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By Cheryl Ross at 4:48 pm, May 03, 2019

City of Pell City

Application for Funding – FY 2019-2020

Name of Organization/Agency: _____

Mailing Address: _____

Street Address (if different from above): _____

Name & Title of Contact Person: _____

Contact Phone #: _____ Email Address: _____

Federal Tax ID #: _____ Website: _____

Is your Organization/Agency a corporation? _____ If so, is it a non-profit organization? _____

Amount of funds requested: _____

Detailed description of the reason for the requested funds:

Benefits (if any) provided to the Citizens of Pell City, including the number of residents receiving service in the last operating year:

Did you receive funds from the City in previous years? _____ yes _____ no

If so, what year and what were the uses of the funds:



City of Pell City

Application for Funding – FY 2019-2020 (continued)

Who is your Chief Financial Officer: _____ Phone #: _____

In addition to this application, the following items are required:

- an annual budget for the year in which the funds are requested
- most recent tax return
- most recent audited financial statements
- a list of direct funding or in-kind services received from other governmental entities
- any additional information that addresses the priorities set forth in the Appropriation Policy
- if your organization serves a population outside of Pell City, please quantify the proportion of services that benefit the residents of Pell City

I hereby approve the submission and contents of this application and agree that any grant awarded pursuant to this application will be subject to the review of the City and will be administered in conformity with the purposes stated above.

Signature: Jeff Thompson Title: _____ Date: _____

CEPA Management Corp. Fiscal Year 2018 Annual Report



The previous fiscal year saw consistent operational improvements at CEPA Management Corp., primarily in programming and administration.

In its second year, the Spotlight Drama Program, an initiative designed for performing arts outreach and education in St. Clair County, boasted an increase in participation and club membership, stronger revenue generation for participating clubs to support longevity, and saw a higher frequency of productions of increased quality. Attached to Spotlight, annual camp participation increased, as did attendance to dramatic performances.

For musical productions, a change in focus from larger touring acts to local and regional performers has produced more opportunities for residents to access live music. This comes at a lower price point for both CEPA and ticket buyers. By offering a professional performance atmosphere to musicians, the Local Sounds concert series increased the visibility of the Center as a viable performance stage in the region.

These two programming series have allowed the nonprofit to provide more to the arts and culture opportunities to the community using far fewer resources than in previous years.

Regarding administration, CEPA Management entered the fiscal year in arrears, but strong leadership from the Board of Directors helped identify reductions in spending and additional revenue generation opportunities. Combined, these led the nonprofit to a negative net income in Fiscal Year 2018 that is expected to be erased by the conclusion of FY 2019. This will allow the organization to begin building a surplus that can be used to expand programs and provide residents with more options without an increase in cost to the consumer.

FY 2018 NET INCOME -\$5,107

SPOTLIGHT PROGRAM

| | |
|--------------------|----------|
| Performances | 7 |
| Members | 258 |
| Attendance | 4,250 |
| Grant Distribution | \$1,500 |
| Total Sales | \$26,000 |

LOCAL SOUNDS

| | |
|---------------------|---------|
| Performances | 4 |
| Resident Performers | 9 |
| Attendance | 480 |
| Total Income | \$3,800 |

OTHER PERFORMANCES

| | |
|--------------|----------|
| Attendance | 1,200 |
| Total Income | \$16,800 |

