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STATE OF NEW HAMPSHIRE
DEPARTMENT of NATURAL and CULTURAL RESOURCES
STATE COUNCIL on the ARTS

19 Pillsbury Street CONCORD, NEW HAMPSHIRE 03301

December 19, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Natural and Cultural Resources, Division of the Arts to award a Public Value Partnership Grant to Symphony NH (VC #160048), Nashua, NH in the amount of \$13,500 to strengthen their capacity for affordable diverse arts programs to New Hampshire residents and visitors effective upon Governor and Executive Council approval through June 30, 2020. 100% General Funds

Funding is available in account, State Arts Development, as follows:

	<u>FY 2020</u>
03-035-035-353510-41040000-073-500575 - Grants Non Federal	\$13,500

EXPLANATION

Public Value Partnerships are awarded to nonprofit arts organizations, with a minimum of 5 years of continuous arts programming and professional staffing, to strengthen their capacity for offering affordable, diverse arts programs to New Hampshire's residents and visitors. Grant categories and deadlines are advertised through the divisions' website, social media and electronic newsletters.

At a recent meeting, the NH State Art Councilors unanimously voted to accept the Arts Division's Public Value Partnership Review Panel's recommendations for the partnerships based on its funding priority ranking within a competitive review. The six-member peer panel, facilitated by an Arts Councilor, considered 17 criteria to arrive at a consensus ranking for each application. The evaluative criteria range from the administrative capacity of the organization, artistic quality, strategic planning, to community impact and accessibility.

The Attorney General's office has approved the agreement as to form, substance and execution.

Respectfully submitted, (SR)

Sarah L. Stewart
Commissioner

16004X
FY2020 OPP1 # 9893
Acct Code: 41040000-073-3558905



NEW HAMPSHIRE STATE COUNCIL ON THE ARTS GRANT AGREEMENT

This agreement between the State of New Hampshire, New Hampshire State Council on the Arts (hereinafter "Council") and Symphony NH (hereinafter "Grantee") is to witness receipt of funds subject to the following conditions:

- GRANT PERIOD:** FY2020
- OBLIGATIONS OF THE GRANTEE:**
 - The Grantee agrees to accept \$13,500.00 and apply it to the program(s) described in the grant application and approved budget for **Investment in Cultural Infrastructure**. In the performance of this grant agreement, the Grantee is in all respects an independent contractor and is neither an agent nor employee of the State.
 - Funding credit including Council logo must appear in all programs, publicity, and promotional materials. The following wording and Council logo should be used:

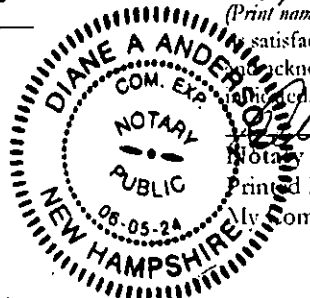
Symphony NH is supported in part by a grant from the New Hampshire State Council on the Arts & the National Endowment for the Arts.
 - The Grantee acknowledges that the NHSCA Program Coordinator may schedule a site visit to the organization and may request a site visit from the NHSCA.
 - The Grantee agrees to abide by the limitations, conditions and procedure outlined herein and in the attached appendices. If appropriated funds for this grants program are reduced or terminated, all payments under this grant may cease. That determination rests within the sole discretion of the Council.
- PAYMENT** will be made following the receipt and execution of all required documents and approval of the Governor and Executive Council.
- FINAL REPORT:** The Grantee agrees to submit a final financial and narrative report on a form provided by the Council no more than 30 days after the end of the grant period. Failure to submit the final report will render the Grantee ineligible for Council funding for two years.
- SOVEREIGN IMMUNITY:** No provision of this contract is to be deemed a waiver of sovereign immunity by the State of New Hampshire.

DACA APPROVAL
Contracting Officer for State Agency
Sarah Stewart 12/27/19
Signature Date
Name, Title: Sarah L. Stewart
Commissioner

GRANTEE SIGNATURE
Org/ Name: Symphony NH
Address: 6 Church St. Nashua NH 03060
Marc C. Thayer
Printed Name of Authorized Official for Grantee
M. Thayer, Exec. Director 10-10-19
Authorized Official's Signature & Title Date

APPROVED BY ATTORNEY GENERAL
as to form, substance and execution:
Jill Belin 1/4/2020
Office of Attorney General Date

NOTARIZATION REQUIRED:
STATE OF NEW HAMPSHIRE, COUNTY OF Hillsborough
On the 10 day of Oct 2019 before the undersigned officer, personally appeared
Marc C. Thayer
(Print name of person whose signature is being notarized)
satisfactorily proven to be the person whose name appears above,
I acknowledged that s/he executed this document in the capacity
Notary Public/ Justice of the Peace
Printed Name: Diane Anderson
My commission expires: 6/5/24



