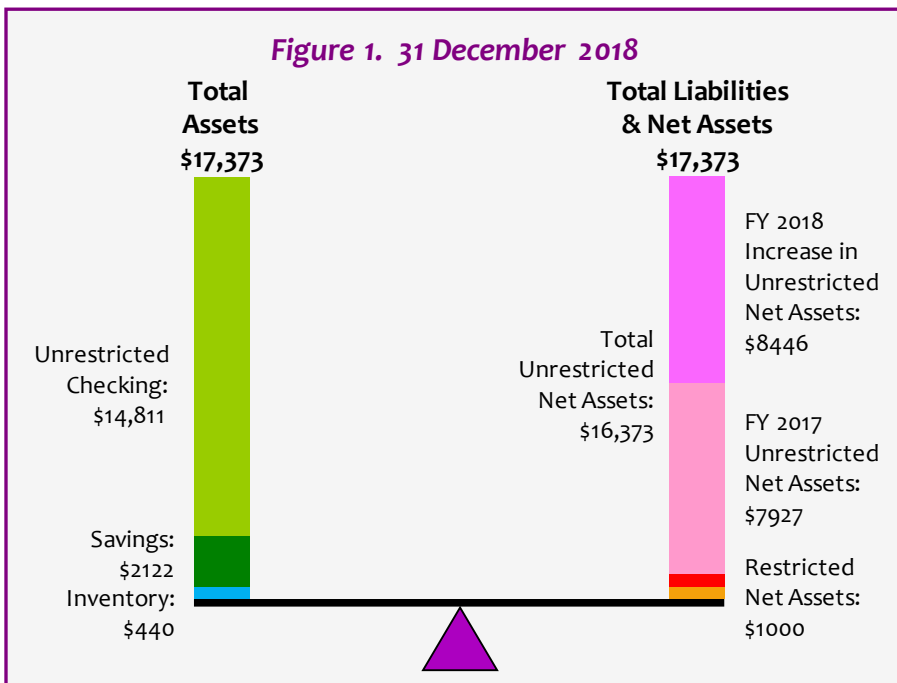
Friends of Rockville Civic Ballet, Inc. (FRCB) is a 501(c)(3)-registered organization chartered in the State of Maryland with a mission of supporting the artistic leadership of the Rockville Civic Ballet (RCB), a community-based performing company of volunteer dancers governed by the City of Rockville Department of Recreation and Parks Arts Program. With about eighty dancers, RCB stages three classical ballets yearly in the F. Scott Fitzgerald Theatre. In 2018, the RCB theatrical schedule grew from ten to eleven performances, including six shows of *The Nutcracker*. Founded in 1975 by Claudia Mangan, since 2015 the Rockville Civic Ballet has been directed by Eleanor Simpson.

Table 1. Statement of Financial Position

Assets	12/31/17	12/31/18	Change
Current Assets			
Cash			
Checking Account	9,257	14,811	5,554
Savings Account	502	2,122	1,619
Total Cash	<u>9,760</u>	<u>16,933</u>	7,173
FRCB-branded Inventory	0	440	440
Total Current Assets	<u>9,760</u>	<u>17,373</u>	7,613
Total Assets	<u>\$ 9,760</u>	<u>\$ 17,373</u>	7,613
Liabilities & Net Assets			
Accrued Liability	1,333	0	(1,333)
Net Assets			
Unrestricted Net Assets	7,927	16,373	8,446
Donor-Restricted Net Assets	500	1,000	500
Total Net Assets	<u>8,427</u>	<u>17,373</u>	8,946
Total Liabilities & Net Assets	<u>\$ 9,760</u>	<u>\$ 17,373</u>	7,613

Table 1 contains the fiscal year-end Statement of Financial Position, a form of balance sheet, that is also diagrammed in Figure 1. The Statement of Activities in Table 2 shows financial results of FRCB operations in Fiscal 2018. Table 3 has a Statement of Cash Flows during the year.