PARTNER FUNDRAISERS

| | |
|--------------|---------|
| Events | 4 |
| Funds Raised | \$8,575 |

RENTALS

| | |
|--------------|---------|
| Events | 13 |
| Total Income | \$5,660 |

2019 BOARD OF DIRECTORS

Candacey Brown
Matthew Pope
Bob Barnett
Henry Fisher
Julie Funderburg

EXECUTIVE DIRECTOR

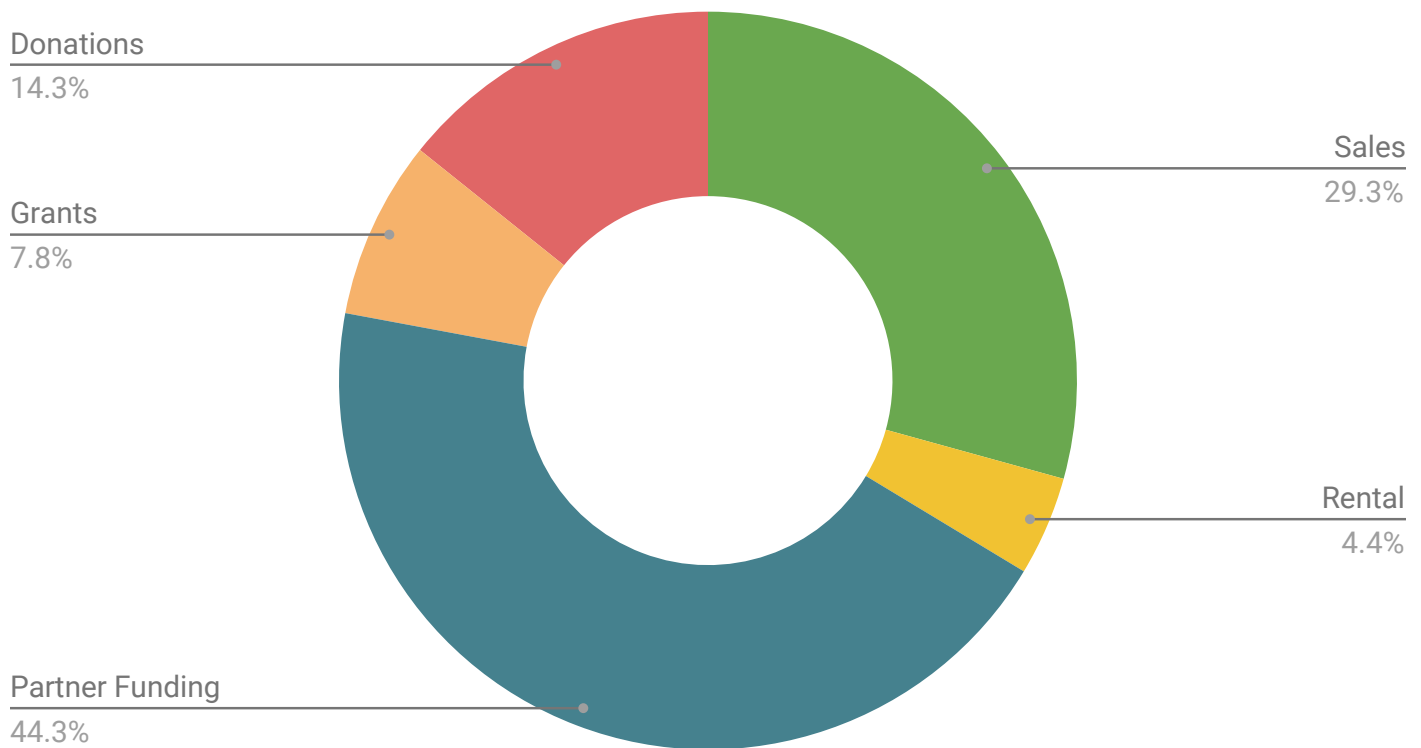
Jeff Thompson

SPOTLIGHT COORDINATOR

Lesley Gray Warren

FY 2018 Annual Report

Fiscal Year 2018 Income (Capital Removed)



