

2023 Accommodations Tax Funds Request Application

Organization Name: Hilton Head Choral Society

Project/Event Name: Hilton Head Choral Society Performance Season

Executive Summary

An ATAX Effectiveness Measurement form has been attached to this application.

Mission: To provide the joy of choral music to our members, the community and Island visitors.

Vision: To achieve excellence as an autonomous chorus serving the Lowcountry, with an emphasis on Diversity, Community Engagement, and the Joy of Singing.

Founded in 1975, the Choral Society has performed continuously and profitably for 46 years. It is the longest tenured performing arts group on Hilton Head Island.

Much of the growth and success over the years can be attributed to Tim Reynolds, who led the chorus as the Artistic Director, for 20 years until his retirement in May, 2022. Now, under the direction of our new Artistic Director, Dr. Dustin Ousley, HHCS is looking forward to *his* leadership and creative vision for many years to come! He brings to the organization many years of experience as an educator, performer and director in a variety of settings.

HHCS traditionally performs four concerts per year: a fall Pops Concert, a December Holiday Concert, a spring Masterworks themed Concert, and a Memorial Day weekend patriotic concert to honor our armed forces and our nation. In May, 2022, we were honored to be part of the Towne of Hilton Head Memorial Day Celebration and will be performing at the November, 2022 Veterans Day celebration.

The Choral Society consists of up to 80-100 volunteer singers from ages 18 up to some in their 90's. No auditions are required. Accompanying the singers is a

chamber ensemble of up to 40 professional musicians hired on a per-concert basis. Typically the musicians are members of the Hilton Head Symphony and relish the additional opportunity to perform with HHCS. Musicians are also hired from outside areas including Atlanta, Florida and Charleston. Soloists are hired from universities and music schools as required by the concert repertoire. This provides an excellent opportunity for music students to experience concert environments as part of their education.

Our volunteer Board, comprised of members and supporters who apply their business and artistic skills, has been successful at creating opportunities for membership growth, has exhibited sound fiscal management especially during the most recent challenging times and continues to explore new avenues to enrich the arts in our community.

The Choral Society has endeavored throughout its history to provide educational opportunities for student musicians and singers through our outreach program. HHCS has successfully collaborated with local and regional school music directors to include their chorales in our concert performances. This provides the students an opportunity to sing with a major chorus, perform with a large orchestra, and appear before a large, music-oriented audience. Dr. Ousley has been successful in recruiting some of his students to become members of HHCS this season.

We utilize our online ticketing system, Tix.com, to track revenue including ticket sales, member dues, and donations. This provides an accurate, real-time barometer of our business at any point in the season.

Our website effectiveness is measured by Google Analytics program. The growth vehicles we employ are foremost, digital marketing, enabling us to reach tens of thousands of prospects and our existing customer base. We have a 900+ Email listing of our past and present customers, prospects and members to which we can eblast concert and season information. Continuing sustainability is challenging for a small non-profit organization so we are grateful for the assistance of Moonstar Advertising and Public Relations.

Our primary usage for ATAX funds remains marketing, especially marketing to grow the visitor market. We feel the plans and resources are in place to grow that number and the total audience.

We thank the Towne of Hilton Head for supporting us with ATAX grants and being a major factor in our 46 year sustainability. This granting request will help us achieve

our mission and vision.

2023 Accommodations Tax Funds Request Application

| | | |
|---------------------------|-------------------------|----------------------|
| Date Received: 09/02/2022 | Time Received: 12:42 PM | By: Online Submittal |
|---------------------------|-------------------------|----------------------|

Applications will not be accepted if submitted after 4 pm on September 2, 2022

A. SUMMARY OF GRANT REQUEST:

ORGANIZATION NAME: Hilton Head Choral Society

Project/Event Name: Hilton Head Choral Society Performance Season

Contact Name: Margie Lechowicz
Title: Vice President and Grant Writer

Address: PO Box 22235, Hilton Head Island, SC 29925

Email Address: grantwriter@hiltonheadchoralsociety.org
Contact Phone: 843-683-3777

Event Date: 2023 Performance Season
Event Location: First Presbyterian Church HHI, SC

Total Budget: \$232,056.00
Grant Requested: \$40,000.00

Provide a brief summary on the intended use of the grant and how the money would be used. (100 words or less)

As the grant year would run through the end of the calendar year 2023, we would be using the grant monies to offset marketing expenses for the second two concerts of our 2022-2023 Season and the first two concerts of our 2023-2024 Season.

