

IMPACTING
— OUR —
COMMUNITY
— WITH THE —
ARTS



2014 ANNUAL REPORT


Joshua M. Freeman
FOUNDATION



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FOUNDATION

THE FREEMAN STAGE *at Bayside*

OUR CORE PURPOSE

Creating opportunities to elevate the human spirit.

OUR MISSION

Partnering to present memorable performances & provide inspired arts education for all.

OUR VISION

A vital source of exceptional cultural experiences.



The Joshua M. Freeman Foundation was the recipient of the Governor's Awards for the Arts in 2014 for presenting arts organization. The Awards are only given out periodically, and our organization was the only presenting arts organization in Delaware to receive the honor in 2014.



PRESIDENT'S GREETING

Impact. It's something that can be felt on an individual level or across an entire community. Often, there needs to be a conduit to help spur such impact, and in our organization, it's something that spans all generations, geographic hurdles, and income levels...*it's the arts.*

At the Joshua M. Freeman Foundation, we recognize that some hold a distinction between *arts* and *entertainment*. In fact, for maximum impact, we use it to our advantage by presenting both. For example, in 2014, revenue from one of the national recording artist performances at The Freeman Stage at Bayside, Dave Mason, helped to fund a mural project in 2 area middle schools. Ticket sales from Barenaked Ladies helped to bring the Washington National Opera to Georgetown, Delaware. The honor of presenting such opportunities in our community is one of great reward and responsibility...neither of which we take lightly.

Those impacts were made, felt, and seen because of people like yourself. If you are reading this, it's because you have supported our mission, and we are grateful because it means you share our passion. As we enter into a new era of growth, take pride in what we accomplished together in 2014.

Our success is a tribute to your support.

BOARD OF DIRECTORS

Michelle Freeman • Stephen Huttler • Christine Shreve
Sara Chase Carlson • *the late* Matt Haley • L. Drexel Davison
Jose Somalo • Virginia Esteban-Somalo • Cathy Davies-Harmon
Patti Grimes, Executive Director



We recognize that there is a joyful need in our community for enriching, educational, and impactful arts experiences. In 2014, we again offered a diverse season of performances at The Freeman Stage at Bayside and at additional venues in the area. These events included tribute bands, dance troupes, national recording artists, local theatre productions, global musical artists, an arts & jazz festival, a special performance for Operation SEAs the Day, and painting workshops. As well, there were a number of informative pre- and post-performance Q&A sessions that encouraged patrons to interact with artists in a new way. In all, there were 584 performers who dazzled our guests in 2014, but the memories created were immeasurable.

10 NATIONAL RECORDING ARTISTS



For the last few summers, The Freeman Stage at Bayside is occasionally transformed into something that resembles Madison Square Garden. Tour buses pull into town, rows of seats are placed on the lawn, and concert t-shirts are pulled from attics. When National Recording Artists perform at The Freeman Stage at Bayside, it's a completely different experience for our audience. In 2014, we presented 10 National Recording Artists—Bruce Hornsby, Aaron Neville, Big Bad VooDoo Daddy, Wynton Marsalis and the Lincoln Center Jazz Orchestra, Barenaked Ladies, Dave Mason's Traffic Jam, The Beach Boys with John Stamos, Firefall, Jennifer Nettles, and David Nail. Each artist brought their own distinctive style, personality, talents, and audience to our small Sussex County stage. We are proud and honored to be able to present such talent to our community, and hope to continue the tradition for years into the future. The Freeman Stage at Bayside isn't a local secret anymore...it's become a destination.

51,208 PATRONS

2014 was a record breaking year in several ways, with attendance being one of them. Over 50,000 patrons enjoyed our performances, and they traveled from near and far to do so! Attendees from 30 states purchased tickets for shows in 2014. We saw couples enjoy date nights under the stars. Families, small and large, came together to create everlasting memories. Local organizations brought out their members for a night of fun. We take pride in the fact that The Freeman Stage at Bayside continues to be a welcoming place for our patrons to enjoy.