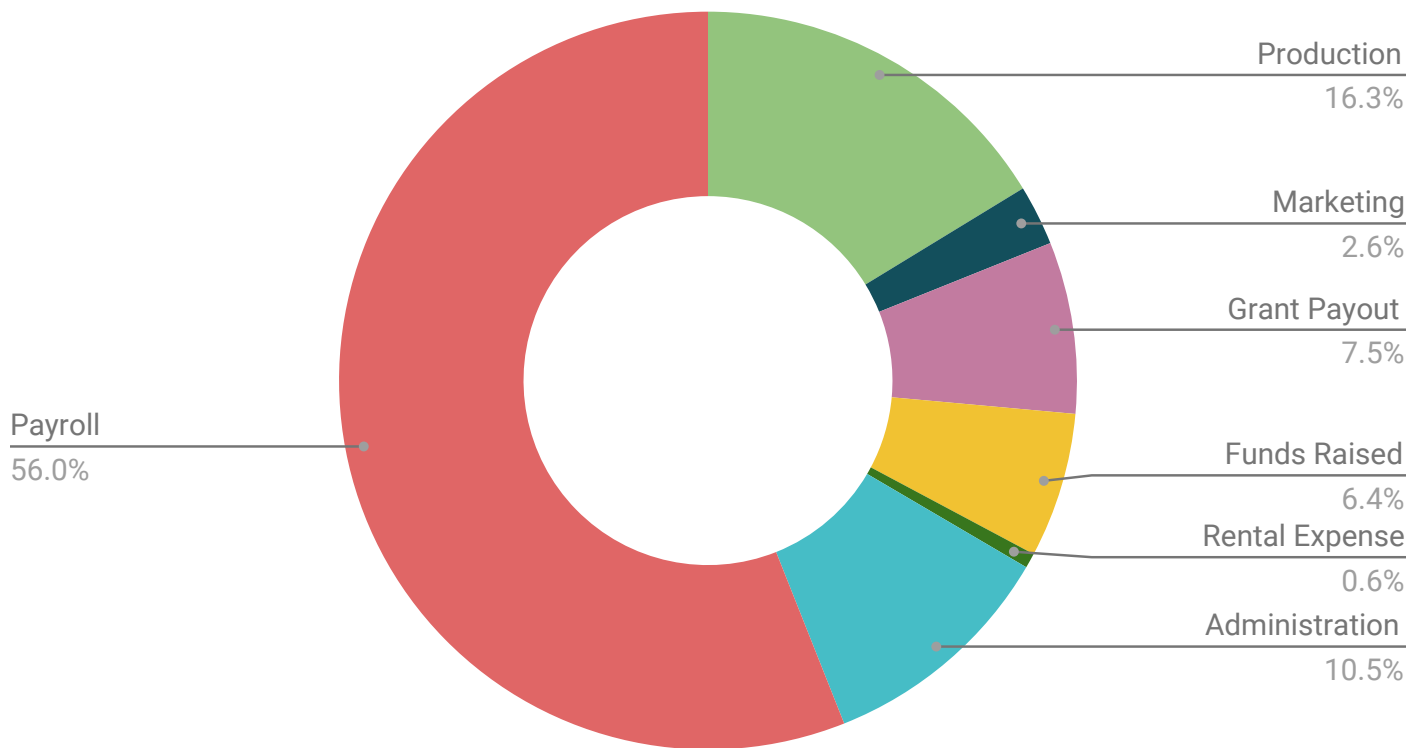
FY 2018 Operating Income: \$129,854

| | |
|------------------------|-----------------|
| Sales | \$38,034 |
| Rental | \$5,660 |
| Partner Funding | \$57,500 |
| Grants | \$10,150 |
| Donations | \$18,510 |

** Income and Expenditures from the "Every Seat, Every Word" 2017 CEPA Capital Campaign have been removed from these figures due to overlap and extension into other Fiscal Years. If included, final figures would show a -\$34,000 Net Income. A significant portion of revenue was collected in August 2017 and again in October 2018. Please see the following pages for totals on the Capital Campaign to-date.*

FY 2018 Annual Report

Fiscal Year 2018 Expenditures (Capital Removed)



