



2010 : SETTING THE STAGE FOR THE FUTURE

## Accomplishments



In 2010, The Joshua M. Freeman Foundation continued to increase awareness of the organization and to increase fundraising initiatives. The major project of the foundation continued to be its commitment to bring exceptional arts experiences to the Mid-Atlantic region. The Freeman Stage at Bayside, nestled near Fenwick Island, Delaware, welcomed nearly 25,000 people during its third season, which also brought our 50,000th visitor since our first season in 2008. Some of the region's most celebrated arts organizations, including the Delaware Symphony Orchestra, the Mid-Atlantic Symphony Orchestra, First State Ballet, and Clear Space Theatre Group dazzled our audiences once again under the setting sun. Thousands of patrons tapped their feet to the hits of yesteryear during our first ever Tribute Week. Children danced and sang along to the Dirty Sock Funtime Band, and were later amazed by our fireworks spectacular during the Labor Day Finale. We furthered our commitment to bring the arts for all to enjoy as we hosted over 2,000 local elementary school children this year with the launch of our arts outreach program.

Major accomplishments for the Joshua M. Freeman Foundation in 2010 included:

- The addition of a new board member, Sara Chase Carlson.
- Continuing to build a sustainable staff to support the mission, goals and objectives of the foundation. Doug Phillips, marketing manager and Debbie Werden, accounting manager joined the team in January 2010.
- Overall improved financial results – see enclosed unaudited income statement .
- Growing fundraising revenue through level of giving program, brick paver program and annual golf tournament and Arts by the Sea.
- Receiving grant income for programming for The Freeman Stage.
- Further refining and improving the venue of The Freeman Stage including the opening of the Stage Café, perimeter fencing and entrance improvements, lighting and landscaping enhancements.
- Launching a specific outreach program for children and the underserved community. Over 2,000 school children attended the programs as well as seven other county organizations.
- Overall enhancement of branding of both the JMFF & The Freeman Stage
- Increased promotional efforts for The Freeman Stage
- Welcoming our 50,000th patron to The Freeman Stage in just three years.
- 345 new patrons registered in our database for future giving opportunities.
- The new utilization of other community venues to present performances in the off-season.
- Improved operational capacity and results at The Freeman Stage resulting in increased concession sales and ticket sales.
- 99.5% customer satisfaction rating from The Freeman Stage survey.

