

**Print****Final Grant Report - Submission #130774****Date Submitted: 12/9/2019****City of McKinney Arts Commission**

When your Arts-Commission-funded project is complete, please submit this form and the following two items within thirty days after the event or season, depending on the type of event. These items must be submitted electronically.

- 1) A detailed Final Project Report covering all receipts and expenditures for the funded project.
- 2) A narrative report of the project.

Please review carefully before submitting. Final Grant Reports may only be submitted once.

**Grantee Name\***

Bluegrass Heritage Foundation

**Grant Amount\***

\$3,000

**Mailing Address 1\***

6707 Stefani Drive

**Mailing Address 2****City\***

Dallas

**State\***

Texas

**Zip\***

75225

**Email \***

atompkins@prodigy.net

**Event(s)****Name of Event\***

Bluegrass Saturday Night

**Date & Time of Event\***

Nov 16, 2019 630p-930p

**Location of Event \***McKinney Performing Arts  
Center**More Events?**

☐ Yes  
☒ No

**Name of Event****Date & Time of Event****Location of Event****More Events?**

☐ Yes  
☐ No

Name of Event	Date & Time of Event	Location of Event	More Events?
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No
			<input type="radio"/> Yes <input type="radio"/> No

**Total Revenue**

Include grant award funds.

**Budget\***

\$9,500

**Actual\***

\$12,006

**Total Expenses**

**Budget\***

\$9,310

**Actual\***

\$9,838.22

**Total Number in Attendance\***

298

**Number of Performances\***

1

**Total Number of Tickets Sold\***

316

**Number of Tickets Comped\***

24

**Promotion**

Did you include in all promotion, publicity and advertising the following line: "This project is funded in part by the City of McKinney through the City of McKinney Arts Commission."

**Choose One\***

- ☒ Yes  
☐ No

**If no, why not?****Logo**

Did you use the City of McKinney logo on printed material?

**Choose One\***

- ☒ Yes  
☐ No

**If no, why not?****Goals**

How successful was your event in accomplishing the Arts Commission goal, "To create a vibrant and viable arts community in which diverse, high quality arts opportunities are available to McKinney residents and visitors?"

**Choose One\***

- ☒ Very Successful  
☐ Somewhat Successful  
☐ Not Successful

**Comments**

The Bluegrass Heritage Foundation sincerely appreciates the support and assistance of the McKinney Arts Commission and looks forward to presenting more great events at the McKinney Performing Arts Center in future years. Thanks again.

**Attach Financial Report\***

McKinney Arts Commission Final Project Report (BHF 2019).pdf

**Attach Narrative Summary\***

McKinney Arts Commission Narrative Report (BHF  
2019).pdf

**Receipts**

No file chosen

**Additional Attachments**

No file chosen

**Additional Attachments**

No file chosen



**Final Project Report**  
**BLUEGRASS SATURDAY NIGHT**

*Event Date: November 16, 2019*  
McKinney Performing Arts Center, McKinney, Texas


The Bluegrass Heritage Foundation was pleased to present its **Bluegrass Saturday Night** bluegrass music event, funded in part by the McKinney Arts Commission, on Saturday night, November 16, 2019 at the McKinney Performing Arts Center ("MPAC").

A detailed financial report showing the actual and budgeted revenue and expenses, as well as the variances, for the event is attached. The ticketing report from the MPAC is also attached for convenience.

A total of 316 tickets were sold, and 24 complimentary tickets were issued to guests of the performing artists and the Bluegrass Heritage Foundation. The tickets were priced at \$28.50 (with \$2.00 per ticket earned by the MPAC Box Office). Gross ticket revenue was \$9,006, net ticket revenue (after MPAC ticketing fees of \$632) was \$8,374, and rent paid to the MPAC was \$552. With the McKinney Arts Commission Outreach Grant of \$3,000 included, total event revenue was \$12,006. This is approximately 26% higher than budgeted due to better-than-expected ticket sales.

Expenses were approximately 6% higher than budgeted due in part to \$232 higher total ticketing fee (a result of more tickets being sold than estimated). Actual venue rental, marketing expenses, hospitality expenses, and sound engineering expenses were otherwise reasonably close to budgeted numbers. The artist performance fees were slightly higher than budgeted due to the selection of the GRAMMY-nominated Kenny & Amanda Smith Band as part of the entertainment package. Volunteer time, a non-cash cost, is included within both the actual and budgeted numbers as directed on the McKinney Arts Commission grant request application.

Any questions regarding this report may be directed to me at [alan@BluegrassHeritage.org](mailto:alan@BluegrassHeritage.org) or 214-720-1623. We sincerely appreciate the support of the McKinney Arts Commission.