State of New Hampshire

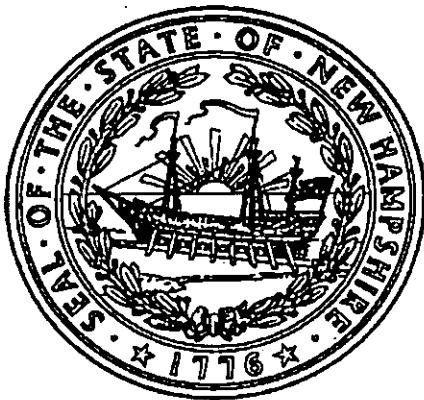
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that SYMPHONY NEW HAMPSHIRE is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on November 16, 1960. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 61912

Certificate Number: 0004603338



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 10th day of October A.D. 2019.

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State

Board Resolution

I, MARK TREMALLO, hereby certify that I am duly elected Clerk/Secretary of
(Name)

Symphony NH I hereby certify the following is a true copy of a vote taken ^{by unanimous written} at
(Name of Organization) ~~a meeting~~ of the Board of Directors/shareholders, ^{dated} ~~duly called and held on~~ October 15, 2019
~~Consent~~

at which a quorum of the Directors/shareholders were present and voting.

VOTED: That Marc Thayer is duly authorized to enter a
(Name and Title) person signing grant

Contract on behalf of Symphony NH with the
(Name of Organization)

NH State Council on the Arts State of New Hampshire and further is
(Name of State Agency)

Authorized to execute any documents which may in his/her judgment be
desirable or necessary to effect the purpose of this vote.

I hereby certify that said vote has not been amended or repealed and remains in full
force and effect as of the 15th of October, 2019. I further certify that it is understood that the
State of New Hampshire will rely on this certificate as evidence that the person listed above currently
occupies the position indicated and that they have full authority to bind the corporation to the specific
contract indicated.

DATED: Oct. 15, 2019

ATTEST: Marc Tremallo Secretary
(Name and Title) Clerk/Secretary



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/16/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Slawsby Insurance Agency 3 Mound Ct, Suite B PO Box 1807 Merrimack NH 03054-1807	CONTACT NAME: Judson Irish PHONE (A/C No, Ext): (800) 258-1776 FAX (A/C, No): (603) 429-1843 E-MAIL ADDRESS: jirish@minutemangroup.com																				
	<table border="1"> <tr> <th colspan="2">INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A:</td> <td>Philadelphia Indemnity Insurance Company</td> <td>18058</td> </tr> <tr> <td>INSURER B:</td> <td>Technology Insurance Company, Inc.</td> <td>42376</td> </tr> <tr> <td>INSURER C:</td> <td></td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	Philadelphia Indemnity Insurance Company	18058	INSURER B:	Technology Insurance Company, Inc.	42376	INSURER C:			INSURER D:			INSURER E:			INSURER F:	
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INSURED Symphony New Hampshire 6 Church Street Nashua NH 03060-3425																					

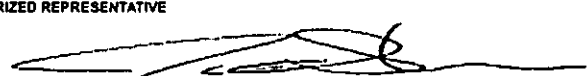
COVERAGES **CERTIFICATE NUMBER:** 19-20 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			PHPK2008876	08/26/2019	08/26/2020	EACH OCCURRENCE \$ 1000000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1000000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMP/OP AGG \$ 3,000,000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			PHUB685271	08/26/2019	08/26/2020	EACH OCCURRENCE \$ 4,000,000 AGGREGATE \$ 4,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	TWC3806889	08/26/2019	08/26/2020	PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Department of Natural & Cultural Resources 19 Pillsbury St Concord NH 03301	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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New Hampshire
State Council on the Arts

GRANTEE INFORMATION FORM for ORGANIZATIONS

Please complete the following for fulfillment of grant requirements by the State of New Hampshire's Department of Administrative Services.

Name of Organization Symphony NH

1. Statement of Purpose:

(Give your organization's mission statement or list your organization's objectives in the space below)

Mission: Our mission is to Inspire and Enlighten through exceptional live Music.

2. Salary of Administrator:

(List annual salary of administrator, not artist's fees, who will be involved in this grant.)