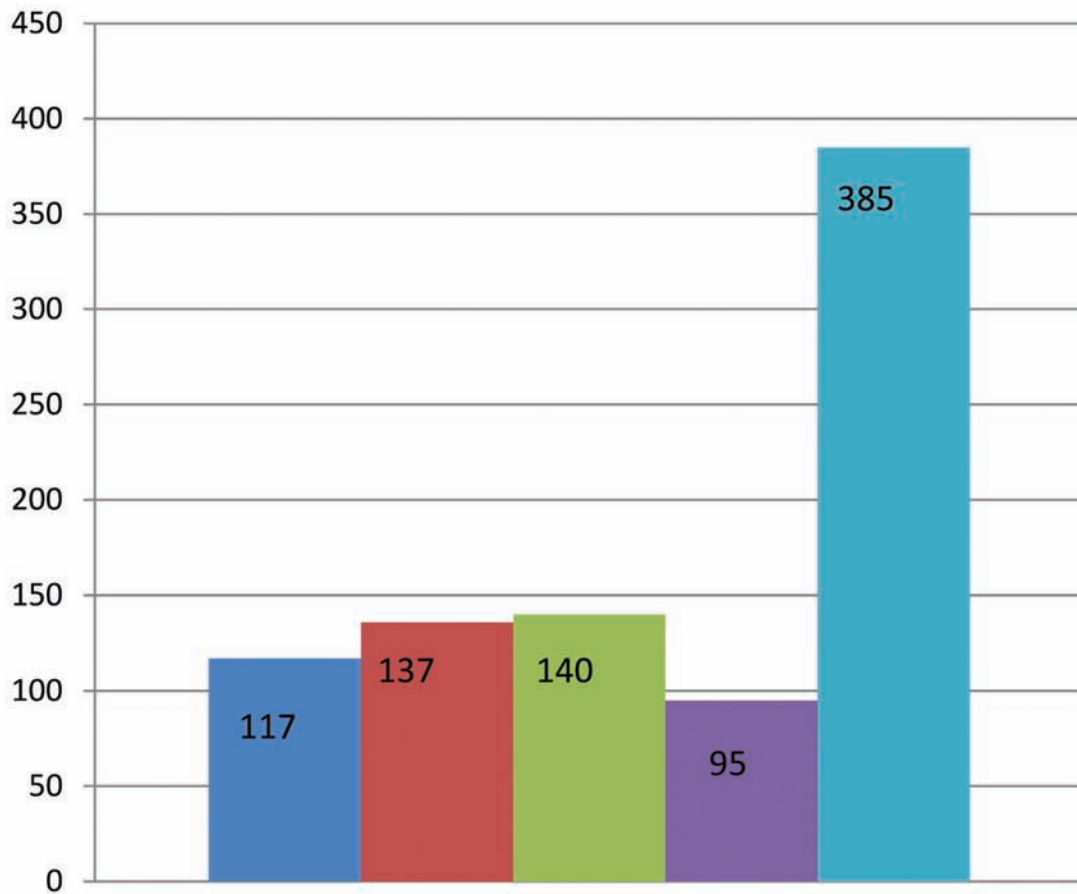
# Financial Information



	2009 ACTUAL	2010 BUDGET	2010 ACTUAL	VARIANCE '10 BUD VS '10 ACT
<b>INCOME</b>				
GOLF TOURNAMENT	\$ 219,183	\$ 176,500	\$ 222,781	\$ 46,281
OTHER FUNDRAISING EVENTS	20,483	102,250	49,952	(52,298)
CONTRIBUTIONS	132,451	58,200	19,395	(38,805)
CMFF GRANT	900,000	550,000	690,000	140,000
CONCESSIONS	16,169	19,710	38,251	18,541
THEATER - TICKETS, SPONSORS	59,582	59,000	80,313	21,313
OTHER	81	-	8,330	8,330
<b>TOTAL INCOME</b>	<b>\$ 1,347,949</b>	<b>\$ 965,660</b>	<b>\$ 1,109,022</b>	<b>\$ 143,362</b>
<b>EXPENSES</b>				
DIRECT STAGE PERFORMANCE COSTS	\$ (276,826)	\$ (425,000)	\$ (437,090)	\$ (12,090)
GOLF TOURNAMENT EXPENSE	(46,925)	(49,700)	(43,318)	6,382
SPECIAL EVENTS EXPENSE	(28,109)	(49,830)	(31,732)	18,098
OTHER FUNDRAISING EXPENSES	(8,642)	(13,110)	(4,402)	8,708
MARKETING & PROMOTIONS	(25,033)	(20,900)	(8,213)	12,687
FACILITIES EXPENSE	(11,963)	(34,956)	(26,981)	7,975
COST OF SALES	(12,276)	(8,204)	(44,144)	(35,940)
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ (409,775)</b>	<b>\$ (601,700)</b>	<b>\$ (595,880)</b>	<b>\$ 5,820</b>
OPERATING SURPLUS (DEFICIT)	938,174	363,960	513,142	149,182
PERSONNEL	(510,705)	(383,002)	(354,780)	28,222
OTHER ADMINISTRATIVE EXPENSE	(76,187)	(108,868)	(75,743)	33,125
SURPLUS/(DEFICIT) BEFORE INV	351,282	(127,910)	82,620	210,530
INVESTMENT INCOME (LOSS)	(5,136)	6,500	16,172	9,672
INVESTMENT EXPENSE	(624)	(750)	-	750
<b>SURPLUS (DEFICIT)</b>	<b>345,522</b>	<b>(122,160)</b>	<b>98,792</b>	<b>220,952</b>
<b>Cash Flow Analysis</b>				
Less: Capital Expenditures	(4,880)	(41,230)	(35,513)	5,717
Unrealized Gain/Loss	(87,859)	-	(10,023)	(10,023)
Depreciation	3,934	13,913	10,051	(3,862)
	(88,805)	(27,317)	(35,485)	(8,168)
<b>NET CASH FLOW</b>	<b>\$ 256,717</b>	<b>\$ (149,477)</b>	<b>\$ 63,307</b>	<b>\$ 212,784</b>

