



JULY 29
- AUG 8
2021

the FESTIVAL
AT
Sandpoint

FESTIVAL AT
SANDPOINT

ANNUAL
REPORT

2021

FISCAL YEAR: OCT 2020 - SEP 2021



A Message

FROM THE PRESIDENT

Season's Greetings Festival Supporters!

Thank you to our concertgoers, volunteers, patrons, sponsors, staff, and Board of Directors for making 2021 an extremely successful and historic season for the Festival at Sandpoint. Your support and enthusiasm guided us through unique challenges, which seemed insurmountable at times. Together we brought live music back to Sandpoint with family, friends, a world-class lineup, and delicious food in a beautiful setting, all while navigating COVID-19 protocols and challenges within the music industry.

I'm pleased to say our hardworking staff and dedicated board members are already busy planning our 39th season and we are looking forward to a bright future at the Festival at Sandpoint.

Happy Holidays!

Bob Witte

Bob Witte | President
FESTIVAL AT SANDPOINT



Our Board of DIRECTORS

Left to Right - President: Bob Witte, Cari House, Marcella Nelson, Rob Tyrrell, Grant Nixon, Secretary: Hali Karr, Chris Blanford, and Stacey Marsh. **Not Pictured** - Vice President: Jason Hicks, Treasurer: Jacob Styer, Kara Berlin, Dan Meulenberg, and Kendon Perry.

Building our PARTNERSHIPS

Special Recognition:

A huge thank you goes out to Marc and Vicki Brinkmeyer who provided an impactful contribution of \$50,000 to the Festival at Sandpoint on behalf of the employees of Idaho Forest Group. Contributions like these make bringing artists like Jake Owen and Gladys Knight to Sandpoint possible, as ticket sales alone rarely cover artist and production costs. They also recognize the Festival's mission of year-round music education and the overall economic impact the Festival has on the region. Idaho Forest Group's Mission: To enhance the lives and livelihoods of our employees, customers, and partners, and the communities in which we operate by providing the earth's best renewable building products.

Sponsors:

We would like to recognize the following businesses and families who generously supported our mission this past year: Idaho Forest Group, Parker Toyota, Lighthouse Foods, Like Media, Avista Utilities, Blue Sky Broadcasting, Coca-Cola, Ting, Todd & Angie Brinkmeyer, Black Caviar Catering, Connie's Café, Marian Webster, The Sandpoint Reader, KXLY Radio, KXLY TV, Arlo's Ristorante, Cayenne & John Goodman, Happy Tech Services, The Idaho Club, Jacob W Styer CPA, Julie & Stephen Meyer, Keokee Publishing, North Idaho Title, Viren & Associates, The William Wishnick Foundation, Greg D + Melanie S McFarland Foundation, BC & DJ McFarland Foundation, Alliant Insurance Services, Berg, McLaughlin & Nelson Chtd., Coyle & Eyman Elder Law, Edward & Rebecca Hawkins, Empire Eye Physicians, Evergreen Realty, Genevieve Campbell, Gifford Hirlinger Winery, Kochava, Laughing Dog Brewery, MickDuff's Brewing Company, Moon Time Traditional Foods & Ales, Mountain View Veterinary Clinic, Pend d'Oreille Winery, SilverWing at Sandpoint, The Spokesman Review, STCU, Sylvan Learning Center, Townshend Cellars, True Seals, and Washington Trust Bank.

Additional Funding Received:

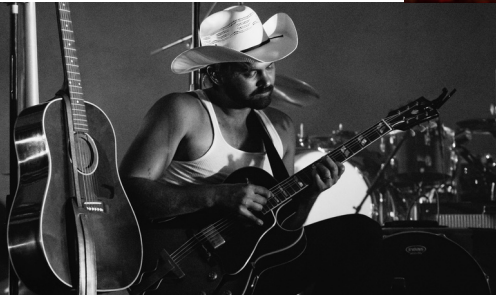
We would also like to thank and recognize the generosity of the entities who granted the Festival at Sandpoint (FAS) significant dollars towards the FAS Mission including the U.S. Small Business Administration, Idaho Community Foundation, Idaho Commission on the Arts, National Endowment for the Arts, and Community Assistance League.