“

My wife and I had a great time during our first visit to The Freeman Stage. The venue is conveniently located to our beach house in Ocean City, Maryland. The size of the facility is perfect for an intimate performance. Everything from event parking, seating attendants, food and drink, crowd control and ticket pricing is perfect. We are looking forward to returning to the Freeman Stage this summer and will be sure to tell our family and friends about our great experience.

”

Mark & Cindy Urban • Freeman Stage Patrons

14,306 OUTREACH IMPACTS



The most important goal of our organization is to provide inspired arts education for all. In 2014, we were lucky enough to have over 14,000 chances to do so with our outreach guests. Students from over 20 area schools were able to either be guests at The Freeman Stage at Bayside for a performance, or we brought the arts to their schools or other area locations such as Delaware Technical Community College. Whether it was participating in a mural project, or joining the Washington National Opera on stage, we created experiences that had impact.

“ The mural project through The Freeman Stage had a wonderful impact on Selbyville Middle School. It allowed the students to come together to raise awareness on what it means to have SMS pride. Students should strive to be Selfless, Motivated and Successful in all areas in the school and within the community. It puts a huge smile on my face that students wrote encouraging messages and are proud to show off their work to everyone who enters our building. This was an awesome experience that I was privileged to be a part of. ”

Mallory Anderson • Selbyville Middle School Art Teacher

3,718 VOLUNTEER HOURS

With a full time staff of only 6 employees in 2014, the Joshua M. Freeman Foundation relies on the time and talents of our dedicated volunteers to help us get the job done! Their tasks can range from ushering patrons to their seats at The Freeman Stage at Bayside, to washing out paint brushes for students at an outreach mural project. Our volunteer corps is over 100 members strong, and 15% of them have been with us for over 5 years. Their 3,718 hours of service in 2014 has a value of over \$75,000, but their service to our organization is truly priceless.



“

I am just one of the many volunteers at the Joshua M. Freeman Foundation that give back to our community and help to make it a better place for all to live. When I first started volunteering, my impression was that it was just the Stage, but I came to realize that it is that and so much more. The programs for children are to me the most rewarding to be a part of, especially the mural projects at the middle schools. The thoughts that come out of these kids through art is truly an incredible experience and one that I will always cherish.

”

Homer Coates • Volunteer

239 STAGE SPONSORSHIPS



Each year, some of our most loyal fans open up their wallets and provide substantial financial support for our organization. These individuals, families, and businesses—our “sponsors”—share a mutual commitment to our community and a belief in our mission. In 2014, we had a record breaking 239 sponsorships. For their generous contributions our sponsors may receive reserved seating at performances and invites to exclusive sponsor events - but the real benefit is being a part of something that creates lasting impacts.



“

As a small business owner, Fenwick Float-ors believes that it is very important to give back to our community. We feel that the best way to do that is by being one of the many sponsors of the Joshua M. Freeman Foundation, because of everything that they do at The Freeman Stage for us, our children, and our grandchildren. Our quality of life here in Sussex County has improved 120% because of their efforts in the community.

”

Hughie McBride of Fenwick Float-ors • Sponsor



Apart from traditional fundraising efforts that the Joshua M. Freeman Foundation utilizes, we also like to host some unforgettable fundraising events that provide us with the opportunity to educate our guests about our mission, while having a little fun along the way. In 2014, we again hosted The White Party at the Indian River Life Saving Station, and later in the summer we hit the links at the Joshua M. Freeman Foundation Golf Tournament and it's accompanying Black & Tan Celebration.

Also in 2014, for the first time we had 3 "Dine & Donates" in the fall months. Three local restaurants—Catch 54, Grotto Pizza, and DiFebo's—were generous enough to host these events, while donating a portion of the sales back to the Joshua M. Freeman Foundation.

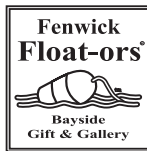
Each of these events is essential for raising funds, and awareness, for our young nonprofit organization.

PARTNERS & GRANTS

The Joshua M. Freeman Foundation received financial support at the \$10,000 level or above from the following community partners:



Sodoka, Inc. Charitable Foundation
Dedicated to the Art of Giving
The Family of Sara Chase Carlson



The Joshua M. Freeman Foundation received partial funding support for The Freeman Stage at Bayside from grants received and/or administered by:



The Carl M. Freeman Foundation, established in 1960, has a long history of supporting nonprofit organizations – both large and small. The Foundation commits its time, talent and treasure to facilitate, support and promote innovative community-based leadership and giving. The Carl M. Freeman Foundation has been a substantial source of support of the Joshua M. Freeman Foundation since its inception. Other support is growing, but sustainability for the long term will require continuing growth in broad based community support, such as from the partners above.

