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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

October 31, 2018

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 in the amount of \$13,000 to the Prescott Park Arts Festival (VC #155612), Portsmouth, NH to strengthen their capacity for affordable diverse arts programs to New Hampshire residents and visitors, effective upon Governor and Council approval through June 30, 2019. **100% Federal Funds**

Funds are available as follows:

	<u>FY 2019</u>
03-35-35-353510-41110000	
Federal Arts Partnership Grants	\$13,000
072-500575 Grants Federal	

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. Each panelist is advised, both individually and collectively, of their obligation to disclose any conflict of interest and themselves from assessment if a conflict is present. The evaluative criteria range from the administrative capacity of the organization, to artistic quality, strategic planning, community impact and accessibility.

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

Respectfully submitted,

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 Prescott Park Arts Festival (hereinafter "Grantee") is to witness receipt of funds subject to the following conditions:

1. GRANT PERIOD: FY2019

2. OBLIGATIONS OF THE GRANTEE:

- The Grantee agrees to accept \$13,000.00 and apply it to the program(s) described in the grant application and approved budget referenced above. 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:



Prescott Park Arts Festival is supported in part by a grant from the New Hampshire State Council on the Arts & the National Endowment for the Arts.

- 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.

COUNCIL APPROVAL

Contracting Officer for State Agency

Virginia Lupi 7.30.18
Signature Date

Name, Title: Virginia Lupi, Director

Sarah L. Stewart
Sarah L. Stewart, Commissioner

GRANTEE SIGNATURE

Org/ Name: Prescott Park Arts Festival

Address: PO Box 4370/105 Mary St., Portsmouth, NH 03802

Ben Anderson
Printed Name of Authorized Official for Grantee
Ben Anderson PRESIDENT 9/15/18
Authorized Official's Signature & Title Date

NOTARIZATION REQUIRED:

STATE OF NEW HAMPSHIRE, COUNTY OF Rockingham

On the 15 day of Sept 2018 before the undersigned officer, personally appeared Ben Anderson
(Print name of person whose signature is being notarized) or satisfactorily proven to be the person whose name appears above, and acknowledged that s/he executed this document in the capacity indicated.

Christopher J. Poulin
Notary Public/ Justice of the Peace
Printed Name: Christopher J. Poulin
My Commission expires: 5-17-2022

APPROVED BY ATTORNEY GENERAL

as to form, substance and execution:

Gill Keenan 11/15/18
Office of Attorney General Date

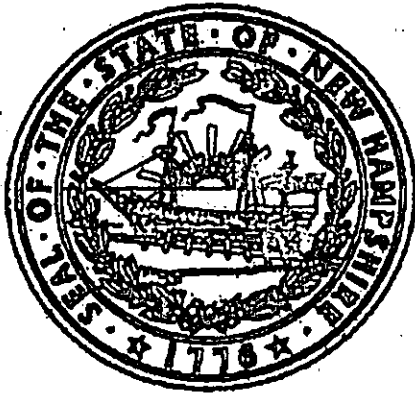
CHRISTOPHER J. POULIN
Notary Public - New Hampshire
My Commission Expires May 17, 2022

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 PRESCOTT PARK ARTS FESTIVAL, INC. is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on April 13, 1983. 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: 69382



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 28th day of April A.D. 2017.

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

William M. Gardner
Secretary of State

Business Information

Business Details

Business Name:	PRESCOTT PARK ARTS FESTIVAL, INC.	Business ID:	69382
Business Type:	Domestic Nonprofit Corporation	Business Status:	Good Standing
Business Creation Date:	04/13/1983	Name in State of Incorporation:	Not Available
Date of Formation in Jurisdiction:	04/13/1983		
Principal Office Address:	105 MARCY ST PO BOX 4370, PORTSMOUTH, NH, 03802, USA	Mailing Address:	PO BOX 4370, Portsmouth, 03802, USA
Citizenship / State of Incorporation:	Domestic/DATA NOT FOUND		
		Last Nonprofit Report Year:	2015
		Next Report Year:	2020
Duration:	Not Stated		
Business Email:	NONE	Phone #:	NONE
Notification Email:	NONE	Fiscal Year End Date:	NONE

Principal Purpose

S.No	NAICS Code	NAICS Subcode
1	OTHER / MULT-ARTS FESTIVAL	

Page 1 of 1, records 1 to 1 of 1

Registered Agent Information

Name: Not Available

Registered Office Not Available
Address:Registered Mailing Not Available
Address:**Trade Name Information**

