



Investing In Our Creative Community

# FY 2008 IN REVIEW

Our 2008 was a highly successful year as we worked to support Greater Greensboro's cultural community through fundraising, grant investments, advocacy and promotion. We secured a record level of arts funding, raising \$1,646,530 and surpassing our \$1,420,000 goal. These resources enabled us to support our area cultural organizations, schools, creative individuals, cultural projects and public art.

Our success this year was achieved as a direct result of our loyal and generous donors – our investors – from both the private and public sector who genuinely believe in the transformative power of the arts. Together, we are investing in and building up our local creative community which develops a stronger, more vibrant Greensboro! Thank you for your vision and leadership and your dedication to our important mission.

– Chuck Wallington, Chair, Board of Directors  
– Jeanie P. Duncan, CFRE, President & CEO

## 2008 ACCOMPLISHMENTS

### STRATEGIC LEADERSHIP

- New UAC strategic plan
- Arts Economic Impact Study
- New Director of Marketing and Community Affairs
- Convened with Arts Councils across the state and nation
- UAC President serves as Chair of Americans for the Arts national United Arts Fund Council

### FINANCIAL LEADERSHIP

- Exceeded 2008 goal raising \$1.6 million for the arts
- Invested \$857,964 in 20 arts organizations, 13 artists and 7 schools
- 226 New donors, representing approximately \$45,000
- Operated fiscally sound and debt-free

### ADVOCACY, OUTREACH & EDUCATION

- Advocacy Task Force in partnership with High Point Area Arts Council
- Advocated to restore Guilford County funding to \$250,000
- Advocated to restore Guilford County School Arts Curriculum Specialist and arts instructional time
- Advocated for \$2 million increase in arts funding from state legislators
- Adoption of a public art resolution to develop a temporary Public Art Commission and Greensboro Public Art Master Plan
- Strong community partnerships with Greensboro Partnership, Guilford County Education Alliance, Piedmont Triad Initiative for Community Arts, Piedmont Triad Partnership and more



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**Altina Layman**, Director of Marketing and Community Affairs  
**Jo McKinnon**, Donor Services, Finance and Grants Assistant  
**Susan Stack**, Administrative Assistant and Volunteer Coordinator

# FY 2008 FINANCIALS

The United Arts Council financial statements, for the period July 1, 2007 – June 30, 2008, have been audited by the firm of DMJ, CPA. Copies of our audited statements are available upon request.

## STATEMENT OF ACTIVITIES

### UAC INVESTMENTS IN THE ARTS



Grants \$857,964  
Services \$433,022  
Administration \$161,319

### REVENUE

	2008	2007
United Arts Fund .....	\$1,607,471	\$1,255,320
Sternberger Artists Center .....	53,805	117,232
Investment Earnings & Other Income.....	<u>(14,746)</u>	<u>44,048</u>
<b>Total Revenue</b>	<b>\$1,646,530</b>	<b>\$1,416,600</b>

### EXPENSES

Grant Investments.....	\$857,964	\$919,835
Services (Advocacy, Marketing, Planning, Research, Volunteers).....	433,022	486,537
Fund Development.....	111,262	120,204
General & Administrative .....	<u>50,057</u>	<u>50,985</u>
<b>Total Expenses</b>	<b>\$1,452,305</b>	<b>\$1,577,561</b>

## STATEMENT OF FINANCIAL POSITION

### ASSETS

Cash .....	\$170,996	\$76,217
Pledges Receivable, net .....	294,530	154,751
Prepaid Expenses.....	4,311	5,874
Property & Equipment, net.....	113,854	119,890
Endowment .....	<u>250,141</u>	<u>277,133</u>
<b>Total Assets</b>	<b>\$833,832</b>	<b>\$648,865</b>

### LIABILITIES

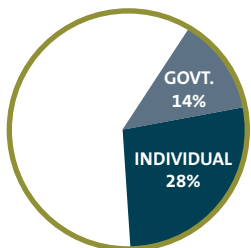
Accounts Payable .....	<u>\$9,802</u>	<u>\$19,060</u>
<b>Total Liabilities</b>	<b>\$9,802</b>	<b>\$19,060</b>

### NET ASSETS

Unrestricted .....	\$314,299	\$263,294
Temporarily Restricted .....	220,670	77,450
Permanently Restricted.....	<u>289,061</u>	<u>289,061</u>
<b>Total Net Assets</b>	<b>\$824,030</b>	<b>\$629,805</b>

**TOTAL LIABILITIES & NET ASSETS \$833,832 \$648,865**

### UAC SUPPORT BY CATEGORY



Organization \$787,342  
Individual \$462,552  
Government \$224,195  
Gift in Kind \$135,470  
Other \$36,971

# FY 2008 INVESTMENTS \$857,964

## STRATEGIC PARTNERS... \$686,787

Eastern Music Festival.....	\$120,750	Music Academy of North Carolina .....	\$35,827
Greensboro Symphony Orchestra.....	\$110,730	Greensboro Opera Company .....	\$22,985
Triad Stage.....	\$63,130	African American Atelier.....	\$21,721
Community Theatre of Greensboro.....	\$62,158	Bel Canto Company.....	\$16,597
Center for Visual Artists .....	\$59,138	Music for a Great Space .....	\$7,446
Green Hill Center for NC Art .....	\$58,195	NC Dance Project .....	\$5,524
Greensboro Ballet.....	\$50,635	Greensboro Oratorio Society.....	\$4,657
Carolina Theatre of Greensboro .....	\$47,294		