7.29.21
**ST. PAUL & THE
BROKEN BONES**
with The Dip

7.30.21
JAKE OWEN
with Colby Acuff

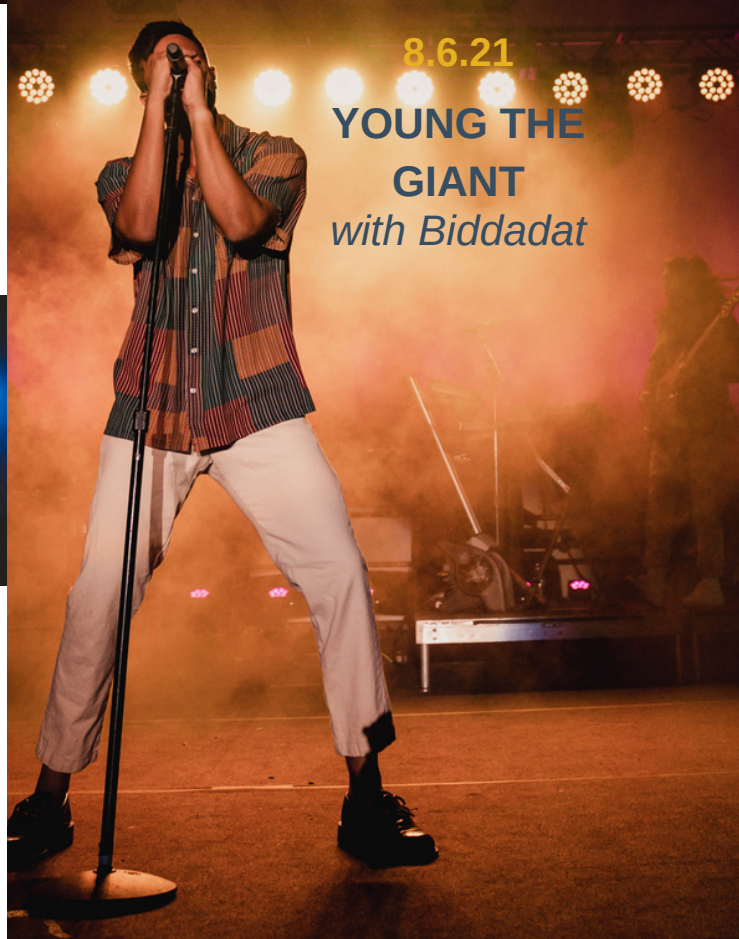


7.31.21
**SHAKEY
GRAVES**
with Tré Burt

8.1.21
KEB' MO' & BAND
*with The Brother
Brothers*



8.5.21
GLADYS KNIGHT
with Sam Tru



8.6.21
**YOUNG THE
GIANT**
with Biddadat

8.7.21
REO Speedwagon
~~-cancelled-~~
Village People
*with Lucas
Brookbank Brown*



8.8.21
**The Spokane
Symphony**
*with Whitney
Claire Kaufman*

2021 SUMMER CONCERT SERIES HIGHLIGHTS

FESTIVAL AT SANDPOINT

After the cancellation of the Festival at Sandpoint summer concert series in 2020 due to the global pandemic, the return of music in 2021 was a much anticipated and celebrated affair, though not without its challenges. The most notable challenges were the venue's new artificial turf and REO Speedwagon's cancellation due to positive COVID-19 tests, just three days before their performance.

Once hearing of REO Speedwagon's cancellation, FAS staff worked together to find a replacement (in a matter of hours) in the Village People. However, the cancellation still cost FAS \$175,000 in refunds and production costs.

Years of preparation and planning made it possible for FAS to remain at War Memorial Field with its new artificial turf. Though the turf had its perks, e.g. great drainage for heavy precipitation, producing FAS on the turf came with the need for more manpower, relocating Festival Street, complex logistics, specialty event flooring rentals, and a substantial increase in cost to the nonprofit of \$150,000 annually.