Our Marketing Strategy includes expanding our visitor attendance via

social media, print ads and direct marketing campaigns.

We are collaborating with the Chamber of Commerce and their large email base as well as utilizing our own programs through Facebook, YouTube, Twitter and Instagram.

How does the organization/event either drive tourism to Hilton Head Island or enhance the visitor experience on Hilton Head Island? How is this impact being measured? (100 words or less)

Hilton Head is a top-rated, tourist/family destination because of its beach and sports appeal, its fine dining, and its arts community. Having local arts events equal in quality to those of urban locations appeals to those seeking a quality vacation destination.

We track concert attendees by their home zip code through our online ticketing system. Our digital marketing plans are focused on those cities from which our visitors come. Our out-of-state guest performers are also strong ambassadors who enjoy performing on our Island and influence others to discover Hilton Head Island.

A. Total Number of Physical Tourists Served: Season 2021-2022 - 132

A Tourist is considered a non-resident, traveling more than 50 miles to the Town of Hilton Head Island.

B. Total Number of Physical Visitors Served: Season 2021-2022 - 231

A Visitor is considered a non-resident, who travels 50 miles or less to visit the Town of Hilton Head Island.

C. Total Number of Physical Residents Served: Season 2021-2022 - 999

A Resident is considered any person who claims their property address within the limits of the Town of Hilton Head Island as their primary residence.

D. Total Number of Physical Patrons Served (A+B+C=D): Season
2021-2022 - 1362

How was the Number of Visitors/Tourists Documented? (250 words or less)

We utilize our online ticketing system, Tix.com, to track revenue including ticket sales, member dues, and donations. This provides an accurate, real-time barometer of our business at any point in the season.

However, our geo-tracking captures only the purchaser's residence and does not capture that of others when he/she is purchasing multiple tickets.

"At the Door" ticket purchasers are asked whether they are visitors or locals and this is tracked manually by our "box office" volunteers.

Since the Hilton Head Memorial Day Celebration and the Veterans Day are free events, we have no way of capturing data on tourists attending those event in which the HHCS performs as a community service.

B. DESCRIPTION OF OPERATIONS:

1. For state reporting purposes, give a brief description of the organization.
(250 words or less)

HHCS is celebrating 46 years as an integral part of the local arts scene! Originally formed as a community group getting together to sing portions of *Handel's Messiah* with orchestra accompaniment each December, that single-concert entity has grown into an organization performing multiple concerts each season and an invited participant in community events.

HHCS's repertoire extends from classical and contemporary works to

pops & seasonal favorites. We boast a chorus of 80-100 singers - ages 18 years and up to some in their 90's. We employ 30-40 professional musicians for each concert. We have welcomed professional soloists & guest performers and partnered with local youth choirs, the Hilton Head Symphony, Hilton Head Shore Notes, the US Marine Band of Parris Island, the Vienna Boys Choir, Atlanta Symphony Brass Quintet and regional university soloists and chorales, just to name a few.

HHCS provides educational opportunities for student musicians and singers through our outreach program. The results have been excellent and we gain a new audience from their family's and friends' attendance. Student involvement in our concerts, such as local high school talent, regional university singers as groups or soloists, bonds us to the local musical educators as an extension of their curricula.

Our 2022-2023 season - "A Season of New Beginnings" – welcomes our new Artistic Director, Dr. Dustin Ousley, who brings with him a fresh perspective while maintaining the character that has made HHCS a favorite of residents and visitors alike - and expanding our reach to his circle of influence in Charleston!

