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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

February 11, 2020

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 Revels North, Inc. (VC #166600), Hanover, NH in the amount of \$11,000 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:

03-035-035-353510-41040000-073-500575 - Grants Non Federal	<u>FY 2020</u> \$11,000
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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 program 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,

A handwritten signature in black ink that reads "Sarah L. Stewart".

Sarah L. Stewart
Commissioner



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 Revels North Inc (hereinafter "Grantee") is to witness receipt of funds subject to the following conditions:

1. GRANT PERIOD: FY2020

2. OBLIGATIONS OF THE GRANTEE:

- The Grantee agrees to accept \$11,000.00 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:



Revels North Inc is supported in part by a grant from the New Hampshire State Council on the Arts & the National Endowment for the Arts.

New Hampshire State Council on 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.

3. PAYMENT will be made following the receipt and execution of all required documents and approval of the Governor and Executive Council.

4. 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.

5. SOVEREIGN IMMUNITY: No provision of this contract is to be deemed a waiver of sovereign immunity by the State of New Hampshire.

Donor APPROVAL

Contracting Officer for State Agency

Signature: [Handwritten Signature] Date: 2/11/20

Name, Title: Smith L. Stewart Commissioner

GRANTEE SIGNATURE

Org/ Name: Revels North Inc

Address: PO Box 415 Hanover, NH 03755

Printed Name of Authorized Official for Grantee: BRIAN COOK

Authorized Official's Signature & Title: [Handwritten Signature] Date: 1/23/20

NOTARIZATION REQUIRED:

STATE OF NEW HAMPSHIRE, COUNTY OF GRAFTON

APPROVED BY ATTORNEY GENERAL

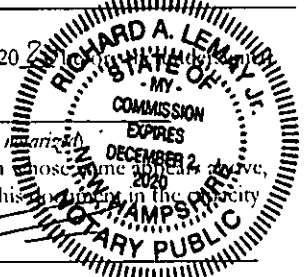
as to form, substance and execution:

Signature: [Handwritten Signature] Date: 2/13/20
Office of Attorney General

On the 23 day of January 2020

officer, personally appeared BRIAN COOK

(Print name of person whose signature is being verified or satisfactorily proven to be the person whose name appears above, and acknowledged that s/he executed this instrument in the capacity indicated.)



Notary Public/ Justice of the Peace

Printed Name: Richard A. Lemay Jr

My Commission expires: 12-2-2020

State of New Hampshire

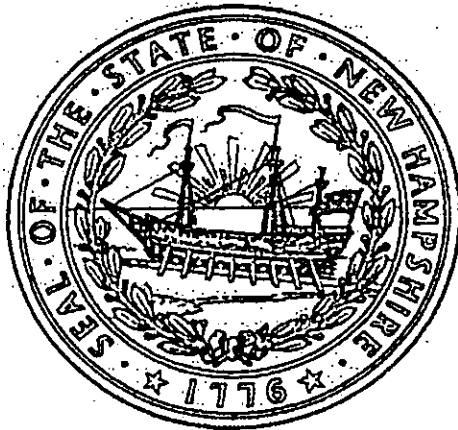
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that REVELS NORTH, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on March 29, 1990. 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: 149892

Certificate Number: 0004782277



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 21st day of January A.D. 2020.

A handwritten signature in cursive script, appearing to read "Wm Gardner".

William M. Gardner
Secretary of State

Board Resolution

I, Michelle Bui, hereby certify that I am duly elected Clerk/Secretary of
(Name)

Revels North. I hereby certify the following is a true copy of a vote taken at
(Name of Organization)

a meeting of the Board of Directors/shareholders, duly called and held on January 21, 2020
at which a quorum of the Directors/shareholders were present and voting.

VOTED: That Brian Cook is duly authorized to enter a
(Name and Title) person that signs the grant

Contract on behalf of Revels North 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 January 21, 2020. 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: 1-21-20

ATTEST: [Signature]
(Name and Title) Clerk/Secretary



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 Revels North, Inc.

1. Statement of Purpose:

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

Revels North brings tradition to life! We are a non-profit arts organization providing year-round, multi-generational programming which celebrates the power of traditional song, dance, storytelling and ritual.

2. Salary of Administrator: \$45,000.00

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

Attach the Following:

3. DUNS Number (If not provided on application) 064670768
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
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.