EB: \$75,000

Attach the Following:

- ✓3. DUNS Number (If not provided on application) - *0788-05661*
- ✓4. Resume of Administrator
- ✓5. Financial Statement:
A one-page financial statement of your organization's most recently completed fiscal year.
- ✓6. Board of Directors:
A list of the current directors and officers of your organization.
Please do not include any personal information such as home addresses, phone numbers or emails.
- ✓7. List Geographic Areas Served by Organization - *attached*
- 8. Certificate of Liability and Workers Comp Insurance with the Department of Natural & Cultural Resources as the certificate holder
- ✓9. Please include a copy of a current year Certificate of Good Standing. (if not provided with the application)
If you do not have a Certificate of Good Standing with the state of NH please call Secretary of State Corporate Division at 271-3244 and request an application.

Symphony NH

STATEMENT OF FINANCIAL POSITION

As of June 30, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10000 Bar Harbor Checking	8,549.36
11000 Bingo Cash on Hand	3,000.00
11040 Enterprise Bank - BINGO	25,452.14
11041 Enterprise Bank - COCA	4,734.10
Petty Cash	114.10
Triangle Credit Union	26.96
Total Bank Accounts	\$41,876.66
Accounts Receivable	
1200 Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
1499 Undeposited Funds	0.00
Prepaid Expenses	11,330.50
Total Other Current Assets	\$11,330.50
Total Current Assets	\$53,207.16
Fixed Assets	
Accumulated Depreciation	
Office Equipment	-11,110.41
Office Equipment	12,909.41
Total Fixed Assets	\$1,799.00
Other Assets	
NH Charitable Foundation	339,877.94
RBC Wealth Management-Education	79,368.81
RBC Wealth Management-Endowment	227,157.32
Total Other Assets	\$646,404.07
TOTAL ASSETS	\$701,410.23
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	1,546.62
Total Accounts Payable	\$1,546.62
Credit Cards	
AmEx - Credit Card	8,513.57
Total Credit Cards	\$8,513.57
Other Current Liabilities	
2100 Payroll Liabilities	2,138.19
2150 Bingo Carryover (deferred revenue)	2,448.80
Accrued Expenses	0.00
Bar Harbor LOC	24,993.23

	TOTAL
Deferred Revenue	63,802.00
Direct Deposit Payable	0.00
Loan Payable-Trustee	0.00
Payments Received	-2,842.70
TDBN Credit Line	23,962.85
Triangle Credit Line	0.00
Unredeemed Gift Certificates	0.00
Total Other Current Liabilities	\$114,502.37
Total Current Liabilities	\$124,562.56
Total Liabilities	\$124,562.56
Equity	
3000 Opening Bal Equity	-2.93
3900 Retained Earnings	74,880.15
Current Fund Balance	-82,513.69
Endowment Fund Balance	646,404.07
Net Revenue	-61,919.93
Total Equity	\$576,847.67
TOTAL LIABILITIES AND EQUITY	\$701,410.23

2019-20 Board of Trustees and Staff

Executive Committee:

Dr. Robert Oot, President
Cam McGurk, Vice President
Mark Tremallo, Secretary
Joe Kenny, Treasurer

Directors:

David Bahi
Geri Boisvert
Ann Conway
Marcia Donaldson
Marshall Jespersen
Mary Jordan
Shoshanna Kelly
John Rein
Galina Szakacs
Amir Toosi
Wilberto Torres
Paul Urbanek
Drew Wilson
Barbara Young

Ex Officio:

Marc Thayer – Executive Director
Jeff Bluhm – Symphony NH Player’s Committee Rep
Volker Nahrman – Symphony NH Player’s Committee Rep
Rosemary Johnson – Friends of Symphony NH President

Staff:

Marc Thayer, Executive Director
Rebin Ali, Development Manager
Deanna Hoying, Development Coordinator
Laura Grant, Interim Director of Marketing and PR
OPEN, Marketing and Audience Development Manager
Renee Hagelberg, Personnel Manager
Wallace Thomas, Community Programs Coordinator
Frank Iovieno, Orchestra Librarian
Paul LaFlamme, Production Manager
Grace Finlay, Usher Coordinator

Committees:

1. Development – Ann Conway, Chair
2. Finance – Joe Kenny, Chair
3. Governance – Galina Szakacs, Chair
4. Audience Development – Barb Young, Chair