During FY 2018 FRCB had no debt and held assets only in cash and FRCB-branded inventory. This means that only Current Assets are shown on the Statement of Financial Position since there are no fixed assets.



FRCB has no employees. The FRCB Board and officers, all members or participants are volunteers, so no labor expenses are shown.

Financial Position at 2018 Fiscal Year-End

The Statement of Financial Position is a form of balance sheet, shown in Table 1; see also Figure 1. The balance sheet discloses the assets owned by FRCB on 31 December 2018 and how those assets were financed.

The FRCB balance sheet at year's-end was simple. FRCB

FRCB FISCAL 2018 FINANCIAL STATEMENTS WITH NOTES

Table 2. FRCB Statements of Activities

INCOME	FY2017	FY2018	% Change
Lobby Sales			
Bake Sale	1,517	2,544	67.7 %
Craft Sale	2,670	3,323	24.4 %
Flower Sale	3,832	6,631	73.0 %
FRCB-branded Items	1,241	1,605	29.3 %
Gross Sales	9,261	14,102	52.3 %
Costs of Goods Sold (COGS)			
Bake COGS	165	174	5.6 %
Craft COGS	1,333	1,000	- 25.0 %
Flower COGS	2,229	3,154	41.5 %
FRCB-branded COGS	853	901	5.7 %
Total COGS	4,579	5,230	14.2 %
Retail Gross Income	4,682	8,872	89.5 %
Membership Dues	715	535	- 25.2 %
Interest Income	2	8	217.4 %
Contributions			
Individual Contributions	6,905	3,586	- 48.1 %
GoFundMe Donations	737	436	- 40.8 %
Fundraising / Grants	0	992	N/A
Total Contributions	7,642	5,014	- 34.4 %
TOTAL GROSS INCOME	13,041	14,429	10.6 %
EXPENSES			
Program Support			
New Set Expenses	2,500	0	- 100 %
Dancer Honoraria	750	2,325	210 %
Archival Project	0	83	N/A
Show Expenses	0	1,600	N/A
Total Program Support	3,250	4,008	23.3 %
General & Administrative	1,364	1,453	8.1 %
Fundraising & Printing	0	22	N/A
TOTAL EXPENSES	4,614	5,483	18.8 %
CHANGE IN NET ASSETS	8,427	8,946	6.2 %
ADDITIONAL CASH FLOWS			
FRCB-branded Inventory	0	(440)	N/A
Accrued Liability	1,333	(1,333)	N/A
Net Additional Cash Flows	1,333	(1,773)	N/A
Total Net Cash Flow	\$9,760	\$7,173	- 26.5 %

held total assets of \$17,373 with \$16,933 in cash including \$2122 in savings, and \$440 in FRCB-branded goods still in inventory at year-end. With no debt, FRCB assets are self-financed by \$16,373 in unrestricted net assets and donor-restricted net assets totaling \$1000.

FRCB Sources of Funds

The Statement of Activities summarizes the financial results due to FRCB operations in Fiscal 2018, shown in Table 2. The Statement of Cash Flows during the Fiscal Year is given in Table 3. Sources of funds for FRCB are diagrammed in Figure 2.

INCOME SUMMARY

FRCB earned total gross income of \$14,133. FY 2018 unrestricted gross income was \$13,633. Total unrestricted contributions to the FRCB of \$4514 included a corporate grant of \$400. A \$500 donor-restricted contribution was received.

FRCB had revenues from a variety of sources during FY 2018, which can be aggregated into two categories: Retail Revenues and Contributions, Fundraising or Grants. FRCB derived other income from membership dues and interest on savings.

Retail gross income of \$8872 was 61.5% of total gross income, while Total Contributions were \$5014 or 34.7% of the total. Other income includes \$535 in members dues and \$8 in interest income.

Figure 2 illustrates the components of Total

Retail Gross Income and Total Contributions. All the graphs in Figures 2 and 3 are shown at identical scale, so the size of each pie can be compared in both Figures. Percentages shown in the Figures state the fraction that each slice comprises within its own pie. The Total Contribution pie can be seen to be smaller than the Total Retail Gross Income pie. Each breakout pie has an equal total area as the corresponding slice of the Total Gross Income graph.

