**Finances**

* **Cash flow:** The cash flow projections have improved considerably:
	+ Feb. 1: $60,197
	+ Feb. 16: $78,355
	+ Mar. 1: $18,893
	+ Mar. 16: $46,181
	+ April 1: $22,274
	+ April 16: 4,343
	+ May 1: $17,969
	+ May 16: $33,749
	+ June 1: $12,023
	+ June 16: $27,122
	+ July 1: $9,402
	+ July 16: $11,254

These estimates include a few assumptions and caveats: 1.) we draw our last $40K from reserves in mid June, *not* *January* as initially projected; 2.) we return to $2,600/month loan payments this winter; 3.) the McKnight grant of $30K arrives in March as it has previously; 4.) this does include a portion of the MSAB Access grant, since the ensemble will begin work on this project this FY; 5.) this assumes that gala revenue and expenses are similar in amount and timing to Cantus Idol; 6.) this does not include most major gifts tied to the 25th anniversary that have not yet arrived.

* **Propel training:** I will participate in a monthly financial planning workshop at Propel Nonprofits, beginning next month. This training is paid for (and required by?) the Target Foundation.

**Fundraising**

* **25th Anniversary Campaign:**

|  |  |
| --- | --- |
| **Goal** | **250,000 in new/increased support over 3 FYs** |
| **New/increased amount (1.22.20)** | **86,867** |
|  Amount arrived | 47,503 |
|  Amount pledged | 39,364 |
| **Percent to goal (arrived and pledged)** | **35%** |

* + Thank you to those on the board who have contributed and pledged so generously to get this campaign off to such a strong start – your support makes a real difference, and it strengthens our case with external donors.
	+ Thank you also to Jeff Reed, Paul Scholtz, and Sam Green who were part of meetings with key donors, who ultimately invested in Cantus’ work very generously:
		- Wenger Foundation: $25,000 (increase of $20,000); grant arrived in Dec. 2019.
		- Steve Coleman and Karen Koentopf: $25,000 over three years (increase of $10,000 over campaign period); first installment arrived in Dec. 2019.
		- Mary and Bruce Bean: $23,460 over three years (increase of $15,900 over campaign period); first installment arrived in Jan. 2020.
* **Other good news:**
	+ Twin Cities Opera Guild: $3,000 for education (increase of $1,000 over last year and budget)
	+ Getty Foundation: $5,000 general operating (level funding)
	+ Anna M. Heilmaier Charitable Foundation: $6,000 (level funding)
* **In progress/pending:**
	+ MSAB general operating: submitted this month with notification in July (~$60K?)
	+ MSAB arts learning: due Feb. 7 (project grant)
	+ McKnight: Kelly submitted our letter of inquiry to request continued support (~$30K/yr?)

**General, Admin, and Misc.**

* **Christmas album:** Thank you to Chris Foss for recording and polishing the audio of our “Three Tales of Christmas” album. In addition to delighting audiences, this netted approx. $3,700.
* **New website:** Thank you to Jake Christopher for an outstanding new website: <https://www.cantussings.org> It’s wonderful to have an online presence that reflects our brand in a more compelling and user-friendly way.
* **Chanticleer:** I’ve signed contracts with Chanticleer and Orchestra Hall for a collaborative concert on Oct. 1, 2020. We’d like to make this a surprise announcement at the gala, so please use your discretion in sharing this news (and please pretend to be surprised when it’s announced!).
* **New album:** We are awaiting an updated contract from Signum, the UK-based record label, for the album previously locked away at eOne. Rebecca Davis, our national publicist who has been the point person between Cantus and the label thus far, said there is no reason for concern, as the label moves fairly slowly.