# Public Contributions

## Joshua M. Freeman Foundation: Number of Donors Per Donation Category



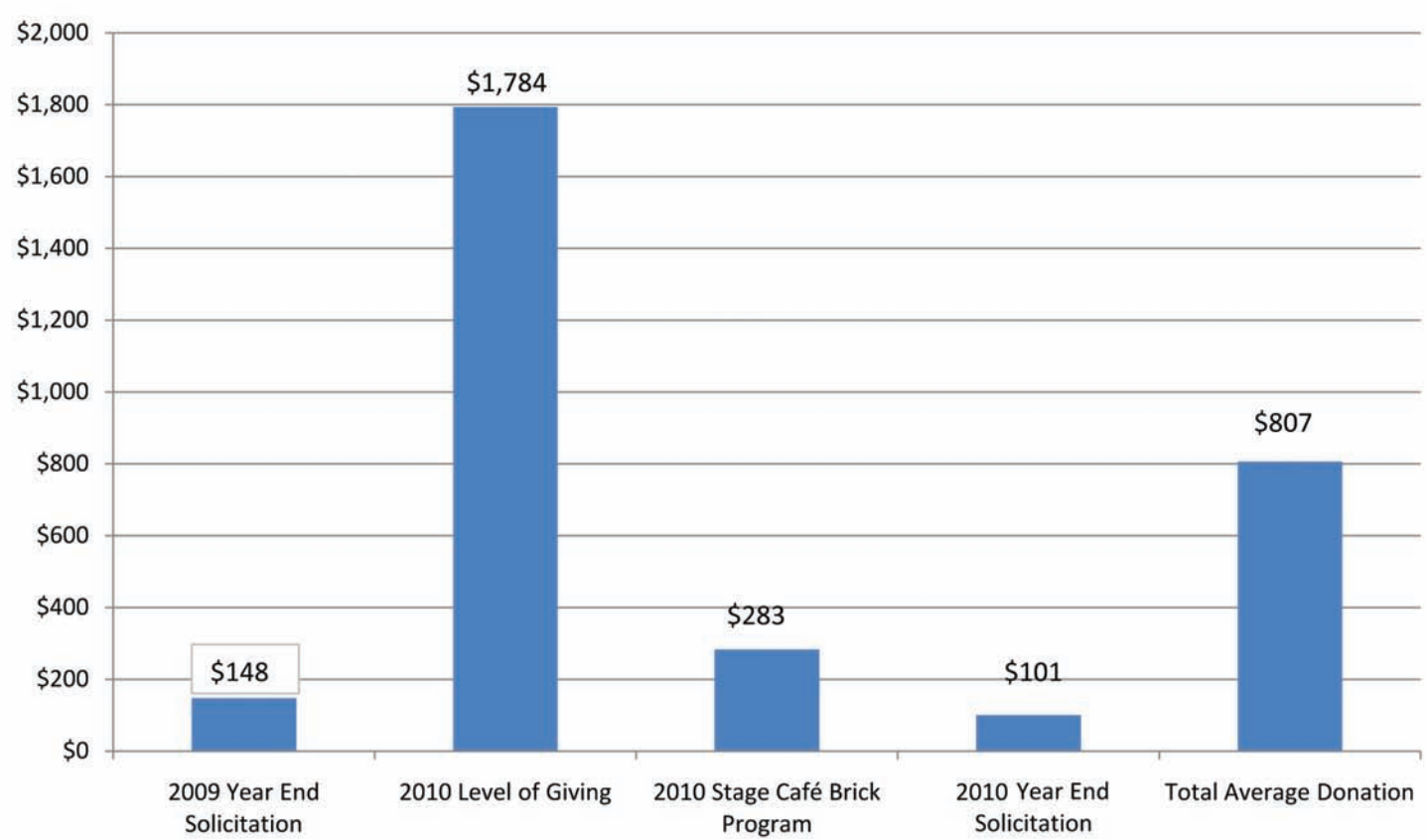
- 2009 Year End Solicitation
- 2010 Level of Giving
- 2010 Stage Café Brick Program
- 2010 Year End Solicitation
- Total # Of Donors