Revels North
Balance Sheet Prev Year Comparison
As of March 31, 2019

	Mar 31, 19	Mar 31, 18
ASSETS		
Current Assets		
Checking/Savings		
Checking Account Ledyard Bank	36,878.42	51,172.99
Operating Reserves at Mascoma	40,722.75	45,700.91
Petty Cash	100.00	0.00
Total Checking/Savings	<u>77,701.17</u>	<u>96,873.90</u>
Accounts Receivable		
*Accounts Receivable	1,435.00	175.00
Total Accounts Receivable	<u>1,435.00</u>	<u>175.00</u>
Other Current Assets		
Undeposited Funds	1,189.94	471.00
Total Other Current Assets	<u>1,189.94</u>	<u>471.00</u>
Total Current Assets	<u>80,326.11</u>	<u>97,519.90</u>
Fixed Assets		
Equip & Sets	3,816.99	3,816.99
Equip Deprec	-3,576.00	-3,576.00
Furniture & Equipment	899.00	899.00
Total Fixed Assets	<u>1,139.99</u>	<u>1,139.99</u>
TOTAL ASSETS	<u><u>81,466.10</u></u>	<u><u>98,659.89</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
*Accounts Payable	-276.80	0.00
Total Accounts Payable	<u>-276.80</u>	<u>0.00</u>
Credit Cards		
Visa #9180	223.00	1,125.50
Total Credit Cards	<u>223.00</u>	<u>1,125.50</u>
Other Current Liabilities		
Payroll Liabilities	733.83	845.49
Total Other Current Liabilities	<u>733.83</u>	<u>845.49</u>
Total Current Liabilities	<u>680.03</u>	<u>1,970.99</u>
Total Liabilities	<u>680.03</u>	<u>1,970.99</u>
Equity		
Retained Earnings	96,688.90	77,733.02
Net Income	-15,902.83	18,955.88
Total Equity	<u>80,786.07</u>	<u>96,688.90</u>
TOTAL LIABILITIES & EQUITY	<u><u>81,466.10</u></u>	<u><u>98,659.89</u></u>



REVELS NORTH BOARD OF DIRECTORS 2019-20

Kim Rheinlander, President

John Severinghaus, Vice President

Katharyn (Aryn) Hoke, Treasurer

Michelle Bui, Secretary

Beth Crowe

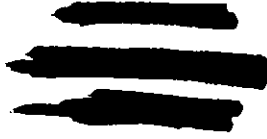
Heather Salon

Mandy Spencer

Amy Thacker

Karen Zook

BRIAN COOK



Authorized to work in the US for any employer



WORK EXPERIENCE

Executive Director

Revels North Inc.
February 2018 to Present

Responsible for the overall administration and management of non-profit community arts organization, including productions, programming, fundraising, marketing, finances, community outreach efforts, and business operations.

1. Presided over regional search for a new venue for "The Christmas Revels," Revels North's signature production, after over 40 years of performances at the Hopkins Center in Hanover, NH, and managed the transition to the new venue, Lebanon Opera House in Lebanon, NH, in 2019.
2. Sought new sources of revenue, including underwriting of "The Christmas Revels" by Mascoma Bank, in anticipation of reduced revenue from ticket sales due to move to new venue, along with anticipated reduction in support from longtime local philanthropist, while also lowering budget for operational expenses.
3. Supervise one full-time and one part-time employee, as well as two contractors.
4. Launched partnership with LISTEN Community Services to bring live traditional music performances to LISTEN's free community dinners.
5. Earned Certificate in Nonprofit Management from Marlboro College, 2018

President (Volunteer)

Root District Game Club - Norwich, VT
2011 to June 2018

1. Prepared successful grant proposals to Jack & Dorothy Byrne Foundation, Norwich Women's Club, and Preservation Trust of Vermont in support of preserving Norwich's historic Root Schoolhouse.
2. Partnered with Historic New England and CATV as the producer of a documentary about the history of Norwich's one-room schoolhouses, which premiered at Wilder Center on June 28, 2015 with an estimated audience of 125 people. Vermont Public Television broadcast the documentary in October 2015.
3. Successfully pitched story of Root Schoolhouse and documentary to Here in Hanover magazine, Norwich Times, and Valley News.
4. Assisted in the successful nomination of Root Schoolhouse to the National Register of Historic Places, June, 2013.
5. Organized "Seussstival," a celebration of Dr. Seuss that raised money for Norwich's historic one-room schoolhouses and the Norwich Public Library, filled town hall, and was featured on the front page of the local newspaper, March, 2012.

General Manager

Putney Road Redemption Center - Brattleboro, VT
March 2017 to January 2018

Supported new owners of bottle redemption center with business development, hiring, marketing, and regulatory and legal analysis.

Volunteer Board Member

Milt Frye Fund for Experiential Education - Norwich, VT
2014 to 2018

Sales Associate

RE/MAX Group One REALTORS - Norwich, VT
2013 to April 2017

Represented buyers and sellers in ten real estate transactions in both Vermont and New Hampshire, with total sales of nearly \$3 million.

Assistant to the Executive Director

Vital Communities - White River Junction, VT
2016 to 2017

Provided administrative support to the executive director (part-time).