2. Describe in detail how the requested grant funding would be used? (250 words or less)

Part of our marketing efforts this year will be an increased focus on the Charleston market. Given that our new Artistic Director is an integral part of that arts community, we plan to build on his celebrity.

- General/Season Creative and Planning: \$5,000
- Concert Marketing:(PR, print ad design, posters & **rack cards***, flyers) \$15,000 **This past year, HHCS established a relationship with the South Carolina Visitors Center. Our "rack cards" were distributed to 8 Centers around the state as part of our efforts to increase tourism/visitor attendance.**
- Media Advertising: \$20,000 This past year, we schedule print ads in *Local Life* (157,661 monthly readership), *Hilton Head*

Monthly (145,350 monthly readership), Celebrate Hilton Head (47,000 monthly readership), Bluffton Sun (24,049 monthly readership), Island Packet 16,000 daily readership), Chamber Vacation Planner (85,000 copies distributed) and the Island Red Newsletter. HHCS also has spots on WHHI TV.

- Web & Digital: \$10,000. Events are listed on the website calendars of Hilton Head/Bluffton Chamber of Commerce, Culture Hilton Head, LC Weekly, South Magazine, WTOC and WSAV.

To date for 2022, our Chamber website marketing has had almost 24,000 pageviews and 4000 "sessions" with the highest percentage coming from SC, GA, NY, NC, and TX.

We are currently exploring which similar Charleston are web and print options would be our best investment going forward.

Other HHCS funds come from ticket sales, donations, membership dues, sponsorships, and ad sales in our concert program books.

3. What impact would partial funding have on the activities, if full funding were not received? What would the organization change to account for partial funding? *(100 words or less)*

The grant dollars will be used for marketing which drives ticket sales. In the case of only partial funding, we would have to consider reducing our marketing efforts which in turn would impact ticket sales. If we kept the marketing program as is, we would need to draw funds from other areas of the budget currently earmarked for other expenses. The only adjustable expenses are those related to our

performances, and reducing performance expenses can only be done by reducing the number of performances, which in turn reduces audience size and revenue from ticket sales.

4. What is expected economic impact and benefit to the Island's tourism?
(100 words or less)

HHCS' season covers the months of September through May, attracting visitors during the off season, at a time when hotels are looking to increase their bookings. Our online ticket system tracks purchasers' location and the geographic purchasing breakdown data is attached in lieu of a "visitors survey". Our out of area performers (musicians, soloists, etc.) are strong ambassadors and our Artistic Director's reputation is expected to increase our draw from Charleston and beyond. We hire professionals from outside the area as musicians/soloists. During the last season, this equated to 15 hotel room nights to accommodate these performers.

5. In order to comply with the State's Tourism Expenditure Review Committee annual reporting requirements, **please classify your current grant request into the following authorized categories:**

- 1 - Destination Advertising/Promotion 100 %
Advertising and promotion of tourism so as to develop and increase tourist attendance through the generation of publicity.

- 2 - Tourism-Related Events 0 %
Promotion of the arts and cultural events.

3 - Tourism-Related Facilities

Construction, maintenance and operation of facilities for civic and cultural activities including construction and maintenance of access and other nearby roads and utilities for the facilities. 0 %

4 - Tourism-Related Public Services

The criminal justice system, law enforcement, fire protection, solid waste collection and health facilities when required to serve tourists and tourist facilities. This is based on the estimated percentage of costs directly attributed to tourist. Also includes public facilities such as restrooms, dressing rooms, parks and parking lots. 0 %

5 - Tourist Public Transportation

Tourist shuttle transportation. 0 %

6 - Waterfront Erosion/Control/Repair

Control and repair of waterfront erosion. 0 %

7 - Operation of Visitor Information Centers

Operating visitor information centers. 0 %

Total: 100 %

6. If not covered elsewhere in the application, please describe (a) how the organization will collaborate with other organizations to enhance tourism efforts, and (b) provide a venue or service not otherwise available to visitors to the Town of Hilton Head Island. (250 words or less)

HHCS' newest collaboration is with Charleston Southern University where our Artistic Director, Dr. Dustin Ousley, is Assistant Professor of Music/Director of Choral Activities. Several CSU students have joined HHCS. Dr. Dondi Costin, President of CSU and former Chief of Chaplains of the US Air Force, will be the guest speaker at HHCS' Memorial Day Tribute program in May, 2023.