Business Name	Business ID	Business Status
New Hampshire Brew Fest (/online/BusinessInquire/TradeNameInformation? businessID=511308)	684321	Active
Memorial Bridge Road Race (/online/BusinessInquire/TradeNameInformation? businessID=539989)	700269	Active

Trade Name Owned By

Name	Title	Address
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Trademark Information

Trademark Number	Trademark Name	Business Address	Mailing Address
6498	PRESCOTT PARK	PO Box 4370, Portsmouth, NH, 03801, USA	PO Box 4370, Portsmouth, NH, 03801, USA

[Filing History](#)
 [Address History](#)
 [View All Other Addresses](#)
 [Name History](#)
[Shares](#)
 [Businesses Linked to Registered Agent](#)
 [Return to Search](#)
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NH Department of State, 107 North Main St. Room 204, Concord, NH 03301 -- [Contact Us](#)
[\(/online/Home/ContactUS\)](#)

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CERTIFICATION OF BOARD RESOLUTION

Authorization to Enter into Contracts with
New Hampshire State Council on the Arts

Important: To expedite your payment these steps must be followed in this order:

* Resolution date must occur on or before the Grant Agreement is signed.

** Certificate on bottom of page must be signed and notarized on the same date or after the grant agreement is signed.

1. *Resolution:

THIS IT TO CERTIFY that the following is a true and correct copy of excerpts from resolutions adopted at a meeting of the Board of Directors

Prescott Park Arts Festival on 3/20/18
(name of organization)

at which time a quorum was present and voted, and further that said resolution has not been rescinded, altered or amended and is still in full force and effect.

"Be it resolved that Ben Anderson is hereby authorized
(Printed name of authorizing official)

on behalf of this Corporation to enter into contracts with the State of New Hampshire and to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, as (s)he may deem necessary, desirable or appropriate."

Signed: [Signature]
(Signature of Clerk/Secretary to the board)
Printed Name Joel Harris

2. **Certificate

STATE OF NEW HAMPSHIRE
COUNTY OF Rockingham

On the 18 day of Sept, 2018, before the undersigned officer, personally appeared Joel Harris, or satisfactorily proven to be the person whose name appears
(print name of person whose signature is being notarized)

above, and acknowledged s/he executed this document in the capacity indicated

[Signature]
Notary Public/ Justice of the Peace
Printed Name: Christopher J. Poulin
My Commission Expires _____

CHRISTOPHER J. PCULIN
Notary Public - New Hampshire
My Commission Expires May 17, 2022

**Prescott Park Arts Festival Board of Director's Meeting
Tim Coughlin's Office
439 Middle Street, Portsmouth, N.H.
5:30 – 7:00 PM
March 20, 2018
Agenda**

Board Members Present

**Timothy Coughlin-Y
Adam Vicinus-N
Jamey French-Y
Dan Plummer-Y
Bill Duncan-N
Ben Anderson-Y
Chris Poulin-Y
Ken Bellevue-Y
Joel Harris- Y
Amanda McSharry-Y
Richard Burbine-N
Mariah Morgan- Y
Elizabeth Robinson- N**

- I. Opening Remarks – Jamey French.
- II. Approval of February 20, 2018 Meeting Minutes - Chris Poulin. Board Motion to Approve meeting minutes. Motion was seconded with unanimous Board approval.
- III. Governance – Joel Harris: Potential Member: Mike Harrison of Rye. New Officers Slate, Nominations and Vote on New Executive Committee to take place at next meeting.
- IV. Treasurer's Report – In Bill's absence Ben noted the following (1) \$19,414 surplus compared to \$30,572 last year. March 9 Trivia Night \$17,000 in revenue.
- V. Presidents Report- Ben Anderson: Ben's March 20, 2018 report is incorporated by reference. River House Restaurant Series has half of the acts booked. New acts to be

announced on an ongoing basis to boost interest. Book and Bar to host "30 Pages In 30 Days" One Act Play finalists. Winner to stage production as part of 2018 summer season. Efforts continue to staff interns and prop workers for the front and back of house.

- VI. Master Plan Update- Jamey French: Final master plan still pending. PPAF fee at issue.
- VII. Other Business: Board moved to accept the following resolution language, ""Be it resolved that Ben Anderson is hereby authorized on behalf of this Corporation to enter into contracts with the State of New Hampshire and to execute any and all documents, agreements and other instruments, and any amendments, revisions, or modifications thereto, as he may deem necessary, desirable or appropriate." Motion was seconded with unanimous Board approval.
- VIII. Next Board meeting April 24, 2018
- IX. Executive Session: None
- X. Motion to Adjourn: Motion to Adjourn. 6:30 pm. Unanimous agreement.