Based on donations of \$150 or more

16 Mile Brewery
 A Red Carpet Event LLC
 Action Watercraft, Inc.
 Aileen & Bob Carlucci
 Al & Rose Marie Lathrop
 Alan Meltzer
 Allan Hirsch
 Alon & Richard Chambers
 Andrew Witzel
 Ann French
 Anna L. Georgiou & Thomas J. Jankowski
 Anne Kline & Geoff Pohanka
 Anne Powell & Jennifer Hughes
 Annemarie Dickerson
 Anonymous
 Anthony & Jill D'Angelo
 Arthur Wasserman
 Ashburn Asphalt
 Bad Hair Day?
 Baker Tilly Virchow Krause, LLP
 Bank of America Charitable Foundation
 Banks Wines & Spirits
 Barbara & David Weitzer
 Barbara Melone
 Barry & Debbie Huber
 Bart & Margy Crivella
 Bayside Gazette
 Beach Home Group
 Beebe Healthcare
 Ben & Sara Waide
 Bethany Tennis Club
 Bill & Sonia Franklin
 Bill Beers
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 Bolduc Family
 Bonnie & Jack Demyan
 Bonnie DiFebo
 Brandywine Senior Living at Fenwick Island
 Brian & Ann Bryan
 Brian & Nikki Munro
 Brice & Kathy Cropper
 Bruce & Susan Jones
 Bryan & Shari Mintz
 Bunting & Murray Construction Corporation
 Carey & Karen Dolan
 Carl M. Freeman Companies
 Carla Briccotto & Mark Banaszak
 Carol & Jim Becker
 Carolyn & Jack Smith
 Cathy Davies-Harmon & Harmon Family
 Charles & Barbara Bernier
 Charles & JoAnne Longo
 Charles & Martha Grimes
 charlesgg99
 Chris & Becky Garland

Chris & Diane Pohanka
 Chris & Marylou Reith
 Christine & Marvin Oursler
 Chuck & Carol Bode
 Clean As A Whistle
 Cline & Laura Scrivner
 Coastal Point
 Coastal Style Magazine
 Comcast Spotlight
 Congressional Bank
 Cookie & Rich Humphreys
 Creative Concepts of Bethany, Inc.
 Crisafulli Family
 Daniel & Sherry Billig
 Dave & Karen Lieberman
 David & Barbara Weitzer
 David & Jamie Doane
 David & Melissa Kushner
 David J. Hartig, MD
 David Marky
 Davies Foundation
 Debbie & Dave Ferry
 Debbie Cooper Scully
 Deborah Trone & David Meyers
 Delaware Electric Cooperative, Inc.
 Delaware Today/Today Media, Inc.
 Delaware Wave/Delmarva Media Group
 Delmarva Sedation Dentistry
 Dennis & Cindy McCarty
 Dennis & Debra Conway
 Dennis & Kathleen Wright
 Dennis & Missie Hendrix
 Dennis Cleary
 Derrick Christiano & Stephanie Smith
 DiFebo's Restaurant
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 Dominic & Carolyn Finelli
 Don & Meri Picard
 Donald J. Grace
 Dr. & Mrs. Richard Falls
 Dr. & Mrs. Robert Medalie
 Dr. Anthony & Franceska Villare
 Dr. Edward T. Dougherty, Jr.
 Dr. Robert & Joyce Landsman
 Dr. Ronald Wisneski
 Eagle Bank
 Ed & Donna Grimes
 Eddie & Janei Folz
 EDIS Company
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 Elizabeth Murias
 Erik & Colleen Windrow
 Ethan Alperstein Memorial Fund
 Eunice Carpitella
 Evans Family
 Feby's Fishery, Inc.