In February, 2022, HHCS and the Lowcountry American Harp Society Chapter co-sponsored a performance in honor of the Gullah Music of the Lowcountry and Black History month. World-renowned harpist, Rhett Barnwell, premiered his piece "Wade in the Water - a Lowcountry Suite" to a "standing room only" audience.

HHCS shares storage facilities and equipment with the HHSO and hires its members as musicians for our concerts.

HHCS works with the Chamber and the Town Culture Affairs Committee to promote our events which appear in their respective calendars.

Student involvement in our concerts, such as local high school talent, regional university singers as groups or soloists, bond us to the musical educators as an extension of their curricula. Several notable schools include HH Prep, Savannah Garrison School of the Arts and May River High School.

HHCS Board is spearheading an effort to create a consortium of other ATAX grant applicants from the performing arts community to discuss enhanced collaboration in event planning/scheduling, marketing, tourism promotion and possible joint presentations.

7. Additional comments. *(250 words or less)*

HHCS is excited about its "Season of New Beginnings" having successfully navigated through the adverse effects of COVID on our local arts scene. We are confident that our new "Charleston ties" and our expanded marketing efforts to extend our exposure will enhance our efforts in increasing tourism to the area.

The retirement of Tim Reynolds, HHCS Artistic Director of 20 years, granted us the opportunity for additional media exposure including the cover of Bluffton Magazine (May issue) as well as media coverage in other publications and WHHI-TV. His send-off

celebration, although postponed, brought over 130 "fans" including representatives from other local arts organizations (i.e., another example of HHCS collaborative relationships).

In keeping our members' and audience's safety at heart, the HHCS Board of Directors renewed its policy that all HHCS performers be fully vaccinated in order to participate in any HHCS rehearsal/concerts for the 2022-2023 season, provide vaccination information & have it verified by the HHCS COVID Coordinator. Further, that HHCS will abide by all national, state, local and performance venue COVID protocols.

In addition, the Board recently created the position of Diversity Coordinator who is charged with overseeing HHCS' efforts in equity, diversity, inclusion, and accessibility with regard to its membership, its programming and its role in the community. The Diversity Coordinator will be participating in the recently announced *HHI EDIA Coalition Workshop Series* taking place September, 2022 through April, 2023.

C. FUNDING:

1. Please describe how the organization is currently funded. (100 words or less)

HHCS' fiscal year runs from June 1 - May 31st.

For FY22 (ending May 31, 2022), operating income was:

Contributions - \$33,949; Grants - \$103,323; HHCS Endowment Fund - \$2,000; Concert Ticket Revenue - \$74,874; Member Dues - \$10,020, interest and other income - \$119 for a total of \$224,284.

We anticipated a FY22 year-end deficit due to our reduced concert

income, however receipt of a SCAC Arts Emergency Relief Grant of \$30,000 allowed us a year-end surplus of \$29,058. Our projected budget for FY23 shows a loss of \$30,000 due to the anticipated reduction in COVID related grant funding.