Respectfully Submitted:

Chris Poulin

Chris Poulin



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/08/2018

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 Avery Insurance 21 South Main Street PO Box 1510 Wolfeboro NH 03894-1510		CONTACT NAME: Lisa Lee PHONE (A/C, No, Ext): (603) 569-2515 FAX (A/C, No): (603) 569-4266 E-MAIL ADDRESS: lisa@averyinsurance.net	
INSURED Prescott Park Arts Festival, Inc. PO Box 4370 Portsmouth NH 03801		INSURER(S) AFFORDING COVERAGE INSURER A: National Casualty INSURER B: Safety Standard INSURER C: Travelers Residual Wc INSURER D: INSURER E: INSURER F:	
		NAIC # 39454	

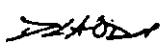
COVERAGES **CERTIFICATE NUMBER:** CL1862007825 **REVISION NUMBER:**

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 INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			KKO0000021724600	05/01/2018	05/01/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ EXCLUDED PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 5,000,000 \$
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			6234826	08/07/2018	08/07/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Uninsured motorist BI \$ 1,000,000
A	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			XKO0000021724700	05/01/2018	05/01/2019	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$
C	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	6JUB-0699N26-1-18	04/17/2018	04/17/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER 3A NH 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)

This certificate of insurance is issued as a matter of information only and covers no rights upon the certificate holder. This certificate does not amend, extend, or alter the coverage, terms exclusions, and conditions afforded by the policy or policies referenced herein.

CERTIFICATE HOLDER The NH Dept of Natural and Cultural Resources 172 Pembroke Rd Concord NH 03301	CANCELLATION 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 Prescott Park Arts Festival

1. Statement of Purpose:

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

The mission of Prescott Park Arts Festival is to provide financially accessible, multi-generational, high-quality family entertainment and educational events to a large and diverse audience.

2. Salary of Administrator:

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

\$130,000

Attach the Following:

3. DUNS Number (If not provided on application) 780927067
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.

BEN ANDERSON

NON-PROFIT MANAGER • PRODUCER • ARTISTIC & CREATIVE DIRECTOR

Experienced, accomplished professional offering 15+ years experience in non-profit management, multi-arts production, promotion, community-building, leadership, and presentation. Combines solid **communication and team-building skills** with strong planning and negotiation to **facilitate all aspects of live event, music, and educational project management**. Proven ability to oversee creative and productive environments that foster **organizational growth, development, financial viability and profitability**.

QUALIFICATION HIGHLIGHTS

- **Award-winning and recognized director** with dynamic track record working with numerous high-profile events, musicians and performers, including Wynton Marsalis, Judy Collins, Ronan Tynan, Arlo Guthrie, Dave Brubeck, Manhattan Transfer, and Nanci Griffith.
- Highly **interpersonal and innovative leader** who relates well to a diverse range of people and motivates others to optimal levels of performance.
- Recognized for proficiency in **organization, creativity, and problem solving**; able to execute large-scale projects on time, under budget, and with superior attention to detail.
- Effective working under pressure, deadline, and in fast-paced settings while **managing priorities** to realize business objectives.
- **Notable, multi-faceted entrepreneurial skills** developed from both non-profit and for-profit work.

PROFESSIONAL EXPERIENCE

Prescott Park Arts Festival

Portsmouth, NH

Executive Director, 2007 – Present

- Oversee, manage, and produce a \$1.3 million multi-arts summer festival operation encompassing over 75 events including musical theatre, music festivals, food festivals, art exhibits, concerts, dance, kids and educational events, for nearly 250,000 people.
- Grown local and state business investment by more than 700%, expanded season membership by nearly 500%, increased annual attendance by 120,000 people, forged 20 community collaborations, tripled operating budget, and reversed an operating deficit to a stable and sustainable annual profit.

Blackbird Productions

Exeter, NH

Founder / Owner, 2007 – Present

- Consulting and contracting business to facilitate all aspects of live event, music, and educational project management.
- Successfully completed fundraising project for Comerstone Academy featuring an in-school **educational and interactive** musical performance, followed by 1,000 seat public event.

Flying Monkey Performance Center

Plymouth, NH

Consultant, 2010 – 2011

- Provide leadership and arts management knowledge, serving as an advisor to help see Alex Ray's (*Common Man Restaurant Family*) vision to fruition around the creation of a 425-seat multi-genre performance theatre in Plymouth.