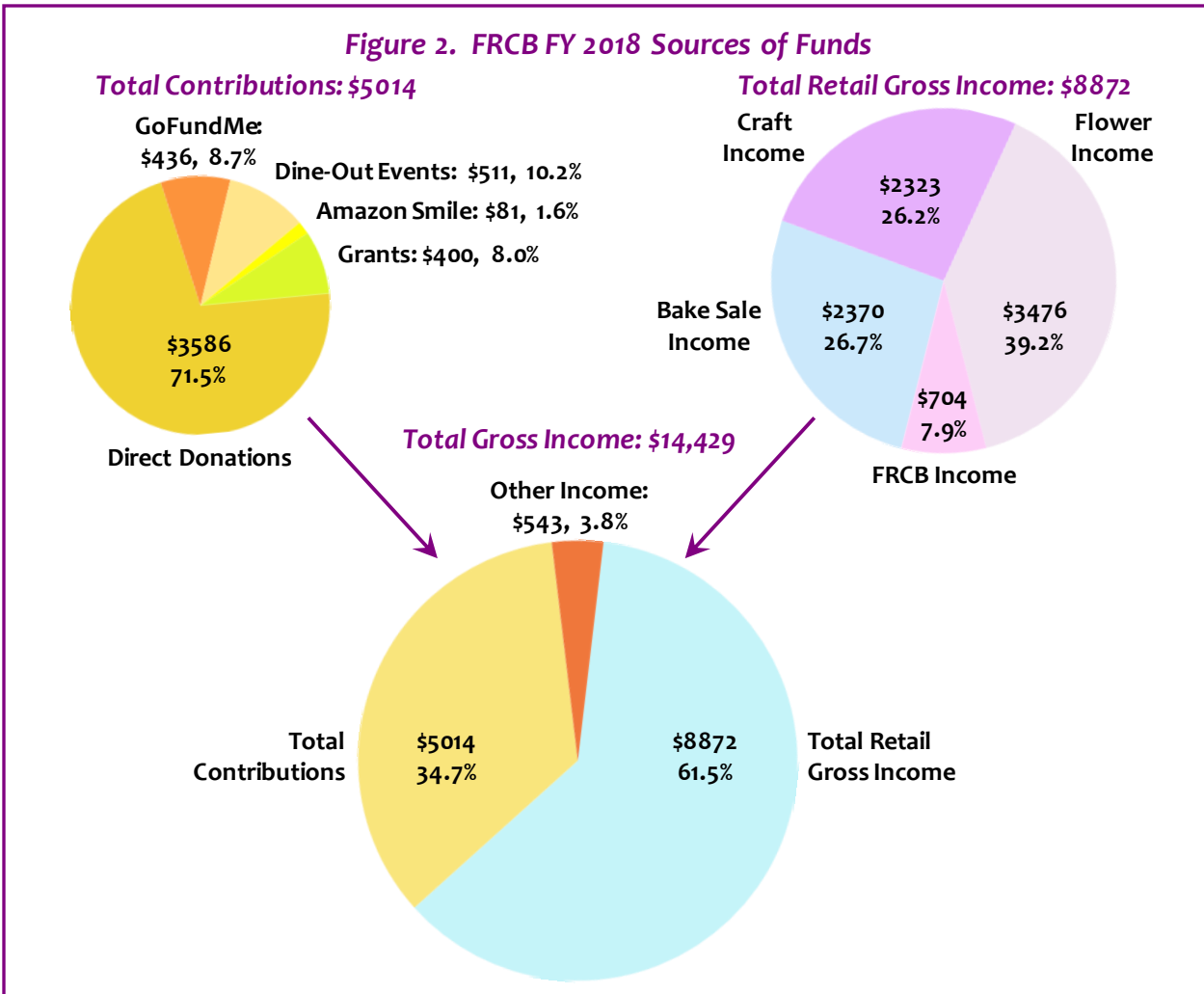
Table 3. Statement of Cash Flows

1 January 2018 to 31 December 2018

Cash-flow due to Operations	8,498
Cash-flow due to Investment	8
Cash-flow due to Financing	(1,333)
Total Cash Flow	\$ 7,173

These Notes, with the Figures, are an integral part of the accompanying FRCB FY 2018 Financial Statements.