2. Please also estimate, as a percentage, the source of the organization's total annual funding.

| | |
|--|---|
| Government Sources | Private Contributions, Donations and Grants |
| <u>0</u> | <u>29.7</u> |
| Corporate Support, Sponsors | Membership, Dues, Subscriptions |
| 12.4 | <u>5.0</u> |
| Ticket Sales, or Sales and Services | Other |
| <u>52.0</u> | <u>1.0</u> |

3. Has the organization requested other ATAX or any other funding from other public sources or organizations?

Yes No

If so, please list top 3 sources and amounts.

| | |
|--|-------------|
| Received from South Carolina Arts Commission for FY23 | \$45,148.00 |
| Requested from South Arts | \$12,000.00 |
| Received from SCAC for FY22 | \$14,256.00 |

D. FINANCIAL INFORMATION:

Fiscal Year Disclosure: Start Month: June 2021 End Month: May 2022

Financial Statement Requirements:

1. The upcoming year's **operating budget** for the organization.

Budget Years Provided:

2022-2023

2. The previous two years and current year **profit and loss reports** for the organization.

Profit and Loss Years Provided:

2019-2020

2021-2022

2020-2021

3. The previous two years and current year **balance sheets**.

Balance Sheet Years Provided:

2020

As of May 31 2021

As of May 31 2022

4. The previous two years and current year **IRS Form 990 or 990T**.

IRS Form 990 or 990T Years Provided:

2019

2020

2021

E. FINANCIAL GUARANTEES AND PROCEDURES:

1. Provide a copy of the **official minutes** wherein the organization approves the submission of this application.

An official set of minutes have been attached to this application.

2. Indicate whether your organization follows Town procurement guidelines or has its own procurement guidelines which are utilized and followed in the expenditure of ATAX grant funds.

- Follow Town procurement guidelines
- Utilize and follow organization's own procurement guidelines
- Our organization does not have or follow procurement guidelines

F. MEASURING EFFECTIVENESS:

If you received 2021 or 2022 HHI ATAX funds

1. List any ATAX award amounts received in 2021 and/or 2022.

| | | |
|------|-------------|----------------------------|
| 2019 | \$40,000.00 | Concert Performance Season |
| 2020 | \$40,000.00 | HHCS Performance Season |
| 2021 | \$16,000.00 | Hilton Head Choral Society |
| 2022 | \$50,000.00 | Hilton Head Choral Society |

2. How were the ATAX funds used? To what extent were the objectives achieved? The ATAX Effectiveness Measurement spreadsheet available in the application portal will show the numerics. Use the space below for verbal comments. (200 words or less)

The ATAX funding for the 2021-2022 concert season was used for marketing expenses to increase exposure of the HHCS and in turn increase tourist attendance at our concerts as well as that of area and local residents who are our "ambassadors" helping to spread the message that HHCS, an integral part of the local arts scene, adds to the draw of HHI as a tourist destination.

Due to COVID, our ticket sales did not mirror past seasons. We were

forced to shorten our season and held three rather than four concerts (the Fall Pops was eliminated) and we had to limit ticket sales for the December concert due to the venue's capacity restrictions. Due to an outbreak of COVID amongst the HHCS members, the Spring Concert, originally scheduled for April 1, 2022 was postponed until May 13, 2022 which also resulted in lower than anticipated ticket sales.

We continue to broaden the scope of our marketing efforts and are confident that additional exposure will translate to more positive results in the coming seasons.

3. What impact did this have on the success of the organization/event and how did it benefit the community? (200 words or less)

One of the values of the ATAX grant has been to achieve growth in the Digital Marketing arena expanding beyond our traditional regional markets, and we see this continuing especially due to our connection with CSU and the Charleston area.

We continued to have our program ad sponsors be photographed at their place of business holding a HHCS marketing piece. Photos were then uploaded to our website, and our *Facebook* page and shown on venue screens at our concerts...our way of saying "thank you" and giving additional exposure to our supporters. Attendees are encouraged to support the businesses and service providers who purchase ads, creating a bond between HHCS and the business community.

Our efforts will continue to include collaboration with local Arts organizations, helping to build the image of HHI as an Arts & Culture destination to attract visitors and future residents. HHCS collaborates with other area music organizations, including schools & universities to enhance students' involvement in the arts and other

arts organizations including representatives of the local Gullah community to celebrate their music traditions.

