

*the FESTIVAL
AT
Sandpoint*



FESTIVAL AT SANDPOINT
2022
ANNUAL REPORT

FISCAL YEAR: OCT 2021 - SEP 2022



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 2022 our most successful Festival at Sandpoint season ever! Your support and enthusiasm guided and helped us continue to adapt and evolve the Festival through these ever-changing times. Together we were once again able to provide a wonderful and unique two-week event with a world-class lineup in a beautiful setting, all while navigating safety and security protocols and challenges within the music industry.

I'm pleased to say our hardworking staff and dedicated board members are already busy planning our 40th 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 - Dan Meulenber, Kara Berlin, Amy Bistline, Chris Blanford, President: Bob Witte, Secretary: Hali Karr, Cari House, Grant Nixon, Vice President: Jason Hicks
Not Pictured - Jacob Styer, Treasurer, Marcella Nelson, Kendon Perry, & Stacey Marsh

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 The Beach Boys, Lindsey Stirling, Chris Janson, and Pink Martini to Sandpoint possible. 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, partners, and the communities in which we operate by providing the earth's best renewable building products.

We would like to recognize the following businesses & families who generously supported our mission this year.

Sponsors:

Idaho Forest Group, Parker Toyota, Litehouse Foods, Bread + Bones, Daher, David Wanek & Maribeth Portz, Realm Partners, Tito's Handmade Vodka, The Tin Roof, CGVI Family Foundation Inc, The Wishnick Foundation, Alliant Insurance Services Inc., Jacobs, Mountain View Veterinary Clinic, North Idaho Title Company, Signature Aesthetics, TRS Consulting IT Services, Cedar Management Company, Daugherty Management, Duane & Lori Castles, The Dillon Family, Evergreen Realty/Charlie Parrish & Curt Hagan, Edward & Rebecca Hawkins, Greater Sandpoint Chamber of Commerce, Idaho Commerce, Jim & Julie Frank, Knickerbocker Foundation, Laughing Dog Brewing, Greg D + Melanie S McFarland Foundation, MickDuff's Brewing Company, Powder Hound Pizza, Sandpoint Law, P.C., SilverWing at Sandpoint, The Spokesman-Review, STCU, Sylvan Learning Center, True Seals/Shelley & Craig Dolsby, & Washington Trust Bank.

In-Kind Sponsors:

Like Media, Blue Sky Broadcasting, Bonner County Daily Bee, The Sandpoint Reader, Ting, Charlotte's Web Media & Idaho Panhandle Realty, Coca-Cola, Connie's Café, R 'n R RV, Bistline Law, PLLC, The Idaho Club, KXLY Radio, Ron's Electric, Happy Tech Services, Inlander, Racheal Baker Photography, Jacob W Styer CPA, PLLC, Yellow Goat Studio, BackBeat Drums, & KXLY TV.

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 Idaho Commerce, Idaho Commission on the Arts, Avista Foundation, Idaho Community Foundation, The Equinox Foundation, and The Innovia Foundation.



AUG 6
Lindsey Stirling
with Carmen Jane

2022 SUMMER CONCERT SERIES HIGHLIGHTS

Our 2022 season did not just break organizational records but shattered them. With a record of ten concerts and the best and highest-caliber lineup in the organization's history, came record ticket sales and sponsorships. The 2022 season sold 5,705 more individual tickets than any other year, grossed \$360,000 more in ticket sales than any other year, and every show carried itself financially and exceeded sales goals. With our increased overhead at Memorial Field, this is exactly what FAS needed. We were so honored by the support and what amazing talent our community experienced in 2022.



JULY 28

The Revivalists
with Ryan Montbleau Band



JULY 29

Chris Janson
with LOCASH



JULY 30

Mt. Joy
with The Moss



JULY 31

Pink Martini
ft. China Forbes



AUG 3

KALEO
with Allan Rayman



AUG 4

The Beach Boys



AUG 5

Gregory Alan Isakov
with Shook Twins



AUG 7

**Family Matinee &
Grand Finale**



2022 EDUCATION HIGHLIGHTS

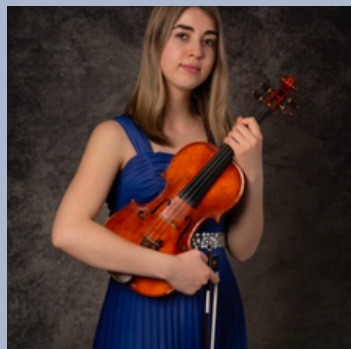
With part of its mission being fostering a love of music through ongoing youth education programs, FAS is excited to highlight this year's youth scholarship winners, new Pre-K Outreach program, and instrument assistance program:

Festival at Sandpoint

INSTRUMENTAL SCHOLARSHIP

Winner

GLORIE BOJILOV

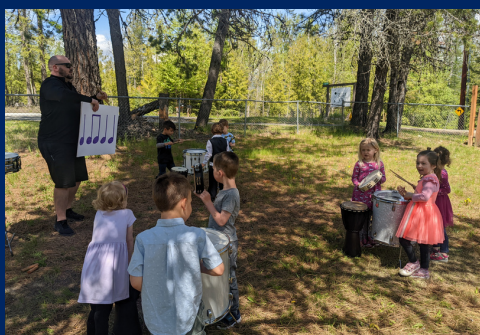
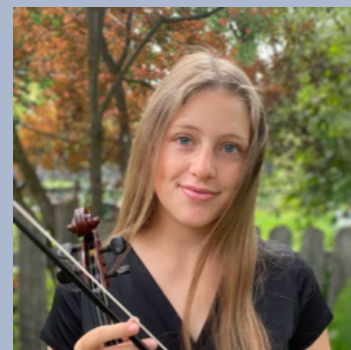


Glorie Bojilov has been studying the violin for nine years, during which she has traveled to Spokane weekly for lessons, masterclasses, and the Spokane Youth Symphony. Her last season there was spent as a concertmaster. She has also competed and received numerous awards from MusicFest Northwest. She made her first solo debut with the Spokane Symphony in 2017 and was selected as the Spokane Youth Symphony Concerto Competition winner in 2018. For the past three years, she has enjoyed teaching private violin and piano lessons. She has been involved with The Festival at Sandpoint Community Orchestra and their 5th Grade Outreach Concerts for many years. Bojilov will be attending Andrews University this fall to pursue her Bachelor of Music in Violin Performance. She plans to grow her own studio and stay active in the chamber music scene.

Runner-up

JACINTA HOWARD

Jacinta Howard has been playing music since she was four years old. Howard has always seen music as her passion, as it has been one of the most consistent aspects of her life. Over the past year, she has been fostering her teaching skills as the assistant instructor at the Suzuki String Academy repertoire classes. Howard has found a love for chamber music and music collaborations through participation in orchestras and the Suzuki String Academy Chamber. In the future, she hopes to grow in chamber performance and be able to create and share many more music creations.



PRE-K OUTREACH

The Festival at Sandpoint's newest outreach program launched at two schools in the spring of 2022. Over 70 students at Selkirk School and Little Lambs Preschool completed a program in which they learned to play six different non-pitched percussion instruments, count and read rhythms, and learn to play parts within a group. The Pre-K Outreach Program is specifically designed for three to six-year-old students and focuses on building strong foundations in music.

INSTRUMENT DONATIONS

The fall of 2021 brought in 26 instrument donations to the Festival at Sandpoint's instrument library. We received six brass, five woodwind, nine string, and six percussion instruments. In addition to these, an assortment of amplifiers, stands, strings, cases, and other accessories were donated. The Festival's education department takes in these donations and prepares them to go back out into the community and into the hands of students through our Instrument Assistance Program.



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.

2022 HIGHLIGHTS CONTINUED

STAFF

After 24 years of working as the seasonal Production Manager, FAS was thrilled for Paul Gunter to join the team in the new Education & Production Manager year-round role. With over a decade of experience teaching music within LPOSD and his tenure with FAS, there is no better person suited for this unique role. FAS is lucky to have such talent in one jubilant and kind Sandpoint native. FAS has big plans to continue to grow the music education programs, organization, and team.



PRODUCTION SERVICES

FAS now offers full production services for the greater-Sandpoint area. With an increased need for professional services, FAS is thrilled to use our expertise to assist other arts organizations. Services include but are not limited to lighting design and operation, sound design and operation, live concert production, theater production, audio recording and mastering, production management, and backline rentals. Contact our office for details.

"ENCORE"

The countdown to our 39th concert series started on July 13 at our Sponsor Appreciation event, which was generously hosted by our sponsor, The Idaho Club. This special event also included the unveiling of Woods Wheatcroft's original poster artwork, "Encore," a vibrant collage of over 100 photos that represent Sandpoint's love for gathering to share music and celebrate. This piece has been a fun "Where's Waldo" of familiar faces and a great representation of the beautiful people that make up our community.



STUDY HIGHLIGHTS

- **FAS has a direct economic impact of \$3.8 million on Bonner County**
- **Generates over \$233,000 in Sandpoint, Bonner County, & State of Idaho taxes**
- **Creates 37 FTE jobs throughout Sandpoint**