Coordinator, Facilities Operation and Management Workgroup

Marion Cross School Long Range Planning Committee - Norwich, VT
2009 to 2013

Volunteer

Laughing Matters Fundraiser Planning Committee, Norwich Public Library, Norwich, VT, 2012 - Norwich, VT
2012 to 2012

Volunteer

Matt Dunne for Vermont
2010 to 2010

Program Director

Little Kids Rock - Montclair, NJ
2006 to 2007

1. Coordinated launching of Little Kids Rock chapters in four new cities (Atlanta, Philadelphia, Trenton, and Washington, DC) in less than one year.
2. Organized two-day professional development workshops in cities across the country training public school teachers in Little Kids Rock pedagogy.
3. Managed all Little Kids Rock chapters nationwide.
4. Supervised communications with teacher participants about tasks, resources, and opportunities.
5. Organized visits by celebrities and professional musicians into Little Kids Rock classrooms.
6. Developed curricular materials for Little Kids Rock classes.

Government Relations Specialist

Housing and Community Development Network of New Jersey - Trenton, NJ
2002 to 2004

1. Coordinated meetings between housing advocates and the offices of each member of New Jersey's congressional delegation on Capitol Hill.
2. Organized and participated in meetings between housing advocates and state legislators to discuss the importance of affordable housing funding in the state budget.
3. Interviewed, selected and supervised interns.

Director of Advocacy & Public Affairs

Brain Injury Association of New Jersey, Inc. - Edison, NJ
1999 to 2002

1. Drafted and promoted legislation (S1707/A2884) signed into law in January 2002 establishing estimated \$3.4 million annual fund to assist New Jersey's people with brain injury.
2. Delivered presentation on developing grassroots activism at Brain Injury Association of America's 2001 public policy conference in Washington, DC.
3. Arranged for volunteer with brain injury to speak at inaugural meeting of Congressional Brain Injury Task Force on Capitol Hill, the lone person with a brain injury to speak at this event.
4. Organized fundraiser honoring Congressman Bill Pascrell that raised \$5,000 for association's advocacy and public affairs efforts.
5. Wrote letters to the editor printed in the New York Times, Star Ledger, and other prominent New Jersey newspapers.
6. Doubled membership in Legislative Network of grassroots activists willing to call, write, and meet with legislators in support of policy agenda or testify at public hearings.

Teacher

Duxbury Middle School - Duxbury, MA
1997 to 1998

Taught seventh and eighth grade courses in English, reading, social studies, and math.

Research Analyst

Missouri House of Representatives Research Office - Jefferson City, MO
1994 to 1996



EDUCATION

Bachelor's in English

Stanford University - Stanford, CA
September 1990 to June 1994



SKILLS

- Performing Songwriter (10+ years)
- Marketing
- budget
- Strategic Planning
- Word



AWARDS

Lyons Award for Public Service, Stanford University

1992



CERTIFICATIONS AND LICENSES

Certificate in Nonprofit Management, Marlboro College

December 2018 to Present



REVELS NORTH GEOGRAPHIC AREA SERVED

2019 - 2020

Revels North programs primarily serve residents of 40 towns in Grafton and Sullivan Counties, NH and Windsor and Orange Counties, Vermont.

Tickets to the 2019 production of *The Christmas Revels* at Lebanon Opera House were purchased by residents of 19 states, including states as far away as Arizona, Texas, Washington, and Florida. Most of the more than 3,000 people in the audience come from communities within a 2-hour driving radius of Lebanon, NH, including from the 87 New Hampshire towns listed on the next page.

New Hampshire Towns Represented by 2019 *Christmas Revels* Audience

Alexandria	Franconia	New London
Andover	Franklin	Newbury
Auburn	Georges Mills	Newport
Bedford	Goshen	North Haverhill
Belmont	Grafton	Northfield
Boscawen	Grantham	Orford
Bristol	Hancock	Piermont
Canaan	Hanover	Pike
Candia	Haverhill	Plainfield
Canterbury	Henniker	Rye
Center Sandwich	Hopkinton	Salem
Center Tuftonboro	Jefferson	Shelburne
Charlestown	Keene	Silver Lake
Chichester	Kensington	South Acworth
Claremont	Lancaster	South Sutton
Concord	Langdon	Sugar Hill
Cornish	Lebanon	Sunapee
Croydon	Lisbon	Tamworth
Deerfield	Litchfield	Temple
Derry	Littleton	Unity
Dorchester	Lyme	Walpole
Dublin	Marlow	Warner
Dunbarton	Meredith	Washington
Elkins	Meriden	Weare
Enfield	Merrimack	West Lebanon
Epping	Milford	Whitefield
Epsom	Monroe	Wilmot
Etna	Nashua	Wilton
Francestown	New Boston	Wolfboro