4. How does the organization measure the effectiveness of both the overall activity and of individual programs? (200 words or less)

The primary barometers of our effectiveness are:

- Ticket sales, especially with repeat subscribers and customers
- Management effectiveness - 46 years of sustainability in a small marketplace
- Audience response to our programming - visible at each concert event
- Private donations - customers willing to express their satisfaction beyond ticket purchases
- Concert Program Ads & Sponsorships - businesses and service providers investing in our seasons
- Willingness of professional artists outside our area, to perform in our concerts
- Customer feedback through personal interviews, and now the ability to get direct feedback through Social Media - Facebook, YouTube, Twitter - all touting HHCS as the show to see in Hilton Head Island
- Membership satisfaction and growth

The above factors are tracked year-round by the Board of Directors and the Committees of the Choral Society.

Signature: Margie Lechowicz

Title/Position: Vice President and Grant Writer

Mailing Address: 12 Sparrow Hawk, Hilton Head, SC 29926

Email Address: grantwriter@hiltonheadchoralsociety.org

Office Phone Number:

Home Phone Number: 843-683-3777

ATAX EFFECTIVENESS MEASUREMENT

MARKETING PROGRAM TO ENHANCE TOURISM (Increase attendance at performances)

| TOPIC | THE PLAN | BUDGET FY22 | ACTUAL SPENT | RESULTS |
|--------------------------|---|--------------------|---------------------|---|
| General/Season Marketing | Promote the entire season rather than focus concert by concert. | \$ 5,575.00 | \$ 6,005.00 | Continued promotion to existing customer and prospect lists. |
| Concert Marketing | Utilize Marketing/PR agency for print ads, graphics | \$ 15,000.00 | \$ 15,099.00 | Good exposure in local and regional publications. "spotlight" articles. Dual promotion of May Concert and community event. |
| Media Advertising | Target local and area resident and visitor audiences | \$ 15,000.00 | \$ 14,221.00 | Able to capitalized on the "Cheers for 20 Years" of the HHCS Artistic Director who retired in May, 2022 and hiring of new Artistic Director. Increased community recognition of HHCS. Extended reach via rack cards at SC Visitors Centers. |
| Web & Digital | Facebook, YouTube, Twitter | \$ 15,000.00 | \$ 14,661.00 | Continue to see some increases in Facebook and Web page engagement around concert info postings |
| Total | | \$ 50,575.00 | \$ 49,986.00 | |



BOARD OF DIRECTORS MEETING – TUESDAY August 16, 2022

MINUTES

Hilton Head Choral Society Board of Directors met in The Summerton Room at Belfair. President Walter Lowe called the meeting to order at 3:05 pm.

In attendance were Kathy Burmeister, Phyllis Duffie, Kathy Jackson, Margie Lechowicz, Walter Lowe, Mindy Mason, Dustin Ousley, Kristen Taylor, Judy Tiano. In attendance via Zoom were Carol Wolfe and Rob Probst

Minutes - distributed in advance

It was moved and seconded to approve the minutes of the July 19, 2022, as presented. Motion approved.

Finance Report – Margie Lechowicz

Treasurer’s Financial Report (distributed prior to the meeting)

| | ACTUAL YTD | BUDGET | VAR |
|---------------|-------------------|---------------|-------------|
| Total Income | \$21,867 | \$201,555 | (\$179,688) |
| Total Expense | \$21,313 | \$233,056 | \$211,743 |
| Net Income | \$ 554 | (\$31,501) | \$32,055 |

Tickets, contributions, and dues are coming in. \$35,000 from the Reserve Fund was used to invest in the 6-month CD at Live Oak Bank and HHCS has already earned \$14.00 interest.

Currently we have 92 subscribers which is lower than in the past; 357 tickets have been sold which includes single concert ticket orders for the Pops Concerts. Contributions submitted by subscribers are currently at about \$10,000.

Information on the HHCS’ participation in Target Circle has been circulated.