Fenwick Float-ors
 Fisher's Popcorn
 FitzGerald Properties
 Fred & Sarah Kawa
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 Garth & Maggie Troeschler
 Gary & Deborah Wagoner
 Gary & Leesa Gentry
 GE Foundation
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 George, Miles & Buhr, LLC
 Giant Food
 Gordon & Nancy Green
 Greg & Cindy Larson
 Greg & Lisa Smith
 Greg Smith Fitness & Rehab LLC
 Helen Ann Smith
 Herbert & Ellen Herscowitz
 Hertrich Family of Automobile Dealerships
 Highline Wealth Management
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 Hugo Voogd & Linda MacLeish
 Jack & Patricia Warden
 Jackie Inman Burns
 James & Alyce Kyger
 Jamie & Tim Frank
 Jane Rones
 Jeannie & William Hennessy
 Jeannie Shaughnessy
 Jeff & Lisa Osias
 Jeff Sawyer
 Jim & Diane Simpson
 Jim & Sherry Martinovich
 Joan McVaugh
 Joe & Mary Angle
 Joel & Maggie Eisemann
 John & Amy Chay
 John & Colleen Girouard
 John & Dee Aniuas
 John & Donna Sondberg
 John & Emmy McNamara
 John & Gina Bennett
 John & Marci Derr
 John & Susan Anders
 John & Wendy Schilling
 John Fernstrom
 John Hunter
 Johnson & Johnson Matching Gifts Program
 Jose & Virginia Somalo
 Joseph & Amale Gaffney
 Julian Coates, Jr.
 Julie Bender Silver

\$1,123 AVERAGE DONATION

Junis Adkins
 Karen & Thomas Dwyer
 Kathleen Matthews
 Kathy & David Green
 Kathy Jankowski
 Kathy Kiernan
 Kathy Serabian
 Keane Enterprises
 Keith & Melanie Pauley
 Ken & Sandy Taras
 Kevin & Lisa Collison
 Kristine Olson
 Kurt & Gail Zanelotti
 Kyle & Donna Miller
 L.F. Jennings, Inc.
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 Larry Stewart
 LC Homes
 Lee & Jacqueline Jennings
 Lee McCreary
 Len & Kathy Martin
 Leon & Arlene Taub
 Leslie Barron
 Leslie Kopp Group
 Levitsky Family
 Lighthouse Dance & Yoga
 Linda & Bruce Pollekkoff
 Linda King
 Lisa Roy
 Lisa Sweeney
 Lois & Leslie Alperstein
 Lori & Stuart Levin
 Lou & Barbi Hyman
 Major Travers
 Marc & Patti Grimes
 Mario & Dana Morino
 Mark & Rita Brown
 Mark 4 Hair Salon
 Marnie Homes
 Marnie Oursler
 Mars Super Markets
 Marvin & Jane Long
 Mary Appollina & Pam Petill
 Mary Beth Carozza
 Matt Haley
 Maureen Maguire
 Max Hutsell & Courtney McWilliams-Hutsell
 Max's Business Furniture, LLC
 Meltzer Group
 Michael & Denise Kelleher
 Michael Guerrieri/Guerrieri Family Foundation
 Michael Pawk
 Michael Simeone
 Michelle Fager
 Michelle Freeman
 Miles & Pat Weigold

Montego Mike
 Morgan Stanley
 Nancy & Marc Duber
 Nancy Kleinstuber Carey
 Nanticoke Surgical Associates
 Nantuckets Restaurant
 Neil & Lindsay Maurer
 Nicholas Freeman
 Nicholaus Campbell
 Nigel & Caren Martin
 Niki Mock & Phil Leibovitz
 Norine & George Watson
 Norma Henriksen
 NV Homes
 Ocean City Today
 Olin Corporation Charitable Trust
 Pam & Jeff Wadler
 Pam Smith
 Patricia Benson
 Patrick & Kimberly Hannon
 Patrick & Suzanne Davis
 Patti & Joel Wiedermann
 Paul & Faith Denault
 Paula & Bob Kelly
 Phil & Peggy Maher
 Philip & Mary Sue DiFebo
 Pillsbury, Winthrop, Shaw & Pittman
 PMB Associates, LLC
 PNC Bank
 Preferred Electric, Inc.
 ProSkate, LLC
 Randy & Nan Dove
 Ray & Chris Aumiller
 Raymond & Janer McCabe
 Renshaw-Porter Family Fund
 ResortQuest Real Estate
 Richard & Kim Freedman
 Richard & Nancy LaMotte
 Richard & Sue Basford
 Rick & Janis King
 Rick Alcode
 Rick & Christine DiSabatino
 Rob & Terri Clark
 Rob & Alice Martinelli
 Robert & Charlotte DiFebo
 Robert & Eileen Brennan
 Robert & Joanne Levy
 Robert & Judith Scherr
 Robert & Michelle Kunisch
 Roger & Ginny Hartmuller
 Ron & Candice Gray
 Ron & Heather Michaud
 Ron & Julie Halteman
 Rose Cohen
 Ross & Melodie Cropper
 Roy & Victoria Williams