FRCB FISCAL 2018 FINANCIAL STATEMENTS WITH NOTES



LOBBY SALES

FRCB conducts retail sales in the Lobby of the F. Scott Fitzgerald Theatre before and during ballet productions. FRCB hosts a bake sale for ballet audiences, with pre-wrapped food and drinks provided by participating families. In addition, flowers obtained commercially are sold, offering free on-stage delivery of flowers to dancers. FRCB may also sell FRCB-branded goods, conduct raffles or include a craft sale. Sales in the theater lobby during ballets produced total retail gross income of \$8872.

There is significant variance among categories in the retail revenues and gross margins achieved, averaging 62.9%. The bake sales enjoyed high margins due to the donation of snacks to be sold. Flower sales obtained fresh flowers commercially, realizing a normal 52.4% margin. Held only during *The Nutcracker*, with goods acquired at advantageous cost throughout the year, the craft sale yielded a respectable 69.9% gross margin. FRCB-branded sales were challenged with lower revenues and a smaller margin of 43.8% due to the higher costs of ordering items from small-lot vendors.

CONTRIBUTIONS

In 2018, FRCB benefited by total contributions of \$5014 from a number of donors and fundraising programs. Within Total Contributions, direct do-

Note: Dollar values only are shown in these Financial Statements. Calculations are done to the penny, while each value is shown rounded to the nearest dollar. The sums shown may not tally exactly due to rounding error but are correct, rounded to the nearest dollar.

FRCB FISCAL 2018 FINANCIAL STATEMENTS WITH NOTES

nations to FRCB of \$3586 clearly provided the bulk of income. A \$500 donor-restricted contribution was received in 2018, with the change in restricted net assets shown in red in Figure 1. \$436 was donated through GoFundMe, related to the successful 2017 campaign to rebuild RCB’s elaborate first-act set for *The Nutcracker*. Three new sources of contributions emerged during FY 2018. FRCB began participating in the Amazon Smile program, allowing FRCB to benefit from purchases made by members and supporters. But proceeds from this program were small, only \$81. FRCB received \$511 from participation in a Chipotle Dine-Out program during Tech Week of *The Nutcracker* as dancers and their families bought dinner before the Wednesday rehearsal. In addition, FRCB obtained a grant of \$400 from Northrup Grumman intended to encourage volunteerism.

OTHER INCOME: FEES & INTEREST

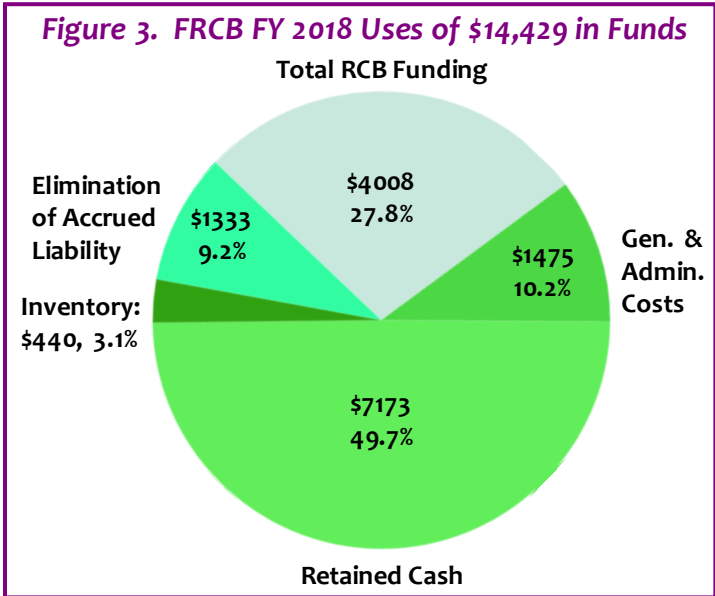
FRCB is supported by a membership that paid annual dues totaling \$535 in Fiscal 2018. Members are entitled to attend general membership meetings, vote in FRCB elections, serve as board members or participate as volunteers in FRCB projects. The savings account yielded eight dollars in interest. Hence, in Figure 2, Other Income is shown as totaling \$543.