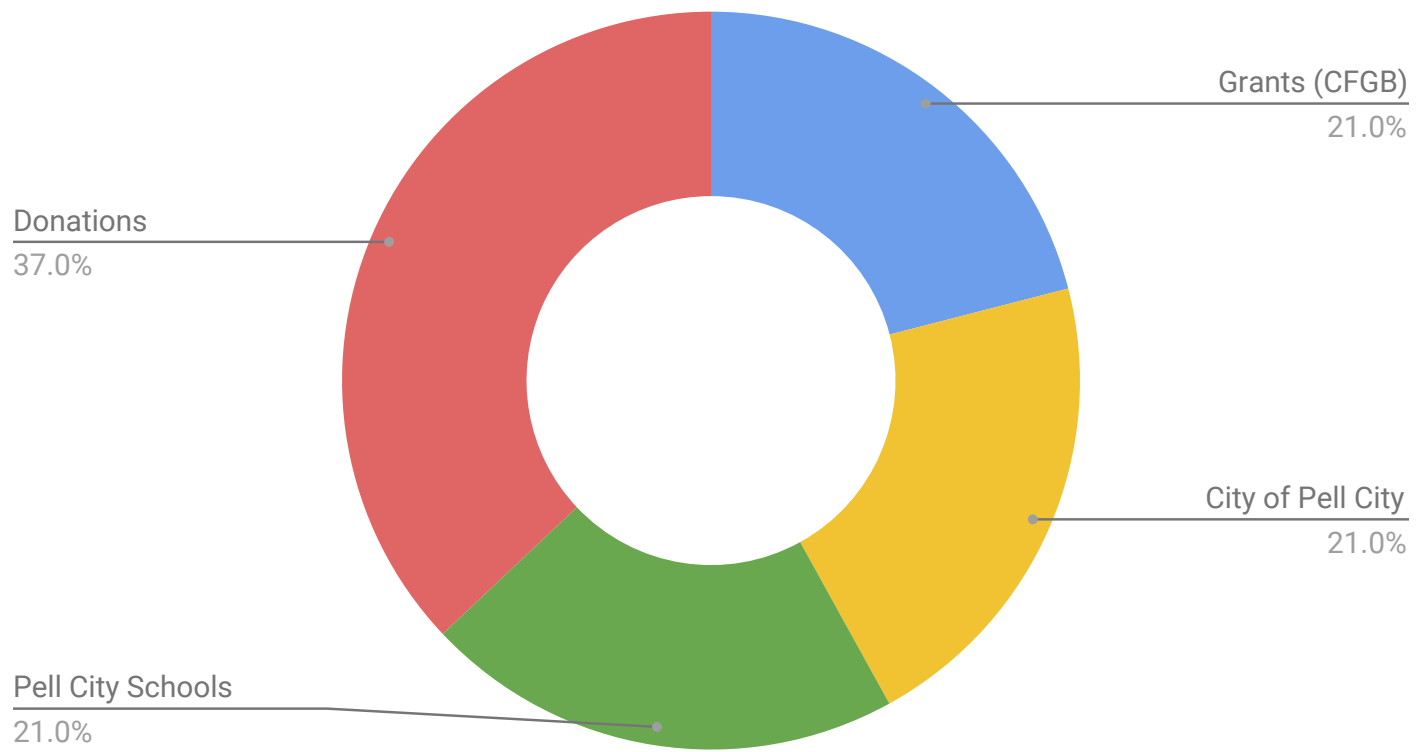
FY 2018 Operating Expenditures: **\$134,983**

| | |
|--------------------------|-----------------|
| Production | \$21,975 |
| Marketing | \$3,565 |
| Grant Payout | \$10,150 |
| Funds Raised | \$8,575 |
| Rental Agreements | \$875 |
| Administration | \$14,229 |
| Payroll | \$75,614 |

** A \$3,800 payment was made to the Pell City Board of Education in December 2018 representing the remaining Rental Income received during FY 2018. Total Rental Payment in 2018 was \$4,675.*

Capital Campaign Report

Capital Campaign Income (August 2017 - May 2019)



2017-2019 Capital Campaign Income: **\$119,133**

| | |
|--------------------------|----------|
| Grants (CFGB) | \$25,000 |
| City of Pell City | \$25,000 |
| Pell City Schools | \$25,000 |
| Donations | \$44,133 |

CEPA MANAGEMENT CORP

STATEMENT OF ACTIVITY

July 2017 - September 2019

| | TOTAL |
|-----------------------|---------------------|
| Income | |
| 630 Capital Campaign | 119,133.00 |
| Total Income | \$119,133.00 |
| GROSS PROFIT | \$119,133.00 |
| Expenses | |
| 812 Capital Purchases | 111,622.29 |
| Total Expenses | \$111,622.29 |
| NET OPERATING INCOME | \$7,510.71 |
| NET INCOME | \$7,510.71 |

CEPA Management Corp.

Fiscal Year 2019 YTD Report



CEPA Management Corp. has been highly successful in its mission to advance performing arts in the community during this fiscal year. Through refinement of objectives developed during FY 2018, our efforts have been focused on locating and illuminating local talent. This has resulted in cost-effective quality productions that draw invested crowds. Both attendance and participation figures continued to rise while income and expenditure levels have remained consistent.

The Spotlight Drama Program continues to expand, and through the efforts of Coordinator Lesley Warren will offer 11 performances to the public in FY 2019.

In addition, with tremendous support from partners and local contributors, the company completed a full upgrade of the theater's sound and lighting equipment. This will greatly benefit the facility's ability to compete for regional rental income as well as drastically improve production quality and teaching capabilities.