**Alan W. Tompkins, President**  
**Bluegrass Heritage Foundation**

**Bluegrass Heritage Foundation**

Bluegrass Saturday Night, Nov 16 2019

McKinney Performing Arts Center

**Budget/Actual/Grant Financial Report**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>MAC Grant Funds</u>
Gross Ticket Revenue	9,006.00	6,000.00	3,006.00	
Grant Revenue	3,000.00	3,000.00	-	
Other Revenue	-	500.00	(500.00)	
<b>Total Revenue</b>	<b>\$ 12,006.00</b>	<b>\$ 9,500.00</b>	<b>\$ 2,506.00</b>	
Artist Performance Fees	6,900.00	6,500.00	400.00	3,450.00
Venue Rental	552.00	552.00	-	276.00
MPAC Box Office Fees	632.00	400.00	232.00	316.00
Sound Engineering	125.00	150.00	(25.00)	62.50
Advertising, Promo, & Postage	338.30	350.00	(11.70)	-
Artist & Staff Hospitality	82.92	150.00	(67.08)	-
Volunteer Time	1,008.00	1,008.00	-	-
Other Expenses	200.00	200.00	-	-
<b>Total Expenses</b>	<b>\$ 9,838.22</b>	<b>\$ 9,310.00</b>	<b>\$ 528.22</b>	<b>\$ 4,104.50</b>
<b>Event Income (Loss)</b>	<b>\$ 2,167.78</b>	<b>\$ 190.00</b>	<b>\$ 1,977.78</b>	

# Revenue Summary - FINAL

Lara Marsh



DEC 4 2019 5:38 PM  
Page 1 of 1

Ticket Type	Quantity Sold	Retail Price	Discounts	Sales	Restorati on	Fulfillmen t	Concessio ns/Merch an	City Tax	State Tax	Federal Tax	Sales, Taxes & Fees
20RN01 Bluegrass Saturday Night											
Earned-Regular	340	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,006.00
Total 20RN01	340	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,006.00
Total	340	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,006.00

# Sales & Attendance - FINAL

Lara Marsh



DEC 4 2019 5:41 PM  
Page 1 of 1

Date	Time	Series	Sold	Attend	Base Price	Discount	Net Sales	Restoration	Fulfillment	Sales + Tax
<b>2019</b>										
<u>(20RN01) Bluegrass Saturday Night</u>										
NOV 16 2019	6:30 PM	1-SAT	340	298	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00
<b>20RN01 Total</b>			340	298	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00
<b>2019 Total</b>			340	298	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00
<b>Grand Total</b>			340	298	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00

rRevenuePriceSum  
LKM - #2

Event # is one of (20RN01) Bluegrass Saturday Night



# Ticket Detail - FINAL

Lara Marsh



DEC 4 2019 5:45 PM

Page 1 of 1

Promotion (Internal)	Quantity Sold	Percent of House	Price Paid	Discount	Sales	Restoration	Fulfillment	Total Cost
<b>(20RN01) Bluegrass Saturday Night</b>								
<b>1-SAT( NOV 16 2019 6:30 PM)</b>								
NEW-Indiv/Adult	316	72.64%	\$8,374.00	0.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00
Comp - Artist	22	5.06%	\$583.00	\$583.00	0.00	0.00	0.00	0.00
Comp - Sponsor	2	0.46%	\$53.00	\$53.00	0.00	0.00	0.00	0.00
<b>1-SAT Total</b>	<b>340</b>	<b>78.16%</b>	<b>\$9,010.00</b>	<b>\$636.00</b>	<b>\$8,374.00</b>	<b>\$316.00</b>	<b>\$316.00</b>	<b>\$9,006.00</b>
<b>20RN01 Total</b>								
	340	78.16%	\$9,010.00	\$636.00	\$8,374.00	\$316.00	\$316.00	\$9,006.00
<b>Grand Total</b>	<b>340</b>	<b>78.16%</b>	<b>\$9,010.00</b>	<b>\$636.00</b>	<b>\$8,374.00</b>	<b>\$316.00</b>	<b>\$316.00</b>	<b>\$9,006.00</b>

rRevenuePromo  
LKM - #2

Event # is one of (20RN01) Bluegrass Saturday Night

# McKinney Performing Arts Center

# Transaction Report

Reservation ID: 5665  
 Client: Bluegrass Heritage Foundation  
 Event Name: Bluegrass Heritage Foundation Concert 2019

Date	Trx. Type	Invoice No.	Pay Type	Check No.	Amount	Void Date	Comment
McKinney Performing Arts Center							
4/10/2019	Deposit	3340-08	Check	1641	-552.00		Applied Deposit
12/9/2019	Invoice	3340-08			0.00 *		
12/9/2019	Payment	3340-08	Ticket Revenue		-8,374.00 *		
Gross Ticket Revenue for one (1) performance							
<FPO>							
\$8,374.00 from Client Ticket Revenue payable in full to Client							
Total:					-8,374.00		
Grand Total:					-8,374.00		

\* Indicates Amount Included In Total



McKinney Performing Arts Center  
111 N. Tennessee Street  
McKinney TX 75069  
972.547.2650 / 972.547.2615

## Invoice

**Client**

Alan Tompkins  
Bluegrass Heritage Foundation  
6707 Stefani Dr  
PO Box 25032  
Dallas, TX 75225

**Invoice Number:** 3340-08

Invoice Date: 12/9/2019  
Due Date: 12/19/2019  
Event Name: Bluegrass Heritage Foundation  
Concert 2019  
Reservation No.: 5665