Uses of Funds

PROGRAM FUNDING

Program expenditures in support of the FRCB charitable mission totaled \$4008 for 2018. The program of dancer recognition in the form of honoraria intended to defray some of costs of performing with the Rockville Civic Ballet was expanded to \$2325 in funding. An archival project began preserving and securing the RCB repertoire, history and heritage. During FY 2018, the FRCB board approved \$1600 to cover certain costs of RCB productions.

The purposes for which the FRCB is formed are as follows: The Friends of Rockville Civic Ballet (FRCB) provides its members the unique opportunity to engage more deeply with the art of dance and to help preserve RCB’s inclusiveness, diversity and unique bond of community. FRCB’s mission is to support the Artistic Leadership of the RCB and its performances and programs through volunteer support of RCB’s operations and fundraising. This support will have as one of its goals to preserve the works in the RCB’s repertoire and thus secure the continuity of the company.



GENERAL, ADMINISTRATIVE & FUNDRAISING COSTS

General, administrative and fundraising costs totaled \$1475 in FY 2018. A Suntrust Rewards program provided \$200, offsetting and reducing other general or administrative expenses. Fundraising expenses were limited to \$22 in printing costs.

INCREASE IN NET ASSETS

Net Assets increased by \$8946, with \$8446 being unrestricted. Total cash rose by \$7173 to \$16,933, with \$2122 being held in an interest-bearing savings account. Also, \$1333 in unrestricted cash was used to pay the Accrued Liability for a craft-sale invoice from FY 2017. FRCB-branded goods were acquired to support retail sales, with \$440 in FRCB-branded merchandise remaining in inventory at year-end.

Photo Credits: Steven Lunsford, Nancy Popson, Vicky Huang, Dinis Camara, MRPA

ROCKVILLE CIVIC BALLET IN 2018

Rockville Civic Ballet in 2018

2018 was a year of achievement for the RCB: Winning an award, expanding its performance schedule from ten to eleven performances annually, producing *Lancelot* – an original ballet, and selling out many shows.

RCB is the Maryland Outstanding Community Organization

In 2018, the Rockville Civic Ballet was recognized by the Maryland Recreation and Parks Association, winning the statewide Outstanding Community Organization Award. This biennial award recognizes the “Volunteer group/organization within the state which has contributed outstanding service within the past two years to the parks, recreation and leisure profession.”



Rockville Civic Ballet is a diverse multi-stakeholder, participatory, inclusive, cooperative, multi-disciplinary, synergistic organization which is active, physical and mental, cultural and artistic, creative and expressive, classical and ephemeral, theatrical and technical, while uniting performers and audiences, young and old, in dance and music.

Acknowledgements

The Friends of the Rockville Civic Ballet wish to express appreciation for generous support in the form of contributions & personal efforts by individuals, families & organizations of our community

Bill Wood & the Legacy of
Claudia Mangan

Charles Pavitt & Elaine Gilby

Northrup Grumman

Baskin Robbins

Bob's Shanghai 66

Betty Wisda

City of Rockville & its Dept. of
Recreation and Parks

Gallardo Law Office

Kevin DiBartolo

The Tennant Family

Alicia Trotter & Mark Simpson

Steven Lunsford

Everyone who helped with
Flower Sales, Bake Sales, the
Craft Sale or developing

FRCB-branded merchandise.