ECONOMIC IMPACT STUDY

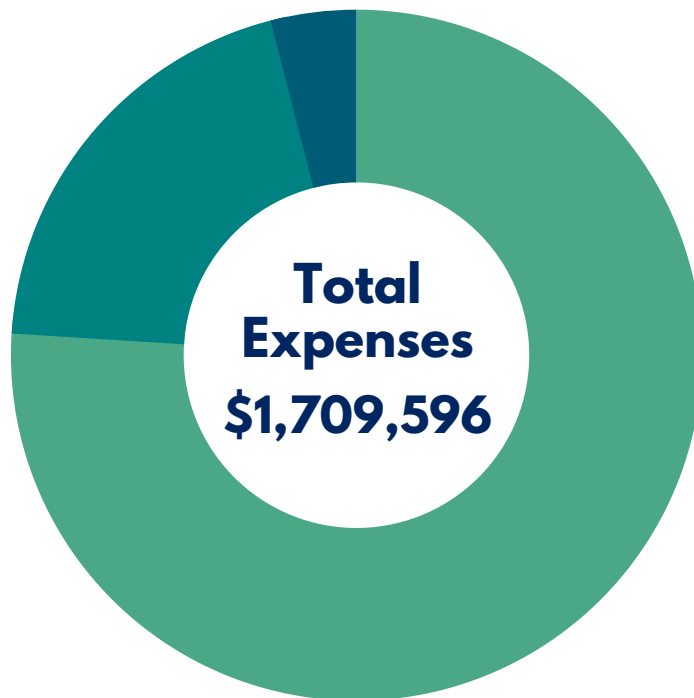
FAS sponsored a 2022 economic-impact study through the University of Idaho that assesses the economic contributions of our organization on the county. This study is an update of a previous study completed in 2012. With part of our mission being the positive economic impact the Summer Concert Series brings to our region, it was important for us to renew this study and continue to renew it on a regular basis. With new operations at Memorial Field, bigger concerts, and recovering from our pandemic seasons, we are thrilled to see that over the past ten years, our impact has grown by 58% in regional sales, 61% in gross regional product, 57% in total compensation, 47% in jobs created, and 96% in tax contribution. Please visit our website to view the full study.

The Festival at Sandpoint's **FINANCIAL OVERVIEW**

FAS is extremely grateful to have concluded the fiscal year (FY) in the strongest financial position in the organization's 39-year history. After a few trying years, this success has allowed FAS to get back to full staffing in 2023 and start the planning process for a new venue and our future. A portion of our success is accredited to a COVID-related grant that FAS cannot depend on in the future. However, our overall financial health allowed us to open an organizational fund that provides its own revenue stream in the form of interest. FAS continues to seek efficiencies in its operations, diversify revenue streams year-round, and continue to lay the groundwork for a financially sustainable future. We are very proud of what we have accomplished and look forward to a bright future and expanding our programs and community impact.

Plans for the **FUTURE**

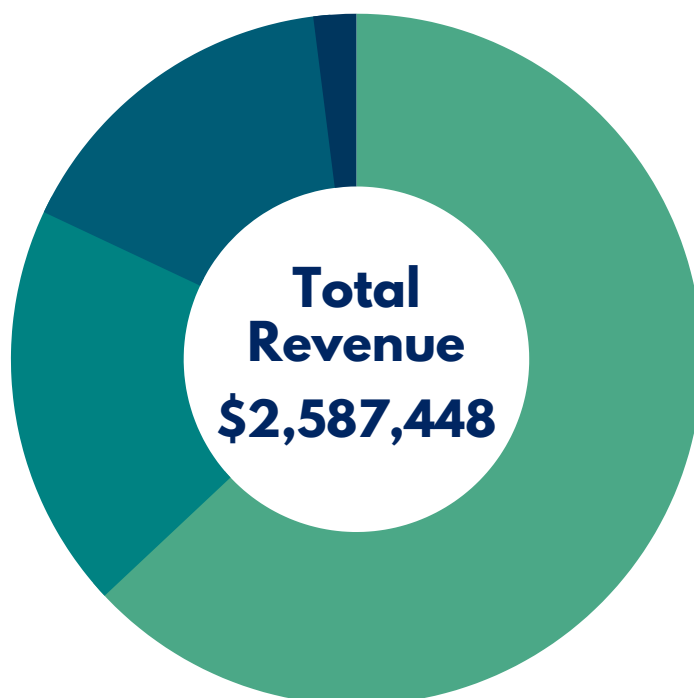
Since 1983 War Memorial Field has been the primary treasured home of FAS. This iconic location helped provide the foundation for so many amazing shows throughout the years. However, in recent years the cost of putting on an event at War Memorial Field has increased significantly. For the financial stability 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 to rely on donations. Unfortunately, the most unsustainable variable of FAS's current operations remains 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, it will be a thoughtful long-term plan that serves as an improvement to the organization and community as a whole year-round.



77%
PROGRAMS

19%
ADMIN

4%
FUNDRAISING



63%
SALES

19%
ONE-TIME GRANT

16%
FUNDRAISING

2%
GRANTS

Ways to **DONATE**

Become a Member

As a non-profit organization, we rely on our members' annual donations to support our youth music education and economic-impact mission. Become a member of the Festival at Sandpoint and be a part of bringing amazing music to our community!

Become a Sponsor

Sponsor an individual concert, our entire two-week concert series 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 Northwest.

Donate Instruments

Do you have an old musical instrument, sound equipment, or accessories gathering dust? FAS will recondition it and put it in the hands of a local music student 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 gathering donations, 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.

MUSIC FOR ALL

The Festival at Sandpoint is committed to making diversity, equity, and inclusion part of everything we do – from the music that graces our stage, to our youth music education programs, to the talent that makes up our workforce. Just like the medium of music, we strive to unite people from different backgrounds, ethnicities, and belief systems and help our community connect, cooperate and care for each other. Music is for all and we are committed to leveraging our unique non-profit organization to help create positive change.