EXECUTIVE EXPERIENCE

- Symphony NH, Nashua, New Hampshire** 2016-present
Executive Director
Completed and implemented new Strategic Plan, initiated Community Partnerships and Education Programs with focus on retirement communities, hospitals and hospice care, immigrants and refugees and early youth education
26% revenue growth including 20% contributed giving increase and 32% ticket sales growth since 2016 in the most challenging fundraising region in the nation
Completed 2-year Music Director search, currently preparing for the Symphony's 100th Anniversary in 2023
Raised LAO budget size from Group 7 to 5 over three seasons
- Pierre Monteux School and Music Festival** 2018-present
Executive Director
Part-time position managing 76-year-old historic school for conductors
Completed strategic planning and development of Community Forums, coaching programs for instrumentalists, Legacy Planning program, new Corporate Sponsorship initiative and online giving
15% increase in individual giving and 10% growth in ticket sales
- Association of American Voices**
Deputy Director 2011-2016
Initiated US Dept. of State 'American Music Abroad' Partnership
Increased annual budget by \$2M and individual giving by 55%
Managed national Board of Directors, increased from 3 to 17 members
International touring in 40+ countries annually
Interacted with 250+ classical, jazz, rock and country ensembles
- Co-Founder and Manager, Iraqi Unity Arts Academy** 2007-2011
Part-time position while working with Saint Louis Symphony
Co-Manager of Summer Arts Festivals in Iraq, Lebanon, Syria, Jordan, Ghana, and Thailand
- Saint Louis Symphony** 2002-2011
Vice President for Education and Community Partnerships (CP)
Managed \$3M Designated CP Endowment
Produced 300+ annual community concerts, classes and events
Created 'Music Without Boundaries' Diversity Initiative, managed the In Unison program with 40 inner-city minority churches and chorus
Designed Online Distance Learning Programs
Created 10-year Carnegie Hall Education Program Partnerships
Managed Community Advisory Board
Included Diversity Sub-Committee and Musicians' Task Force
Initiated and managed grants: Ford Foundation, Mellon Foundation, MetLife, John S. and James L. Knight Foundation, Monsanto Fund, AT&T Corp.

Awards: 2008 Best of St. Louis, 2004, FOCUS St. Louis 'What's Right with the Region' Award, St. Louis Argus Newspaper 'Organization of the Year' Award, Head Start 2nd Place National Award for Visual Learning Programs 2002 MetLife/ASOL Award for Community Engagement

New World Symphony 1999-2002
Community Engagement Manager and Founder
Increased Community Programs budget 75%
Developed Partnerships with 50+ Community organizations
Founded NWS Russian Instrument Fund with Russian National Orchestra

World Chess Hall of Fame, St. Louis 2013-2016
Music Director
Artistic Planning and Production of Museum Concert Series
Presents classical, jazz, opera, folk, bluegrass and Gospel concerts
Member of Board of Directors

Cultural Arts Envoy, US Dept. of State, US Embassy, Liberia 2014, 2015
Arts Industry and Entrepreneurship Clinician

St. Louis Arts Roundtable, Co-Chair 2008-2012

St. Croix Landmarks Society, Music at the Whim Estate 2006-2011
Artistic Producer
Managed and Produced Monthly Classical Concert Series and Education Programs

PERFORMANCE AND TEACHING

Washington University in St. Louis 2014-2016
Director of Strings and Chamber Music

Kingsbury Baroque Ensemble, violin 2004-2016

St. Louis University 2008-2012
Strings Faculty, Founder and Director - SLU String Orchestra

Orquesta Sinfonica Nacional, La Paz, Bolivia 2006-2009
Violin Faculty, Festival Orchestra Member

New World Symphony - Michael Tilson Thomas 1995-1998
Violin Section Member

New World School of the Arts, Miami, FL 1999-2002
Violin, viola

EDUCATION

Master of Music Performance and Literature, Violin Eastman School of Music, Zvi Zeitlin	1993-1995
Bachelor of Music Performance, Violin Eastman School of Music, William Preucil	1989-1993
Academie Europeene de Musique, Aix-en-Provence, France	1998 - 1999
Conservatorio Superior De Musica, Cordoba, Spain	1983 - 1984

BOARDS

New Hampshire Citizens for the Arts	2018-present
Nashua Arts Commission	2016-present

LANGUAGES: English and Spanish

SYMPHONY NH

ROGER KALIA
Music Director

BOARD OF TRUSTEES

Robert Oot
President

Cam McGurk
Vice President

Matt Van Wagner
Secretary

Joseph Kenny
Treasurer

Marc Thayer
Executive Director

Geri Boisvert
Ann Conway
Mary Jordan
Shoshanna Kelly
John Rein
Galina Szakacs
Mark Tremallo
Wilberto Torres
Amir Toosi
Paul Urbanek
Drew Wilson
Barbara Young

Wednesday, October 16, 2019

Geographic Areas served by Symphony NH during the 2019-20 Season:

We are based in Nashua and present all concerts at The Keefe Center for the Arts.

We repeat one or two of these concerts in Concord, Manchester, NH, and Lowell, MA.

We present education and/or community programs in Nashua, Manchester, Concord and Lebanon.

Marc Thayer
Executive Director

marc@symphonynh.org
305-205-4500

6 Church St.

Nashua, NH 03060

SYMPHONY NH
6 CHURCH STREET
NASHUA, NH 03060
603-595-9156
SYMPHONYNH.ORG