Despite these challenges, FAS's summer concert series was back and extremely successful! The addition of a ninth show on Sunday, August 1st with Keb' Mo' and holding a Family Matinee with the Spokane Symphony and Disney in Concert singer, Whitney Claire Kaufman, were some of the highlights.

Grand Finale

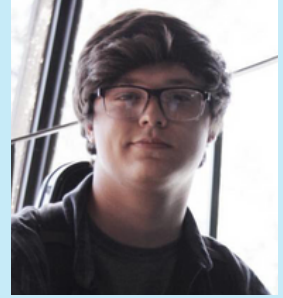
2021 EDUCATION HIGHLIGHTS

With part of its mission being fostering a love of music through ongoing youth education programs, FAS is excited to highlight this year's youth scholarship winners, and instrument assistance and youth strings programs:

FESTIVAL AT SANDPOINT INSTRUMENTAL SCHOLARSHIP

MAX REED, WINNER

Max is a local violinist who has been playing the violin since he was nine years old. Born in Sandpoint, Idaho but also a dual citizen of Mexico, he has played music in both countries and internationally in several centers of the arts. You may have heard him play as he performs around Sandpoint primarily at The Cedar Street Bridge, Pend Oreille Winery, Trinity at City Beach, or as the scholarship winner opener at the Festival at Sandpoint's Grand Finale concert. Max now attends the North Idaho College where he will pursue his associate's degree, study Japanese, and join the Coeur d'Alene Symphony.



TAYLOR SADEWIC, RUNNER-UP

Taylor started playing the flute seven years ago in her 6th-grade band class and immediately fell in love with it. She played in the SHS symphonic band, where she was flute section leader for two years, and took private lessons through Bella Note Studio, where her love for playing only grew. Taylor now attends the University of Montana, majoring in communicative sciences and disorders while continuing her musical education through private lessons and being a part of Band. "Music is an escape for me and being able to convey my feelings and emotions in a solo performance is one of the most amazing feelings in the world. I know wherever life takes me music will be a part of it!"



CHARLEY PACKARD MEMORIAL SONGWRITING SCHOLARSHIP

KJETIL LUND, WINNER

Kjetil is an artist and multi-instrumentalist that was born and raised in Sandpoint. The music he makes attempts to reflect his inner mental landscape through symbols inspired by the trees, mountains, and waters of North Idaho and the Pacific Northwest. Kjetil's musical influences vary from the wild, spiritually motivated jazz of John Coltrane, the gentle acoustic sounds of Nick Drake, the mind-bending experimental electronic music of Susumu Yokota, and an extensive number of other artists, each one more contrasting than the last. He also is inspired by his practice of Tai Chi, the woodblock prints of Edo Period Japan, and a deep appreciation for poetry and literature.



BENJAMIN WIKOFF, RUNNER-UP

Benjamin started playing guitar when he was eight years old. He has taken lessons off and on since then but really started to love playing guitar during his freshman year of high school. In 2020, he began writing some of his own music, which has only deepened his love for the guitar even more. In the future, Benjamin plans to continue writing songs for fun and hopes to work as a worship pastor.

YOUTH STRINGS PROGRAM

The no-cost FAS Youth Orchestra was able to safely continue despite the pandemic and features intermediate and advanced musicians playing pop, classical, folk, and thematic arrangements.

INSTRUMENT ASSISTANCE PROGRAM

The FAS instrument assistance program provides families access to instruments so students can participate in band and orchestra. We are currently looking to grow this instrument library and are always seeking musical instruments of all kinds, accessories, and gear. Please consider donating if you have any you no longer need.



We are actively working on new programming and are excited about new opportunities to expand and grow our musical education mission and positive impact on our youth and our community.

STAFF

After 15 months with interim staff, FAS was finally able to hire Ali Baranski as the full-time Executive Director and soon after, Caroline Hawkins as the Office Manager. Ali and Caroline were supported by Amy Bistline in her temporary Administrative Assistant position, and seasonal Production Manager, Paul Gunter. FAS has big plans to continue to grow both the organization and staff.