**Bookings / Details**

Quantity Price Amount

*Thank You! We are pleased that you continue to choose MPAC for your events and congratulate you on the success of this show. We look forward to working with you again soon!*

**Saturday, November 16, 2019**

**6:30 PM - 9:00 PM Bluegrass Saturday Night "Kenny & Amanda Smith Band and Sgt Peppers Lonely Bluegrass Band" (Confirmed) MPAC 3C - Second Floor Courtroom Theater**

Reserved: 4:00 PM - 10:00 PM

Attendance: 298

Room Charge: (6 hours @ 92.00/hr)	1	552.00	552.00
<i>NFP Full Production Rate, premium day (6 hour min/max)</i>			

*Please note: rental rates were increased as of October 1, 2019; the nonprofit rate for theater rental going forward is \$97/hour with a six (6) hour minimum for bookings on Friday, Saturday and Sunday.*

Subtotal	552.00
Less Deposit(s)	-552.00
Grand Total	0.00





**Narrative Report of Project  
BLUEGRASS SATURDAY NIGHT**

*Event Date: November 16, 2019*  
McKinney Performing Arts Center, McKinney, Texas

The Bluegrass Heritage Foundation was pleased to present its **Bluegrass Saturday Night** bluegrass music event, funded in part by the **McKinney Arts Commission ("MAC")**, on Saturday night, November 16, 2019 at the **McKinney Performing Arts Center ("MPAC")**.

Our headlining bands for the evening were the **GRAMMY**-nominated **Kenny & Amanda Smith Band** along with **Sgt Pepper's Lonely Bluegrass Band**. Winners of the IBMA's prestigious Emerging Artist of the Year award, the Kenny & Amanda Smith Band combines gutsy, heartfelt vocals and brilliant instrumental talents to create one of the most compelling sounds in bluegrass music today. Kenny, a two-time IBMA Guitarist of the Year, is considered one of the most influential flatpicking-style guitarists of his generation. Amanda is a winner of the IBMA Female Vocalist of the Year award and delivers some of the most soulful vocals in bluegrass today.

Sgt. Pepper's Lonely Bluegrass Band is a Dallas/Fort Worth favorite, and now an international touring band, that offers amazing musicianship and vocals on innovative bluegrass interpretations of popular Beatles songs like Eleanor Rigby, Come Together, Back in the USSR, Blackbird, and many others. The special guest band for the evening was the Downtown String Band, a traditional acoustic music collaboration of Alan Tompkins, Gerald Jones, and some of their closest musical friends. Pictures from the event at MPAC are included with this report.

The Bluegrass Heritage Foundation marketed this event through a combination of a front-page listing on its website (BluegrassHeritage.org), prominent listings in regular e-blasts to its e-mail list (over 5000 people), flyers distributed at events throughout the year (copy attached), paid and unpaid social media advertising (primarily Facebook), advertising in local bluegrass club newsletters, regional digital calendar submissions, and on the KERA Art & Seek event website.

An enthusiastic crowd was on hand to enjoy the music in the comfort of the McKinney Performing Arts Center. Many attendees enjoyed dining at the wonderful restaurants and browsing the boutique shops in downtown McKinney before the show.

Any questions regarding this report may be directed to me at [alan@BluegrassHeritage.org](mailto:alan@BluegrassHeritage.org) or 214-720-1623. We sincerely appreciate the support of the McKinney Arts Commission.



**Alan W. Tompkins, President  
Bluegrass Heritage Foundation**

# BLUEGRASS SATURDAY NIGHT™

*in Historic Downtown McKinney Texas*

Saturday November 16, 2019 at 6:30p

**McKinney Performing Arts Center**

111 N. Tennessee Street, McKinney Texas 75069



## Bluegrass Saturday Night™

Nov 16, 2019 • McKinney Performing Arts Center



*with special guest Downtown String Band*

*Featuring* **Kenny & Amanda Smith Band**  
*and* **Sgt. Pepper's Lonely Bluegrass Band**  
*with special guest* **Downtown String Band**

Join us for an incredible night of music by the GRAMMY-nominated **Kenny & Amanda Smith Band** along with **Sgt. Pepper's Lonely Bluegrass Band**!

Winners of the IBMA's prestigious Emerging Artist of the Year award, the **Kenny & Amanda Smith Band** combines gutsy, heartfelt vocals and brilliant instrumental talents to create one of the most compelling new sounds in bluegrass music today. **Sgt. Pepper's Lonely Bluegrass Band** offers a new sound with innovative bluegrass interpretations of popular Beatles songs like Eleanor Rigby, Come Together, Back in the USSR, Blackbird, and many others.

Our special guest for the evening is the **Downtown String Band**, a bluegrass and traditional acoustic music collaboration of Alan Tompkins, Gerald Jones, and some of their closest musical friends.

**RESERVED SEATS (\$28.50) are ON SALE NOW at McKinney Performing Arts Center Box Office**

**214-544-4630 | [McKinneyPerformingArtsCenter.org](http://McKinneyPerformingArtsCenter.org)**

**See more at [BluegrassHeritage.org](http://BluegrassHeritage.org)**





**Kenny & Amanda Smith Band**



**Downtown String Band**