Maine Arts Commission

Augusta, ME

Consultant, 2007

- Preliminary work coordinating *Franco Music Tour* exploring topics of survival and displacement, based on the history of immigrants who came to North America, in an exchange of musicians between Acadian, Quebecois, and Cajun communities in New England and Louisiana.

Great Waters Music Festival

Wolfeboro, NH

President, 2001 – 2007

- Dramatically impacted festival's **financial position** by reversing operational deficit to generate profit within first year.
- **Boosted attendance** by nearly 500 percent over six year history, increased concert seating capacity by nearly 60 percent.
- **Established partnerships**, collaborations, and block booking opportunities with festivals, theatres, and venues, including Newport Folk Festival (RI), Falcon Ridge Festival (NY), Salt Water Festival (ME), and Club Passim (MA).
- **Developed staff** from seasonal part-time staff person to fully staffed operation.
- **Expanded programming and established sponsorship** program, attracting over 50 international, national, and regional business partnerships.

Great Waters Folk Festival

Founder / Artistic Director / Producer, 2002 – 2007

- **Founded and produced** award-winning, 3-day, multi-stage folk festival featuring over 30 international artists, educational components, workshops, contests.
- Largest revenue generating piece for organization since its debut.
- **National and international recognition.**
- Established Song Writing contest, attracting nearly 400 submissions from across North America.
- Launched partnership with NHPR for statewide re-broadcast of live recording with the goal of **exposing the greater public** to high-quality live music.

Wolfeboro Folk Concert Series

Brookfield, NH

Founder / Owner, 2003 – 2009

- Award-winning, highly-respected, for-profit concert series with a primary focus of **creating community through world-class music performances.**
- **85 percent sold out concerts** over 6 season history, with consistent increase in venue size, from 80 seats to current capacity of 300.
- **Recent expansion** into historic barn renovated into first-class performance venue.
- **Successfully grew** from a \$3,500 to \$150,000 operating budget within four years.
- Grew operation to 10 concert staff members.

Tamworth Arts Council

Tamworth, NH

Artistic Director, 2007

- Served as artistic director and board member for New Hampshire's oldest arts council.

Granite State News

Wolfeboro, NH

Columnist, 2004 – 2007

- Bi-weekly column, *Sound Advice*, featuring notable upcoming musical events, CD releases, and concert reviews in New Hampshire.

Lunenburg Folk Harbour Festival

Lunenburg, Nova Scotia

Director, 1997 – 2001

- Directed and managed **one of Eastern Canada's oldest and largest music festivals**, featuring over fifty concerts, workshops and presentations at ten locations over four days.

BCA Productions*Lunenburg, Nova Scotia**Founder / Director, 2000 – 2001*

- Production company presenting a variety of concerts in Lunenburg Opera House.

CAREER AWARDS & DISTINCTIONS

- 2014 **10 To Watch: Seacoast Young Professionals**, Catapult Seacoast
- 2012 **Paul Harris Fellow Award**, Portsmouth Rotary Club.
- 2011 **Governors Arts Award**, Distinguished Arts Leadership.
- 2011 **Business of the Year**, Greater Portsmouth Chamber of Commerce, Portsmouth, NH
- **Spotlight on the Arts Award**, Best Musical (2012, 2011), Best Play (2011).
- **The Hippo Best of Award**, 2014 Best Event Venue, Readers' Choice
- **International Delegate**, 2010 Ontario Council of Folk Festivals, Ottawa, ON.
- 2008 **New Hampshire Film Festival**, *Panelist*, Portsmouth, NH
- 2007 **New Hampshire Business in the Arts Award**, Wolfeboro Folk and Tumbledown Farms
- Judge, Canadian Academy of Recording Arts and Sciences
30th **JUNO Music Awards**, *Best Traditional and Roots Album* category
- Judge, 2009 East Coast Music Awards, *Folk Recording & Female Recording of the Year*.