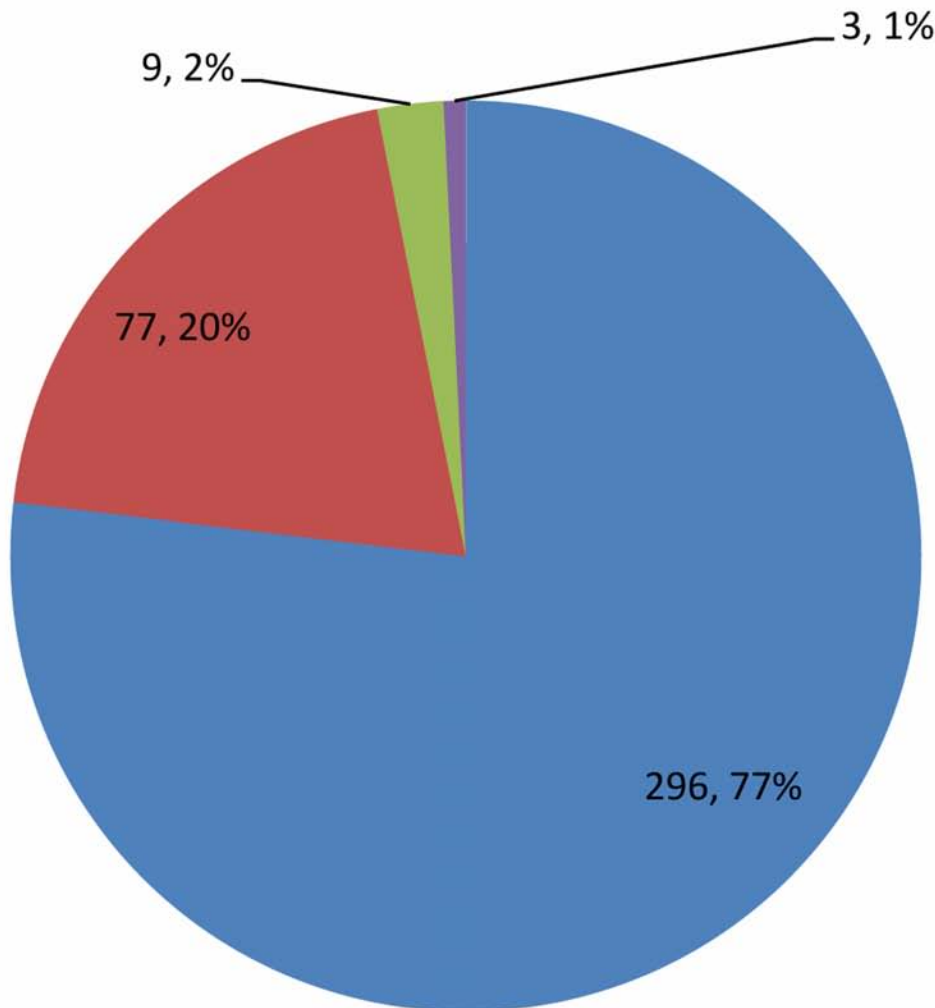
# Public Contributions

## Joshua M. Freeman Foundation Average Donation Contribution Per Donation Category



Public Contributions

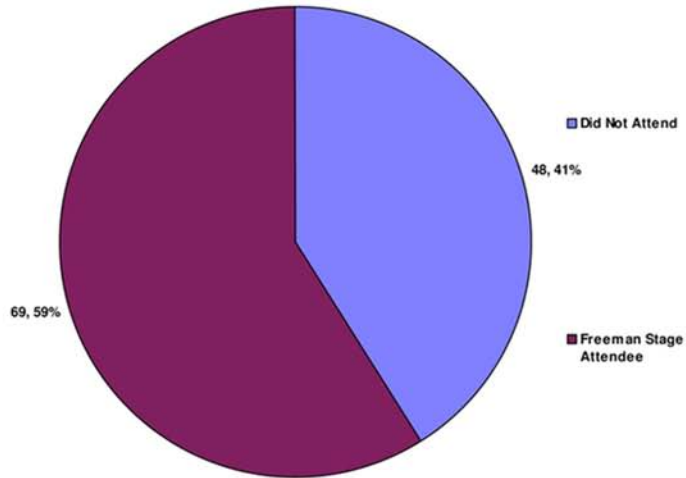
**Joshua M. Freeman Foundation:  
2010  
Number of Donations Made Per Donor**



■ 1 ■ 2 ■ 3 ■ 4  
Number of Donations

# Public Contributions

## 2009 Year End Solicitation Donors By Freeman Stage Attendee

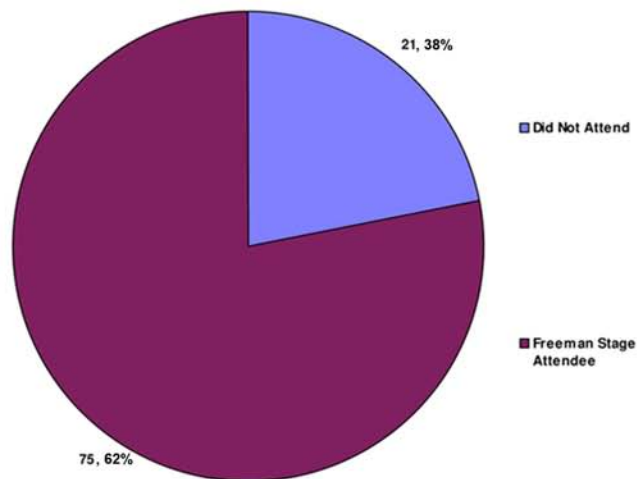


Attended?	Total Gifts:	Percent of Total:
Did Not Attend	\$11,333.00	66%
Freeman Stage Attendee	\$5,950.00	34%
	<b>\$17,283.00</b>	

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Joshua M. Freeman Foundation

## 2010 Year End Solicitation Donors By Freeman Stage Attendee



Attended?	Total Gifts:	Percent of Total:
Did Not Attend	\$3,646.00	38%
Freeman Stage Attendee	\$5,906.00	62%
	<b>\$9,552.00</b>	

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Joshua M. Freeman Foundation

# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Alan Steinmark			\$150		\$150
Alpha Alpha Chapter			\$150		\$150
Alvarez & Marsal Tax Advisory Services, LLC		\$15,000			\$15,000
Andrew and Heather Sachs			\$300		\$300
Andrew and Sara Timmons			\$150		\$150
Andrew Harris				\$10	\$10
Ann Hancock				\$50	\$50
Anne Mcgregor		\$50			\$50
Anthony and Eileen DeMichael			\$150		\$150
Art Tankersley	\$25				\$25
Arthur and Amy Kales			\$300		\$300
Barbara and Paul Mazzei			\$150		\$150
Barbara Hove			\$150		\$150
Barbara Loffler		\$25			\$25
Barry and Deb Huber				\$100	\$100
Barry and Jeannie Brown			\$150		\$150
Barton's Landscaping and Southern States		\$3,000			\$3,000
BCE Corporation			\$1,000		\$1,000
Betty Franke				\$25	\$25
Bignell Watkins Hasser Architects		\$3,000			\$3,000
Bill and Marie Seward		\$25			\$25
Bill Winkler			\$300		\$300
Blaine and Patricia Middleton	\$25				\$25
Blane T. and Victoria Dodson				\$100	\$100
Borc:Dixon		\$2,000			\$2,000
Bradley and Donna Morse			\$150		\$150
Brandywine Senior Living			\$300		\$300
Brendan and Laura Ambrose		\$1,500			\$1,500
Brian and Sandra Chandler			\$300		\$300
Brian and Tracy Cullen		\$3,000			\$3,000
Bunting & Murray Construction Corporation		\$2,000			\$2,000
Cary and J. Amy Judd		\$3,000			\$3,000
Charles and Harriette Hobbs	\$25				\$25
Charles Dukes			\$500		\$500
Charles Goorevich			\$150		\$150
Charlotte Martin				\$10	\$10
Cheryl Kagan				\$100	\$100
Chesapeake Brass Band			\$150		\$150
Chris & Christianne Veirs			\$150		\$150
Christie Thornett			\$300		\$300
Christine Murphy				\$50	\$50
Christopher and Marylou Reith			\$150		\$150
Chuck Carr			\$300		\$300
Cindy and Gregory Grill				\$100	\$100
Clark Adams			\$300		\$300
Clear Space Productions	\$100				\$100



# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Conaway Associates Inc.	\$150				\$150
Congressional Bank		\$10,000			\$10,000
Connie Trump	\$50				\$50
Curtis Coy			\$300		\$300
Dale and Mary Jacobs				\$30	\$30
Daniel and Lisa Dionisio		\$500			\$500
David and Janet Batlan				\$36	\$36
David and Karen Liberman	\$100				\$100
David Feit	\$25				\$25
David Lyon			\$150		\$150
David Meyers and Deborah Trone			\$150		\$150
David Williams				\$50	\$50
Deborah Trone				\$50	\$50
Dennis and Deb Conway	\$100				\$100
Dennis and Marsha Burke			\$150		\$150
Dennis and Missie Hendrix	\$500				\$500
Despina Kaneles			\$150		\$150
Discover Technologies LLC		\$7,500			\$7,500
Don and Karen Collier	\$50				\$50
Don Wells			\$150		\$150
Donald and Dianne Harlacher				\$100	\$100
Donald and Nina Mickelsen	\$250				\$250
Dorothy Melcher				\$25	\$25
Dottie McGovern				\$50	\$50
Doug and Brenda Phillips			\$150		\$150
Eagle Bank		\$5,000			\$5,000
Earl Young			\$150		\$150
Edward and Elaine Mcquillin	\$50				\$50
Edward and Mary Scarp				\$50	\$50
Edward Sullivan			\$600		\$600
Eithne Graziano	\$50				\$50
Eleanor and Paul Cornell				\$25	\$25
Elizabeth O'leary				\$50	\$50
Ellen Begun			\$150		\$150
Elmer and Jean Trieschman			\$150		\$150
Envirotech				\$50	\$50
Eric Swartz			\$300		\$300
Ernest & Carol Hepler	\$100				\$100
Eugene Erwoy	\$100				\$100
Evonne Liakos				\$50	\$50
Fabiana Steren-Offit		\$150			\$150
Feby's Fishery Inc.	\$1,000				\$1,000
Fenwick FLOAT-ORS		\$7,500			\$7,500
Fifi Crone		\$100			\$100
Fisher's Popcorn		\$1,000			\$1,000
Frank and Nancy Palmer			\$300		\$300

# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Frank Macchia			\$150		\$150
Gary & Marla Allentuck		\$50			\$50
Gary S. Lawrence Revocable Trust		\$7,500			\$7,500
Gene and Elaine Warlikowski				\$10	\$10
George and Kay Smolenski				\$50	\$50
George and Mary Ellen Hagstoz			\$150		\$150
George C. Pappas	\$25				\$25
Gerald Scott			\$150		\$150
Giant Foods LLC		\$1,500			\$1,500
Goldie and Gershon Klein		\$50			\$50
Green Light Retail Real Estate Services, LLC		\$3,000			\$3,000
Gregory and Lisa Smith		\$1,000			\$1,000
Gregory Neuner	\$50				\$50
H Dean Huffman				\$100	\$100
Herbert and Mary Martin	\$100				\$100
Herscowitz & Associates Llc			\$300		\$300
Hogan & Lovells LLP		\$7,500			\$7,500
Jackie Badro			\$150		\$150
Jacques Nacson			\$150		\$150
James and Pam Miller			\$300		\$300
James and Pamela Dowd		\$25			\$25
James Falcon				\$50	\$50
James Heinlein		\$50			\$50
James Simpson		\$50			\$50
Jane Marden	\$10				\$10
Janei's Art		\$500			\$500
Janice K. and Steve Gordon			\$300		\$300
Jere and Diane Shawver	\$100				\$100
Jerome and Toni Carr			\$150		\$150
Jerry and Carol Courtney		\$10			\$10
Jesse and Tiera Koehler				\$50	\$50
Jill and Michael Andahazy			\$150		\$150
Jim Aschenbach		\$50			\$50
Joanne Decasaris		\$150			\$150
Joe Deardorff				\$100	\$100
Joel and Linda Gerstle	\$50				\$50
John and Carol Burroughs			\$150		\$150
John and Carol Rooney			\$150		\$150
John G. Shooshan				\$500	\$500
John Kraus	\$50				\$50
John P. Leachman, Jr.				\$100	\$100
John Rottiers			\$300		\$300
Johnson and Johnson	\$1,000				\$1,000
Joleen Killinger				\$50	\$50
Jonathan B. Lyon			\$500		\$500
Joseph and Elena Cappella	\$100				\$100

# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Joseph and Jeannie Hodges	\$100				\$100
Joseph and Mary Angle		\$150			\$150
Joy Faehner			\$300		\$300
Judie Jenkins	\$20				\$20
Judy and Mark Lerner Family Foundation, Inc.		\$300			\$300
Jule Kempske		\$50			\$50
Karen and Paul Wallace				\$50	\$50
Karen Hamilton			\$150		\$150
Kathleen Seiler	\$25				\$25
Kathleen Wright				\$100	\$100
Kay Martin				\$25	\$25
Kevin Short			\$500		\$500
Kyle and Kristina Lieberman			\$150		\$150
L.F. Jennings		\$3,000			\$3,000
Larry Kelly			\$150		\$150
Larry Stewart				\$100	\$100
Laura Heimberg		\$50			\$50
Laurie McFaul			\$150		\$150
Lavon Harnish				\$50	\$50
Lawrence and Roberta Shulman		\$500			\$500
Len and Kathy Martin		\$500			\$500
Leon Taub	\$25				\$25
Lester and Cindy King			\$150		\$150
Lewis G. Kester				\$20	\$20
Linda Magarelli		\$25			\$25
Linda Shaw			\$300		\$300
Marcos Pupkin		\$10			\$10
Margaret Jacobs	\$50				\$50
Marge and Jack Hudson			\$150		\$150
Margo Hepler	\$15				\$15
Marie Lower	\$50				\$50
Mark and Nelda McLaughlin			\$300		\$300
Mart Friedlander				\$100	\$100
Martha Tillman	\$200				\$200
Martin and Julianne Lodowski	\$20				\$20
Martin Kossoff		\$50			\$50
Mary Attiliis			\$300		\$300
Mary Carroll	\$100				\$100
Mary Mumford	\$10				\$10
Mary P. Bremerman				\$50	\$50
Marylou Commiso	\$30				\$30
McCabe's Gourmet Market, Inc.		\$650			\$650
Meltzer Schiner & Carroll LL		\$30,000			\$30,000
Michael A Fleisher	\$100				\$100
Michael and Gigi Moss			\$500		\$500
Michael and Kim Sasada		\$50			\$50

# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Michael Antone		\$300			\$300
Michael Grimes		\$500			\$500
Michelle Freeman			\$800		\$800
Micki Weidenfeld				\$25	\$25
Mike and Joan Milsted		\$25			\$25
Mike and JoAnn Doyle				\$25	\$25
Mike and Liz Nally		\$300			\$300
Mike Cramer				\$36	\$36
Mike Potter			\$300		\$300
Mitchell and Barbara Shuckman	\$1,500				\$1,500
Ms. Margaret Raphael		\$500			\$500
Nancy Eberhardt			\$300		\$300
Nancy Gallagher		\$150			\$150
Nancy Macaleese				\$20	\$20
Nancy Martin	\$20				\$20
Neva Gatzke		\$50			\$50
Niki Mock		\$650			\$650
Norma Henriksen			\$150		\$150
Norman Aerenson			\$300		\$300
OC Freddies		\$500			\$500
Pamela Petill and Mary Appollina		\$1,500			\$1,500
Pat and Una Carew				\$25	\$25
Pat Preziosi	\$25				\$25
Patricia Milstead				\$50	\$50
Patrick and Kimberly Hannon			\$150		\$150
Patti Wiedermann				\$50	\$50
Paul and Faith Denault		\$200			\$200
Paul and Pat Muzik				\$100	\$100
Peggy Gatti				\$25	\$25
Philip and Peggy Maher			\$150		\$150
Pillsbury Winthrop Shaw Pittman LLP		\$15,000			\$15,000
PNC Bank Bayside		\$500			\$500
Premium Paving LLC		\$5,300			\$5,300
Randolph Dove			\$150		\$150
Ray & Patty Bowers			\$300		\$300
Ray and Chris Aumiller			\$150		\$150
Ray B. Brisbane	\$20				\$20
Raymond and Linda Brady				\$25	\$25
Richard and Jill Shovel	\$25				\$25
Richard and Teresa Strahlman			\$150		\$150
Richard Freedman			\$150		\$150
Robert and Cindy Strouse				\$50	\$50
Robert and Cynthia Hibbert	\$100				\$100
Robert and Eileen Brennan			\$150		\$150
Robert and Marilyn Alexander			\$150		\$150
Robert Dobrusin	\$100				\$100