Kathy Jackson is going to research other bank options and make a recommendation to the Committee about transferring the HHCS savings account to get a better rate in a money market account with check writing privileges.

Sams.gov requires a street address for the Unique Entity Identifier (UEI). To conform with the address used on our bank account, Kathy Jackson’s street address will be used.

Kathy Jackson will change the account at TD Bank to Hilton Head Choral Society, Inc.

Margie will investigate the cost of Indemnification Insurance and report back to the Finance Committee.

We are still waiting for the facility use contract from First Presbyterian Church, so we do not know the financial impact of not having dress rehearsals. We will have the contract before the first concert. Dustin and Mario will be discussing musician costs.

Grant Status - HHCS was awarded \$15,148.00 for the 2022 SCAC Operating Support (OS). The SCAC FY22 Operating Support Final Report has been submitted. The grant request for the *South Arts* was submitted by the deadline.

The grant “window” for the 2023 HHI ATAX Grant submission is August 1 through 5:00pm September 9, 2022. The in-person presentation to the ATAX Committee will be either on October 13th or October 20th. Margie attended the grant application Workshop held on Thursday, August 11. It was recommended that we ask for \$40,000 grant.

A motion was made, seconded, and approved for Hilton Head Choral Society to apply for the 2023 ATAX Grant by September 2, 2022 and HHCS agrees to abide by all rules and regulations therein.

Collaboration Initiative - At their July meeting, the ATAX committee had a discussion on “collaboration” among ATAX grant recipients. They were not making any changes to the 2023 ATAX GRANT application but said they would review this topic and adjust the application accordingly for 2024. At the August Grant Workshop, Margie asked for clarification on this. By “collaboration” did they mean in terms of advertising/marketing for the benefit of tourism, collaborative performances, or collaboration on the grant application submission itself? The response was “all of the above”. There are about 5 “performance” organizations on HHI. Margie, with Board approval, will spearhead a “collaborative council” with a rep from each of the organizations to begin dialogue on how best to address this issue.

dPlan/Arts Ready 2.0 – Dplan is web-based data collection service that was recommended to HHCS by the South Arts – to whom we just submitted a grant. Use of it is voluntary and not related to the grant process. Kathy Jackson shared that we already have a similar free service with Google Workspace for record retention. Mindy and/or her husband will investigate other options available for non-profits.

Piano/Portable Piano – Kristen Taylor has a Casio Previa we can borrow when needed. A stand will need to be purchased.

Marketing Committee Report – Phyllis Duffie (distributed in advance)

- \$10,000 has been spent since the June meeting
- Talk of the Town interview will go on Facebook
- TV Spot on September 6 with Dustin
- Dustin will be the October Feature Leading Man in the Hilton Head Monthly
- We have had 25 inquiries from the membership recruiting ads
- Kathy Jackson will proofread all advertising and programs before they go to print

Membership Report – Kathy Burmeister & Kristen Taylor

- We have 54 singers for the fall concert with 10 new members.
- Sponsors are needed for the 3 college students for dues and costumes. Members of the board volunteered to cover these expenses and will make payments at the next rehearsal.
- There will be a placeholder on the agenda for the next board meeting to discuss Reserve Fund Scholarships.

Operations Report – Rob Probst

- A picture of the storage unit was shared showing it has been organized
- Concert readiness
 - Linda Driesbach will be head usher and will recruit a team of ushers for each concert
 - The top of the piano may need to be taken off for the concert to allow a clear sight line

- Phyllis Duffie and Carol Wolfe will hang the stage decorations.
- Jeff Heron will be contacted to tune the piano

Artistic Director Report – Dustin Ousley

- All is going well
- An announcement reminding members of the rehearsal attendance policy needs to be made at the next rehearsal. Anything more than 2 rehearsals requires Dustin to grant approval to sing in the concert.
- There will not be any soloist expense for the fall and holiday concerts.
- Moonstar will be asked to investigate copyright laws to see if we can use movie posters and/or images at the fall concert.
- Dustin has been invited to conduct at Carnegie Hall on July 8, 2023. He has made an invitation to several choral groups he has conducted, including HHCS, to join him. One hundred voices are needed, or the concert will be cancelled. The cost per singer is \$999 and does not include accommodations. \$499 for a non-singing guest. Deposits are refundable. An announcement will be made at the rehearsal.