NOTABLE ACCOMPLISHMENTS

- » Installation of approximately \$120,000 in new technology in theater
- » Approximate 50 percent increase in Spotlight drama program participants from 258 to 375
- » Increase in number of annual theatrical productions from seven to 11
- » Local Sounds Concert Series attendance increase
- » New successful series - Old Time Gospel Hour
- » Complete sellout of theater for The WingNuts
- » Addition of two potential year-over-year renting organization (Little Miss Alabama & Annual Easter Pageant)
- » Reduction in annual energy costs due to climate management / LED lighting

FY 2019 NET YTD
\$23,560

SPOTLIGHT PROGRAM YTD

Performances **8**
Members **375**
Attendance **4,100**
Grant Distribution **\$6,500**
Total Sales **\$23,000**

LOCAL SOUNDS YTD

Performances **2**
Resident Performers **9**
Attendance **480**
Total Income **\$4,000**

OTHER PERFORMANCES YTD

Attendance **1,100**
Total Income **\$9,200**

PARTNER FUNDRAISERS YTD

Events **2**
Funds Raised **\$1,900**

RENTALS YTD

Events **6**
Total Income **\$2,045**

2019 BOARD OF DIRECTORS

Candacey Brown
Matthew Pope
Bob Barnett
Henry Fisher
Julie Funderburg

EXECUTIVE DIRECTOR

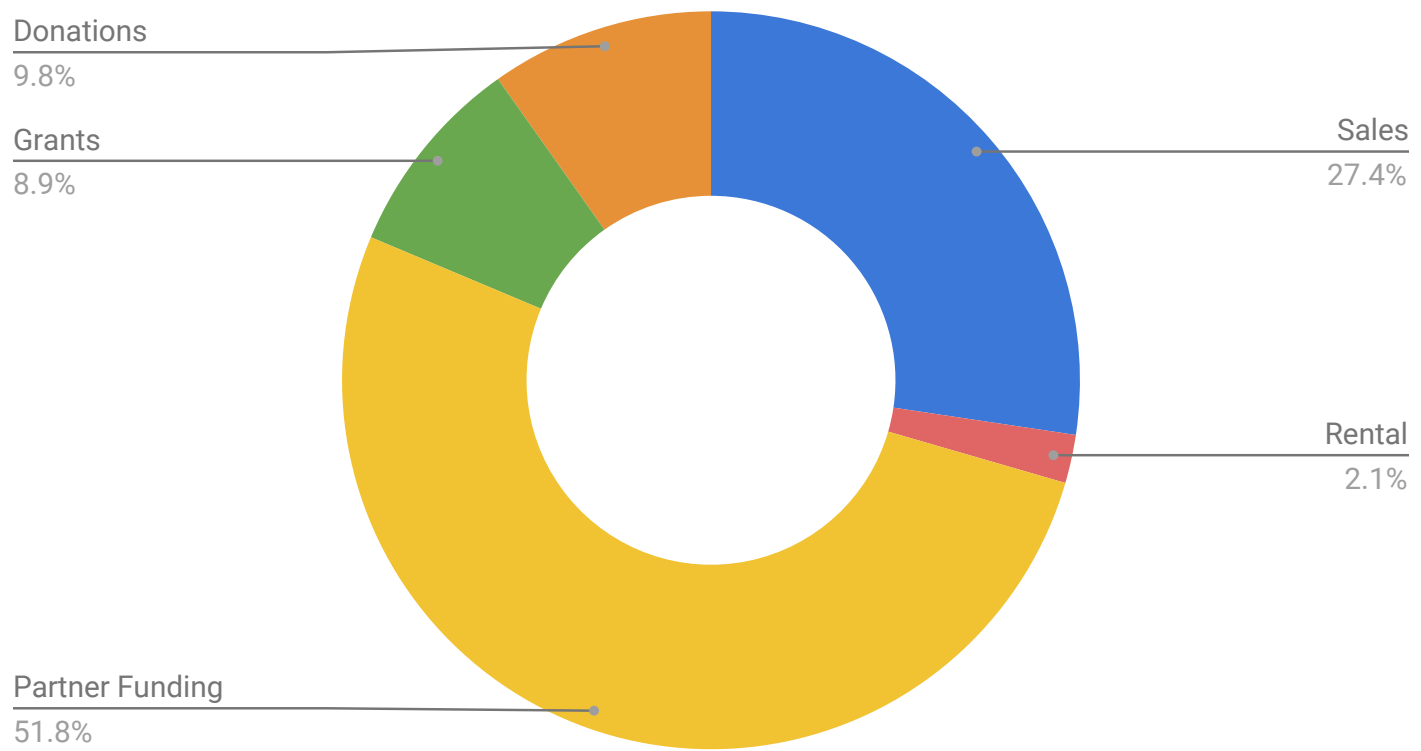
Jeff Thompson

SPOTLIGHT COORDINATOR

Lesley Gray Warren

FY 2019 YTD Report (Oct. 1- March 31)