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Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Robert Fernekes				\$25	\$25
Robert Goldberg		\$300			\$300
Roberta Halle Bass			\$150		\$150
Roger and Danna Levy	\$25				\$25
Ross Cropper		\$1,000			\$1,000
Rudolph, France and Gresham, P.C.		\$200			\$200
Rui and Vicki Matos	\$250				\$250
Ruppert Family Foundation		\$1,000			\$1,000
Ruppert Landscape		\$3,000			\$3,000
Ryna & Melvin Cohen Family Foundation		\$1,000			\$1,000
S.A. and Mary Castorina				\$25	\$25
Sandra Huber		\$25			\$25
Sandra Unitas			\$300		\$300
Sandy Miller				\$20	\$20
Sara Carlson			\$500		\$500
Sara Shaughnessy				\$50	\$50
Scott and Julie Kirsch	\$1,000				\$1,000
Scott Cohen			\$500		\$500
Scott McQuilken		\$2,000			\$2,000
Shannon and Brian Angell			\$300		\$300
Shawn and Marlene Dressman	\$50				\$50
Sheila C Johnson Foundation		\$300			\$300
Siobhan Rausch		\$150			\$150
Sodoka Inc		\$15,000			\$15,000
Sondra Connor	\$50				\$50
Stanley Adoff	\$50				\$50
Stanley and Judith Zinnamon	\$50				\$50
Stephen and Jennie Huttler			\$950		\$950
Stephen and Mary Ellen Presgraves		\$100			\$100
Stephen B. Gunther				\$250	\$250
Steven and Jenny Smith		\$300			\$300
Steven and Maureen Jones		\$100			\$100
Steven and Sherri O'Donnell			\$500		\$500
Steven and Victoria Gordziel	\$25				\$25
Steven Connell			\$150		\$150
Stuart and Lori Levin			\$300		\$300
Superior Commercial Sign			\$150		\$150
Susan McGee	\$250				\$250
Sylvan and Phyllis Solomon			\$150		\$150
Sylvester F. Minter			\$500		\$500
Ted and Lynn Leonsis		\$1,000			\$1,000
The Bernier Family		\$500			\$500
The Blue Scoop Ice Cream Company Inc.		\$1,500			\$1,500
The Clark Construction Group		\$3,100			\$3,100
The Karlin Family			\$300		\$300
The Magnolia Family Foundation		\$3,000			\$3,000

# Donors

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Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Thomas and Anita Ligan	\$25				\$25
Thomas and Linda Repsher	\$150				\$150
Today Media Inc.			\$150		\$150
Todd and Lisa Abbott		\$300			\$300
Todd H. Cattell	\$18				\$18
Todd Hickman		\$1,000			\$1,000
Tom and Betty Keeley		\$25			\$25
Tom and Lynda Schoeninger			\$150		\$150
Tom Gallagher and Diana Glazer		\$300			\$300
Valerie Vassar			\$150		\$150
Velma Sanford		\$50			\$50
Victor & Stephanie Cohen			\$150		\$150
Watkins Meegan LLC		\$2,000			\$2,000
Wilgus Associates Inc.		\$1,000			\$1,000
Willard Agri- Service	\$250				\$250
William and Jen Scott		\$300			\$300
William and Kathleen Whyte			\$300		\$300
William and Patricia Christopher			\$150		\$150
William Grier	\$50				\$50
William R. Granik			\$150		\$150
Alan and Kathleen Young	\$250		\$150		\$400
Andrea & John Barnold	\$100		\$150		\$250
Andrew and Cathy Ricketts	\$30			\$30	\$60
Andrew and Minnie Witzel	\$100		\$150		\$250
Anne Powell and Jennifer Hughes		\$1,150	\$150		\$1,300
Barry and Graham Boose	\$100		\$300		\$400
Barry Scher			\$500	\$100	\$600
Bob and Jan Sliwa	\$100		\$300		\$400
Carl M. Freeman Companies	\$250	\$8,500			\$8,750
Carol & Dave Kratch		\$50		\$50	\$100
Carol and Charles Kopay	\$100			\$150	\$250
Cary Feldman	\$100			\$50	\$150
Dale and Patricia Larrimore	\$100		\$600		\$700
Daniel and Sherry Billig	\$250		\$150		\$400
Daniel Legg		\$50		\$40	\$90
David and Annette Levitsky		\$1,000	\$300		\$1,300
David and Jill Weber		\$2,000		\$100	\$2,100
Dee Leizear	\$5	\$5			\$10
Delmarva Sedation Dentistry		\$1,300	\$500		\$1,800
Difebo's Café and Deli, Inc.		\$1,000	\$950		\$1,950
Donald and Rosemary Rogers	\$25	\$25			\$50
Donald Dillon	\$50	\$25			\$75
Doug and Diane Brown		\$1,000	\$150		\$1,150
Ed and Nancy Graham	\$20			\$30	\$50
Edward and Elizabeth White	\$10	\$10			\$20
Edward and Louise Tudor	\$50			\$50	\$100



# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Frank Giaccone	\$10			\$10	\$20
Frederick Schoenberger	\$50	\$500			\$550
Gary and Sharon Strausser	\$25			\$50	\$75
Highline Wealth Management		\$5,000	\$500		\$5,500
Howard & Ellen Reitkopp		\$500	\$150		\$650
Hugo Voogd and Linda MacLeish	\$200			\$200	\$400
James and Anne Bolduc		\$1,300	\$500		\$1,800
James and Carol Becker	\$60		\$300		\$360
James and Iris Williams	\$50	\$50			\$100
James and Janet Parsons		\$1,000		\$100	\$1,100
James and Renee Hinnegan	\$100		\$600		\$700
Jay Creech	\$50			\$50	\$100
John and Donna Sondberg	\$250			\$250	\$500
John and Sally Hinkel	\$25	\$50			\$75
John Johnson	\$300		\$300		\$600
Joseph and Amale Gaffney	\$250		\$500		\$750
Junis Adkins	\$100			\$100	\$200
Karen Zduriencik	\$100			\$100	\$200
Kevin and Debbie Lyons	\$75		\$150		\$225
Laurence Levitan		\$500	\$150		\$650
Lincoln and Rhonda Davis		\$300	\$300		\$600
Lisa Roy			\$300	\$200	\$500
Mario and Dana Marino	\$1,000			\$1,000	\$2,000
Mary Anne Cecil	\$50			\$50	\$100
Mary Thornmeyer		\$50		\$25	\$75
Michael and Maureen Zimmer	\$50			\$50	\$100
Mike Jahnigen		\$10,000	\$500		\$10,500
MV & A Architects	\$500	\$2,000			\$2,500
Nancy & Gabor Zsebo		\$1,300	\$150		\$1,450
NV Homes		\$3,860	\$500		\$4,360
Philip and Mary Sue DiFebo	\$100	\$500			\$600
Richard and Margaret Mance	\$10	\$25			\$35
Richard and Rebecca Kay		\$500		\$500	\$1,000
Richard Heim		\$50		\$50	\$100
Robert and Charlotte DiFebo		\$300		\$250	\$550
Robert and Cindy Isennoek	\$50		\$150		\$200
Robert and Judith Scher		\$50		\$50	\$100
Robert and Mary Worch	\$100		\$300		\$400
Robert Borman	\$100			\$100	\$200
Ron and Betty Apperson	\$25			\$25	\$50
Salisbury University		\$1,500	\$500		\$2,000
Salvatore and Marjorie Corrallo		\$50	\$300		\$350
Sidney and Carole Eagle	\$50			\$100	\$150
Sposato Landscape Co.		\$300	\$300		\$600
Stuart and Rosemarie T. Dempsey	\$100			\$100	\$200
Terrence and Mary Jane Sheridan			\$150	\$100	\$250

# Donors

## Giving by Donor

Contact	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Commitment
Thomas and Alicia Halverstadt	\$250		\$300		\$550
Thomas and Joanna Lyckberg	\$25	\$25			\$50
Thomas and KC Aiello		\$3,000	\$300		\$3,300
Tom Bowersox and Christine Shreve		\$3,000	\$950		\$3,950
Town of Ocean View	\$300			\$300	\$600
Anthony and Franceska Villare	\$500	\$500	\$500		\$1,500
Creative Concepts		\$2,400	\$500	\$300	\$3,200
Joanne and Robert Levy	\$50	\$100		\$100	\$250
Joanne Burton	\$50	\$500	\$300		\$850
Joe and Maria Sirolli	\$100		\$150	\$100	\$350
Joel and Fran Langberg	\$50	\$50		\$50	\$150
Larry and Ivy Hecker	\$25	\$10		\$25	\$60
Sharon Gambill	\$100	\$650	\$150		\$900
Thomas Egan		\$575	\$500	\$50	\$1,125
Bill and Gail Merriam	\$1,000	\$1,000	\$300	\$500	\$2,800
Joel and Trish Schechtman	\$200		\$300	\$150	\$650
Marc and Patti Grimes	\$250	\$1,150	\$450	\$500	\$2,350
<b>Grand Total</b>	<b>\$17,283</b>	<b>\$243,855</b>	<b>\$39,650</b>	<b>\$9,552</b>	<b>\$310,340</b>

	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total # Of Donors
# OF DONORS	117	136	140	95	385
Average Donation	\$148	\$1,793	\$283	\$101	\$806

	2009 Year End Solicitation	2010 Level of Giving	2010 Stage Café Brick Program	2010 YES	Total Average Donation
Average Donation	\$148	\$1,793	\$283	\$101	\$806

Number of Donations per Donor	Count	%
1	296	76.9%
2	77	20.0%
3	9	2.3%
4	3	0.8%
<b>Total</b>	<b>385</b>	<b>100%</b>

The Exceptional Arts Experiences...





# Community Outreach...going beyond the Stage

In 2010, the Joshua M. Freeman Foundation continued its outreach efforts by providing opportunities for several community groups to experience exceptional arts experiences. Those groups include Indian River School District students, the Boys and Girls Clubs of Sussex County, First Steps Primeros Pasos, Sister Maria's group, West Rehoboth New Beginnings, the Milford Senior Center, and the First State Community Action Agency. Performances that they were able to see included Zany Umbrella Circus, Rennis Harris Puremovement, Dirty Sock Funtime Band, Runt of the Litter, and Washinton National Opera's Domingo-Cafritz Young Artist Program.