PROFESSIONAL AFFILIATIONS**Past & Present**

Raynes Stewardship Committee
North American Folk Alliance
American Federation of Musicians
Arts Council of Tamworth
Ontario Council of Folk Festivals
Wakefield Arts Council
First Night Wolfeboro
Wakefield Opera House Committee
Lunenburg Folk Harbour Society

EDUCATION

McGill University, Montreal, Quebec
B.Sc. Environmental Biology

Smithsonian Tropical Research Institute
Panama City, Panama

Antioch New England Graduate School
Plymouth, New Hampshire
Non-Profit Management

Prescott Park Arts Festival
Profit & Loss Prev Year Comparison
 January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Income	
300 · Gate Donations	
301 · Musical Gate	99,729.97
306 · Concert Gate	182,495.42
307 · Misc. Gate	13,430.34
300 · Gate Donations - Other	0.00
Total 300 · Gate Donations	295,655.73
314 · Events	
317 · Winter Show	
354 · Winter Show Food/Merch Sales	147.00
330 · Ticket Sales	24,944.13
331 · Sponsorship	17,300.00
332 · Advertising	580.00
Total 317 · Winter Show	42,971.13
303 · Chill Cook-Off	8,500.00
304 · Chowder Festival	10,978.00
311 · BrewFest	101,681.15
336 · Youth Academy	
411 · Camp Healthy Lunch	2,578.00
409 · Camp T'Shirts and Hoodies	479.50
404 · Tuition	45,459.00
406 · Early Care	1,400.00
Total 336 · Youth Academy	49,916.50
341 · Road Race	
342 · Registration	9,315.00
343 · Sponsorship	15,000.00
344 · Merch	265.00
Total 341 · Road Race	24,580.00
381 · Special Events	9,772.84
Total 314 · Events	248,399.62
318 · Site	
320 · Merchandise Booth	
320 · Merchandise Booth - Other	82,307.94
Total 320 · Merchandise Booth	82,307.94
322 · Table/Chair Rental	131,997.00
335 · Concessions	
335 · Concessions - Other	209,365.76
Total 335 · Concessions	209,365.76
338 · Party in the Park	
338 · Party in the Park - Other	195.00
Total 338 · Party in the Park	195.00
Total 318 · Site	423,865.70
319 · Other	
315 · Advertising Income	23,220.25
405 · Credit Card Fees	20,049.75
407 · Costume Rental Income	39,466.40
Total 319 · Other	82,736.40
399 · Development	
310 · Members	138,388.00
360 · Sponsors	263,400.00
370 · Grants	40,745.00
395 · Trivia Fundraiser	
392 · Sponsorship	5,000.00
393 · Misc.	1,157.23
394 · Auction	4,814.41
397 · Event Ticket Sales	5,975.00
	17,946.64

	<u>Jan - Dec 17</u>
Total 395 · Trivia Fundraiser	16,946.64
401 · Annual Fund	82,282.59
Total 399 · Development	<u>541,762.23</u>
Total Income	<u>1,592,419.68</u>
Gross Profit	1,592,419.68
Expense	
500 · Personnel	
502 · Salaries - Administration	329,233.45
504 · Payroll Taxes - Gen Admin	28,172.50
506 · Payroll Preparation	3,406.26
508 · Benefits	2,355.00
Total 500 · Personnel	<u>363,167.21</u>
520 · Insurance	
521 · Workers Comp	4,557.00
522 · Health Insurance	21,475.11
523 · Liability Insurance	6,662.25
524 · Property Insurance	7,050.75
525 · D & O Insurance	2,104.00
520 · Insurance - Other	7,883.20
Total 520 · Insurance	<u>49,732.31</u>
539 · Administration	
540 · Professional Fees	
541 · Consulting	25.00
542 · Legal Fees	1,185.84
543 · Accounting	150.00
Total 540 · Professional Fees	<u>1,360.84</u>
550 · Office Equipment	6,101.43
560 · Telephone and Internet	7,153.14
561 · Travel	8,501.76
575 · Office Supplies	2,458.97
592 · Banking Fees	26,811.34
593 · Card Center Charge	83.46
596 · Miscellaneous expenses	4,884.11
597 · Audit/Review	10,500.00
599 · Prescott Park Trustees	15,000.00
623 · Development Expense	8,044.81
Total 539 · Administration	<u>90,899.86</u>
700 · Programs	
630 · Camp Overture	
632 · Camp Overture Misc.	275.12
Total 630 · Camp Overture	<u>275.12</u>
725 · Costume Rental Transportation	8,223.44
727 · Costume Rental Maintenance	2,843.35
600 · Youth Camp	
714 · Youth Camp Staff	21,250.00
716 · Youth Camp Misc.	9,513.36
Total 600 · Youth Camp	<u>30,763.36</u>
610 · Concessions	
611 · Food Festivals	2,426.42
627 · Food Service Staff	26,554.66
610 · Concessions - Other	66,405.69
Total 610 · Concessions	<u>95,386.77</u>
615 · special events	1,975.85
622 · New Events	517.55
760 · Winter Show	
763 · Winter Show Contractors	15,652.00