Ruth & Bob Cope
 Ryan & Kristen Kirby
 Salisbury University
 Sandy Scitri & Art Jakovics
 Sara & Jake Booth
 Sara Chase Carlson
 Schell Brothers LLC
 Scott & Shuman, P.A.
 Scott Edmonston
 SecureNetMD
 Sharie A. Brown
 Shulman Rogers Gandal Pordy & Ecker, P.A.
 Sliwa Family
 SoDel Concepts
 Sodoka, Inc.
 Sposato Landscape Co.
 Steve & Maddie Harris
 Steve & Mary Connell
 Steve & Theresa Barczyk
 Steve Alexander
 Suzanne Worrall
 Tami & Murray Oltman
 Terry & Maureen Griffith
 Thom Young
 Thomas & Barbara Egan
 Todd & Aimee Flubacher
 Todd & Candace Hickman
 Tom & Karin Freedman
 Tom & Lynda Schoeninger
 Tom & Nancy Cole
 Tom Bowersox & Christine Shreve
 Tony & Eileen DeMichael
 TPW Management, LLC
 Troon Golf
 Truitt Foundation
 Twig & Charlie Burton
 UBS
 United Bank
 Valois Property Group
 Vance & Sherri Mitzner
 Vendini, Inc.
 Vicki & Zeke Dodson
 W. Christopher Smith, Jr.
 W. David Dabney
 Warren Hayden
 Wayne & Roberta Lednum
 Wayne Phillips
 William & Charlene Gesualdi
 William E. Pease, MD

In Memory / In Honor Of:
 Bill Hamilton
 Dana & Mario Morino
 Josh Freeman
 Matt Haley

2014 FINANCIALS

unaudited



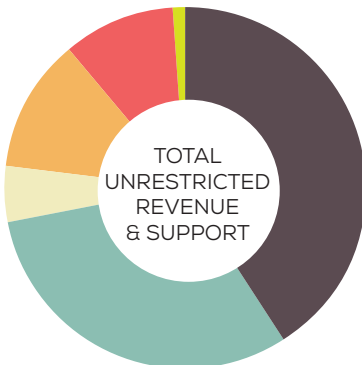
UNRESTRICTED REVENUE & SUPPORT	\$ in Thousands
Ticket & Concession Sales (net of Cost of Goods Sold)	\$ 972
Fundraising & Sponsorships (including In-kind Donations)	753
Contributions	109
Legacy Grant - Carl M. Freeman Foundation	300
Other Grants - Local, State, Regional, Foundations	247
Interest & Investment Income	34

TOTAL UNRESTRICTED REVENUE & SUPPORT	\$ 2,415
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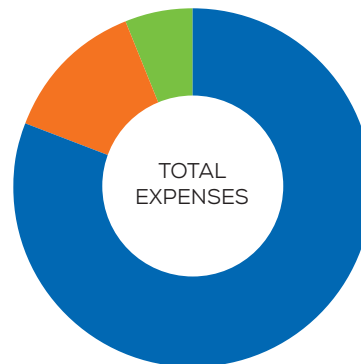
PRINCIPAL EXPENSES	
Performance & Related Expenses	\$ 1,831
Fundraising Expenses	291
Management & General Expenses	130

TOTAL EXPENSES	\$ 2,252
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RESTRICTED REVENUE - STRATEGIC DIRECTION	
Legacy Grant - Carl M. Freeman Foundation	\$ 1,500