## SUPPLEMENTAL... \$25,080

Center for Visual Artist .....	Very Special Arts Festival .....	\$3,800
African American Atelier .....	African American Arts Festival .....	\$3,700
Touring Theatre Ensemble of NC .....	Family Business .....	\$2,750
Music for a Great Space .....	Manhattan Trio .....	\$2,500
Piedmont Triad Initiative for Community Arts.....	Community Arts.....	\$2,500
City Arts.....	Moving Words .....	\$2,400
Eastern Music Festival.....	Piedmont Jazz & Blues Festival .....	\$2,200
Community Theatre of Greensboro .....	Periphery.....	\$1,900
Greensboro Youth Council.....	Artistry Awards .....	\$1,080
NC Dance Project .....	Drumming/Dance Workshop.....	\$650
Bel Canto Company.....	Appalachian Echoes .....	\$600
NC Storyfest, Inc. ....	The Storytelling Festival.....	\$600
Greensboro Ballet.....	Swan Lake, Act II .....	\$400

## REGIONAL ARTISTS... \$16,100

Stephen Anderson .....	Forget Not.....	\$2,000	Susanne W. Thomas.....	Human Figure.....	\$1,000
Michael Burns .....	Piano by Bassoonist.....	\$2,000	Anne Marie Davis.....	Professional Training.....	\$600
Sean Akil Wingate.....	The Devil's Backdoor .....	\$2,000	Melissa Walker.....	Mixed Media Experience.....	\$600
Laura Avery .....	New Glaze Formulation.....	\$1,885	William R. Ridenour .....	Healing Arts CD.....	\$591
John Fadial.....	Piano CD .....	\$1,667	David Newton.....	Planer .....	\$573
Marta Richardson.....	John Jordan Violin.....	\$1,667	Betsy Bevan .....	Healing Arts CD.....	\$450
Lynn Pownell.....	Industry.....	\$1,067			

## TEACHER ART... \$9,987

Hampton Academy.....	Masks of the World.....	\$2,500
GCS Newcomers School.....	Walls of Hope .....	\$2,000
GCS Newcomers School.....	Books: Beginning to End.....	\$1,800
Falkener World IB PYP School.....	Peace Project.....	\$1,346
Academy at Lincoln.....	Visual Arts On Stage .....	\$1,000
Claxton Elementary School .....	David Holt.....	\$750
Peeler Elementary School .....	Traveling Musicians.....	\$591

## OTHER... \$120,010

Public Art, Research, Cultural and Facility Enhancements .....	\$77,071
High Point Area Arts Council (NC Arts Council pass-thru) .....	\$38,898
2008 Guilford County Teacher Resource Guide.....	\$4,041



## MESSAGE FROM THE TREASURER

Fiscal year ending June 30, 2008, ended with an operating surplus. The restoration of funds from Guilford County, combined with a successful annual campaign, placed the UAC on solid financial ground heading into fiscal year 2009 and allowed the UAC to make meaningful investments in our creative community.

The priority for our organization is to invest funds raised directly back into the community. In 2008, as in 2007, 89 percent of our expenditures were invested through grants to arts organizations, artists and schools, as well as providing services to the Greater Greensboro community such as marketing our arts industry and advocacy. General and administrative expenses remained at a low 11 percent.

The UAC completed a comprehensive strategic plan during fiscal 2008 and finances are aligned with these new strategic objectives. As part of that effort, the UAC has made key changes in how investments are made to cultural organizations, artists and schools. We believe that these are truly investments in our creative community and therefore our decisions are driven by the anticipated impact on our strategic priorities. Over the long term, this approach ensures that your gift is providing a solid return on your investment, one that will help us achieve our vision of making Greensboro a nationally recognized center for the arts.

- Mike Phillips, Treasurer, United Arts Council Board of Directors; Partner, Grant Thornton LLP

## CORPORATE & FOUNDATION SUPPORT

For period July 1, 2007 – June 30, 2008

### RENAISSANCE SOCIETY

#### Ovation \$50,000 +

Cemala Foundation  
City of Greensboro  
Guilford County  
Joseph M. Bryan Foundation of  
Greater Greensboro, Inc.  
Lincoln Financial Group  
Lorillard Tobacco Company  
State of North Carolina

#### Encore \$20,000 - \$49,999

ALG United Guaranty Corporation  
American Express Service Center  
Bank of America  
Citi Cards  
Community Foundation of Greater  
Greensboro  
Duke Energy Foundation  
News & Record  
SunTrust Bank  
VF Corporation  
VF Jeanswear (Blue Bell Foundation)  
Wachovia Corporation  
Weaver Foundation, Inc.

#### Accolade \$10,000 - \$19,999

ABC (Cone) Foundation  
Burlington Industries Foundation  
Piedmont Natural Gas Foundation

#### Acclaim \$5,000 - \$9,999

Branch Banking & Trust Co.  
Deluxe Financial Services  
Greensboro Rotary Club  
Hillsdale Fund, Inc.  
Moses Cone Health System  
Starmount Company  
Wachovia Securities

### VANGUARD SOCIETY

#### Benefactor \$2,500 - \$4,999

AT&T North Carolina  
Greensboro Bicentennial Commission  
Greensboro Merchants Association  
Marion Stedman Covington Foundation  
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Note: Every attempt has been made to ensure that all donors are included within the stated parameters and that the names are listed in accordance with the donor's wishes. Please contact Jo McKinnon at [jmckinnon@uacARTS.org](mailto:jmckinnon@uacARTS.org) or 336-373-7523, ext. 245, with questions or corrections.

# INDIVIDUAL SUPPORT

For period July 1, 2007 – June 30, 2008

## RENAISSANCE SOCIETY

### Ovation \$50,000 +

Joseph M. Bryan Jr.

### Accolade \$10,000 - \$19,999

Anonymous

### Acclaim \$5,000 - \$9,999

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