Fiscal Year 2019 YTD Income (Minus Capital)

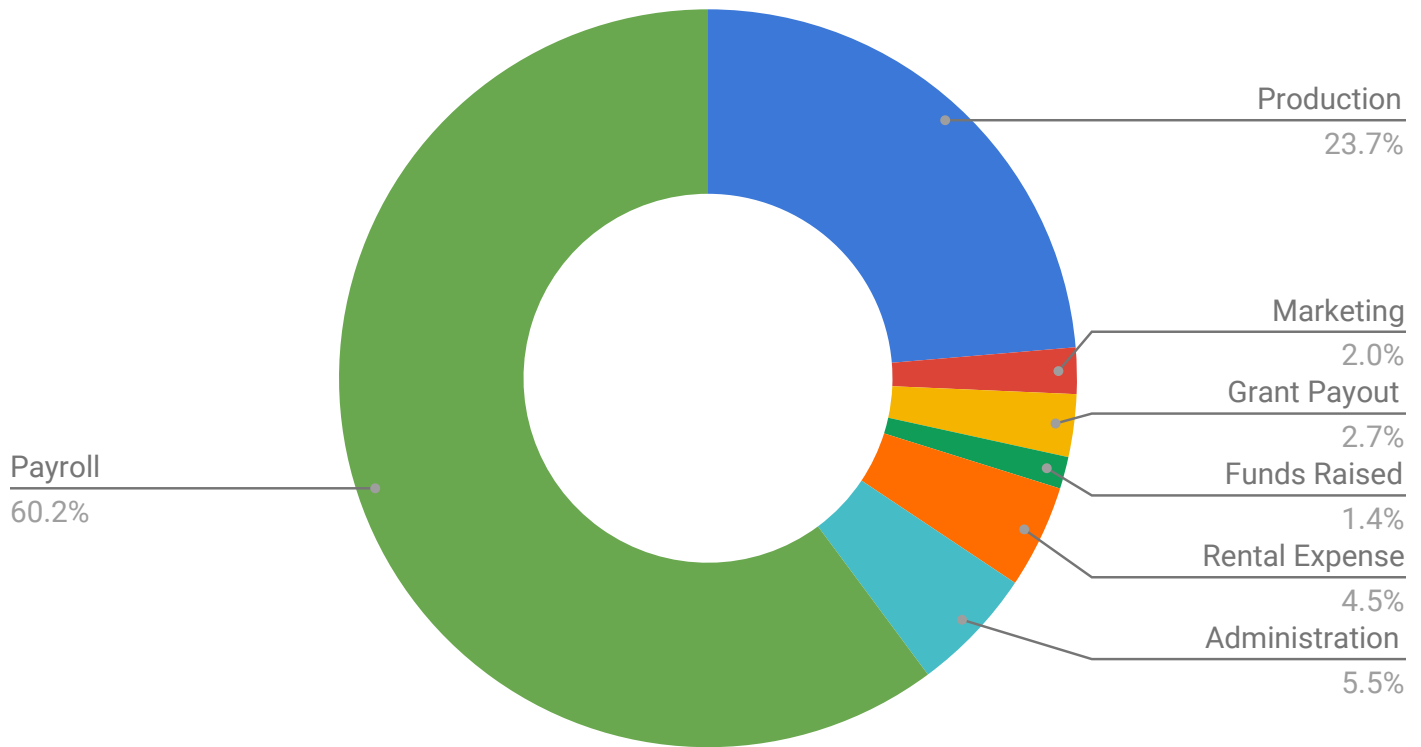


FY 2019 YTD Operating Income: **\$96,439**

| | |
|------------------------|----------|
| Sales | \$26,394 |
| Rental | \$2,045 |
| Partner Funding | \$50,000 |
| Grants | \$8,550 |
| Donations | \$9,450 |

FY 2019 YTD Report (Oct. 1- March 31)

Fiscal Year 2019 YTD Expenditures (Minus Capital)



FY 2019 YTD Operating Expenditures: **\$72,879**

| | |
|--------------------------|-----------------|
| Production | \$17,244 |
| Marketing | \$1,476 |
| Grant Payout | \$2,000 |
| Funds Raised | \$1,020 |
| Rental Agreements | \$3,300 |
| Administration | \$3,991 |
| Payroll | \$43,848 |