LIVE FROM 525

In continuing to evolve and expand FAS's music-accessibility mission during unprecedented times, FAS launched a mini-concert program held in the FAS office lobby at 525 Pine St. These four intimate ticketed concerts were held in the Spring, had a capacity of 30 people, and a donation bar. With continual sold-out shows, FAS received positive feedback from bands and attendees for being an event that is truly music-focused, intimate, and provides access to both a platform for regional musicians and music lovers alike. FAS looks forward to continuing these small music-focused concerts into 2022.



"SHARING THE SPIRIT"

The countdown to our 38th concert series started on July 14th at our Patron and Sponsor Appreciation event, which was generously hosted by our sponsor, The Idaho Club. This special event also included the unveiling of Connie Scherr's original poster artwork, "Sharing the Spirit," a beautiful painting that represents Sandpoint's rich history of gathering to share music, food, and community. This piece has been a favorite amongst fans and FAS artistic poster collectors.

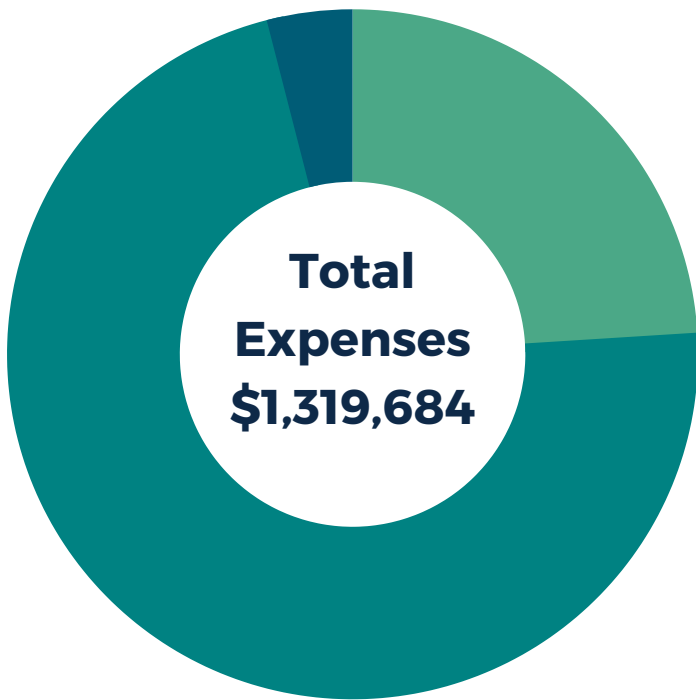


CORE VALUES

- Community Enhancement
- Inclusivity
- Enlightenment
- Excellence

STRATEGIC PLANNING

To help ensure the long-term sustainability of remaining a pivotal nonprofit in the Sandpoint community, the FAS started a long-term Strategic Planning Process, which was facilitated by an independent third party. The Strategic Plan Summary can be found on FAS's website. Through this process, the FAS mission, vision, and core values were updated and clear strategic priorities were determined to ensure FAS's future success. Priorities fall under the following categories Production, Finance, Education, Communication, and Administration.