- 41% Ticket & Concession Sales
- 31% Fundraising & Sponsorships
- 5% Contributions
- 12% Legacy Grant
- 10% Other Grants
- 1% Interest & Investment Income



- 81% Performance & Related Expenses
- 13% Fundraising Expenses
- 6% Management & General Expenses

LOOKING FORWARD

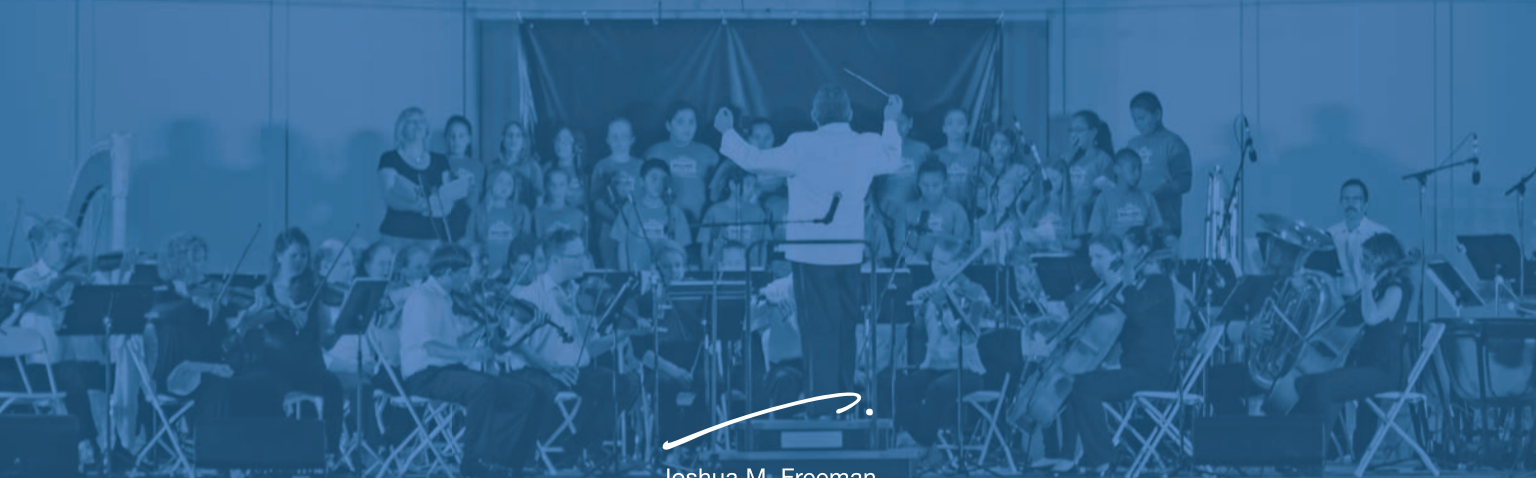
Since 2008, the Joshua M. Freeman Foundation has presented unique arts experiences to over 205,000 guests at The Freeman Stage at Bayside and in venues throughout Sussex County, Delaware. Looking back after 7 seasons at The Freeman Stage at Bayside, we are beyond thrilled to fulfill an obvious need in the region. Though our attendance numbers have grown, and our reach has spread further into the community, our vision remains the same: *To be a vital source of exceptional cultural experiences.* To continue to do so, we will need to grow.

Looking forward, to better serve our community, our organization will be considering expansion in programming, staffing, volunteer efforts, revenue growth, and a new primary presentation facility. All of which will require a continued dedication from those who have helped us make the impacts that we've made with the arts today.

We started with a very basic stage, an empty green, and a dream. Today, that stage has hosted thousands of performers, that green is feeling smaller and smaller, and that dream is within reach. None of that would be possible without our supporters—donors, sponsors, volunteers, vendors, seasonal staff—being there every step of the way. We know that the best communities are the ones with a strong, vibrant arts presence, so thank you for your belief in our dedication to help make that happen.



Enjoy this Stage in your life!



Joshua M. Freeman
FOUNDATION

31556 Winterberry Parkway
Selbyville, DE 19975

freemanfoundation.org