	<u>Jan - Dec 17</u>
761 · Actors	3,125.00
762 · Production	7,676.89
769 · Misc.	7,504.07
760 · Winter Show - Other	<u>-6.79</u>
Total 760 · Winter Show	33,951.17
625 · Road Race	4,619.24
626 · BrewFest	67,374.51
698 · Park Bathrooms	16,928.12
699 · Backstage	11,240.32
701 · Site Improvements	47,552.83
702 · Repairs/Maintenance	0.00
704 · Rental equipment	19,083.84
707 · Trailer Storage	4,025.00
709 · Royalties and Licenses	-301.73
711 · Merchandise	41,515.83
712 · Supplies	1,314.80
713 · Electricity	12,411.56
717 · Site	5,901.98
726 · Strike	8,960.11
730 · Sound and lighting	47,472.58
731 · General Festival - Misc.	1,828.95
800 · Props, costume, set materials	40,191.62
801 · Festival performers	351,212.00
802 · Performer Housing	16,899.95
803 · Hospitality	5,026.74
806 · Movies	3,849.45
815 · Contractors - Production	95,947.18
820 · Contractors - Musicians	
820 · Contractors - Musicians - Other	<u>8,000.00</u>
Total 820 · Contractors - Musicians	8,000.00
997 · Contractors - Actors	<u>26,900.00</u>
Total 700 · Programs	1,011,891.49
900 · PR/Dev/Mkting	
530 · Postage and delivery	
530 · Postage and delivery - Other	<u>13,214.51</u>
Total 530 · Postage and delivery	13,214.51
570 · Printing and Reproduction	31,738.00
571 · Graphic Design	3,100.00
705 · Advertising	8,815.25
706 · Other PR/Dev/Mkting	<u>4,509.38</u>
Total 900 · PR/Dev/Mkting	61,177.14
Total Expense	<u>1,576,868.01</u>
Net Ordinary Income	15,551.87
Other Income/Expense	
Other Income	
298 · Interest	2,553.44
403 · Capital Campaign	<u>10,000.00</u>
Total Other Income	12,553.44
Net Other Income	<u>12,553.44</u>
Net Income	<u><u>28,105.11</u></u>

**Prescott Park Arts Festival
2018 BOARD OF DIRECTORS**

Jameson French, Chair
(2014-2018)
CEO, Northland Forest Products, Inc.

John Tabor
(2018-2021)
Retired, President, Seacoast Media Group

Ken Bellevue, Vice Chair
(2015-2018)
Resident

Adam Vicinus
(2014-2018)
President, Bōwst

Bill Duncan, Treasurer
(2013-2018)
Retired Software Business Owner & Education Advocate

Joel Harris, Secretary
(2017-2020)
Owner, Dos Amigos Burritos and Vida Cantina

Richard Burbine
(2017-2020)
Retired, Executive VP, Real Estate Management

Nancy Clayburgh
(2015-2018)
Portsmouth School Board

Tim Coughlin
(2013-2019)
Attorney, Coughlin, Rainboth, Murphy & Lown, P.A.

Michael Harrison
(2018-2021)
*Public & Private Company Board Director,
SleepNumber.com & OOFOS.com*

Amanda McSharry
(2017-2020)
Managing Partner, The Sailmaker's House

Mariah Morgan
(2018-2021)
Principal/Founder, Stout Heart

Daniel L. Plummer
(2010-2019)
Principle, Two International Group

Chris Poulin
(2014-2018)
*Attorney, Getman, Schulthess & Steere and Poulin, P
.A.*

Elisabeth Robinson
(2018-2021)
Registered Nurse, Whole Life Health Care



GEOGRAPHIC AREAS SERVED

Prescott Park Arts Festival primarily serves families in the Seacoast New Hampshire region. Our community concerts, theatrical performances, movies, outreach programs and events reach approximately 250,000 community members annually. Roughly 40% of our audience lives within a 10-mile radius; about a third travel more than 30 miles. We serve dozens of neighboring communities including Dover, Rye, Greenland, New Castle, Stratham, Newington, Newmarket, Newfields, and Exeter; we also see many guests from Manchester and the surrounding area, Nashua and its surrounding communities, and the Concord region as well.

Our programs are designed to be family-friendly and inclusive, regardless of economic status, age, or disabilities.