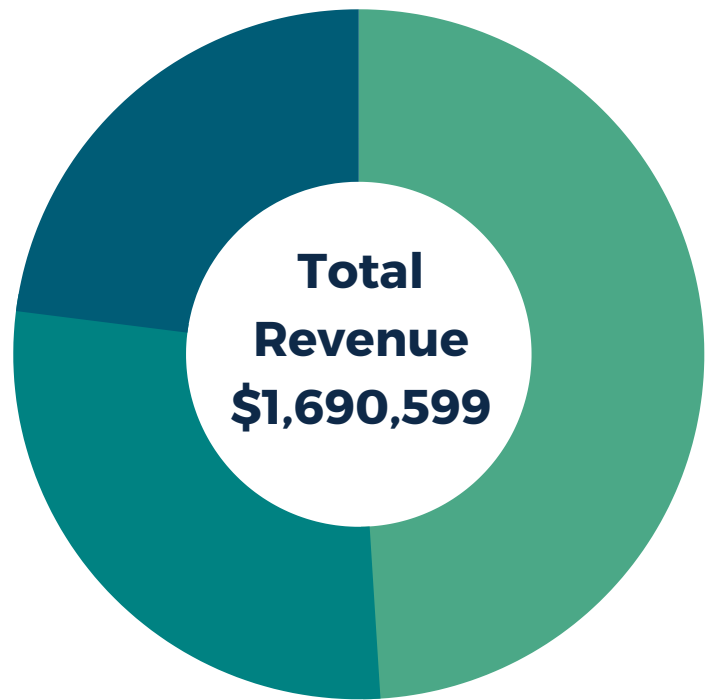
ADMIN



PROGRAMS



FUNDRAISING



SALES



GRANTS*



FUNDRAISING

**Includes a one-time COVID-relief grant*

Plans for the FUTURE

Since 1983 War Memorial Field has been the primary treasured home of FAS. This iconic location helped provide the foundation for so many amazing shows throughout the years. However, in recent years the cost of putting on an event at War Memorial Field has increased significantly. For the financial stability of the organization's future, FAS is looking to decrease overhead and production costs of the summer concert series to continue to provide affordable music, increase its musical education impact, and decrease the need of relying on donations. Unfortunately, the most unsustainable variable of FAS's current operations is remaining at War Memorial Field. With \$150,000 of FAS's annual budget now being spent on protecting the artificial turf, FAS has started the process of looking for a new permanent home. If FAS does relocate its summer concert series venue, it will be a thoughtful long-term plan that serves as an improvement to the organization and community as a whole.

Our Finance OVERVIEW

FAS is extremely grateful to have concluded the fiscal year in a strong financial position, despite a concert cancellation and increased production costs. However, this strong position is largely accredited to a one-time COVID-related grant that FAS cannot depend on in the future. FAS continues to seek efficiencies in its operations, diversify revenue streams year-round, and lay the groundwork for a financially sustainable future.

Ways to DONATE

Become a Member

As a non-profit organization, we rely on our members' annual donations to cover a third of our summer concert series costs and our musical education and economic-impact mission. Become a member of the Festival Family and be a part of bringing amazing music to our community!

Become a Sponsor

Sponsor an individual concert, our entire two-week concert series, or one of our intimate Live from 525 concerts to be a part of supporting local arts and music education, while also receiving great advertising and perks at the largest concert series in the Inland NW.

Donate Instruments

Do you have an old musical instrument, sound equipment, or accessories gathering dust? The Festival will recondition it and put it in the hands of a local music student who may otherwise not have access to one, while also providing you with a potential tax deduction.

Leave a Legacy

Have you considered leaving a legacy of music and education to your community? Legacy gifts through wills or living trusts play an impactful role in philanthropic contributions locally while helping leave a lifetime legacy for yourself and the organization.

Other Gifts

Did you know FAS can accept donations of stocks and property?

Stock transfers are a great way to support our mission without paying capital gains taxes on your gift.

Property gifts can help ensure FAS's future and provides a legacy with potential tax benefits.

Volunteer

FAS could not exist without our hundreds of tireless volunteers. Whether you prefer volunteering at concerts by selling merchandise or keeping our venue safe and clean, to stuffing envelopes or gathering donations for our annual auction, we want to hear from you!

Questions on giving? Reach out to us at the contact information below.



MISSION

The Festival at Sandpoint strives to provide a rich music experience presenting a wide range of concerts in an intimate outdoor setting accessible to local and regional audiences, cultivate culture and ethnic diversity, foster a love of music through ongoing youth education programs, and stimulate economic growth for our community.

VISION

Through the medium of music we will unite people from different backgrounds, ethnicities, and belief systems and help our community connect, cooperate and care for each other.

Photography by Racheal Baker. Cover Design by Cienna Roget.

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