Covid Protocols for 2022-23 Season – Carol Wolfe

The board agreed to stay the course with the Covid guidelines adopted in June. Members will be encouraged to test before they come to a rehearsal or event if they are not feeling well.

Old Business

- A draft document of Position Descriptions was distributed prior to the meeting. An additional page on Head Usher was distributed at meeting. *A motion was made and seconded to accept the position descriptions as distributed. The motion was amended to include changing the heading “Coordinator” to “Manager” on all descriptions. The amended motion was approved.*
- A Position Description is still needed for the Safety Officer.
- Rehearsal venue update:
 - The Unitarian Church on Malphrus Road in Bluffton approved our application with a fee of \$350/month. Given the cost, Walter declined their offer.
 - Christ Lutheran Church has approved our request to use their facility and no fee will be charged. Walter will go see the facility to make sure it can accommodate our group.
- Margie will review the Member Handbook and make any recommendations for changes.

New Business:

- An Emergency Plan is needed before the September 30 concert.
- The Newsletter Subscription button on the website will be changed to “Sign up to stay up to date with the latest Hilton Head Choral Society news!”
- Judy will conduct the September Board meeting if Walter is not in town.
- It was discussed to invite other community singers to join us to sing the Messiah.

Since there was no further business, the meeting was adjourned at 5:31 pm. The next meeting will be Tuesday, September 20, 2022. Location/zoom TBD.

Mindy Mason, HHCS Secretary

| City | State | Zip Code | Total Tickets |
|---------------------|-------|----------|---------------|
| REDONDO BEACH | CA | 90277 | 4 |
| DENVER | CO | 80204 | 2 |
| LITTLETON | CO | 80124 | 2 |
| SAVANNAH | GA | 31411 | 2 |
| SAVANNAH | GA | 31419 | 2 |
| DOWNERS GROVE | IL | 60516 | 2 |
| LOUISVILLE | KY | 40241 | 2 |
| PARIS | KY | 40361 | 2 |
| MARQUETTE | MI | 49855 | 2 |
| CAMPTON | NH | 03223 | 2 |
| WYCKOFF | NJ | 07481 | 2 |
| LOCUST VALLEY | NY | 11560 | 2 |
| DE GRAFF | OH | 43318 | 2 |
| LAKESIDE MARBLEHEAD | OH | 43440 | 2 |
| BEAUFORT | SC | 29902 | 3 |
| BLUFFTON | SC | 29910 | 72 |
| HARDEEVILLE | SC | 29927 | 2 |
| HILTON HEAD ISLAND | SC | 29925 | 2 |
| HILTON HEAD ISLAND | SC | 29926 | 200 |
| HILTON HEAD ISLAND | SC | 29928 | 187 |
| HILTON HEAD ISLAND | SC | 29938 | 2 |
| LADYS ISLAND | SC | 29907 | 1 |
| MOUNT PLEASANT | SC | 29464 | 2 |
| OKATIE | SC | 29909 | 23 |
| RIDGELAND | SC | 29936 | 2 |
| SAINT HELENA ISLAND | SC | 29920 | 6 |
| ASHBURN | VA | 20148 | 2 |
| BLACKSBURG | VA | 24060 | 2 |
| Total Count: 28 | | | 536 |

| Total Face Value |
|-------------------------|
| \$160.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$60.00 |
| \$60.00 |
| \$120.00 |
| \$2,780.00 |
| \$60.00 |
| \$60.00 |
| \$7,660.00 |
| \$7,250.00 |
| \$80.00 |
| \$40.00 |
| \$80.00 |
| \$920.00 |
| \$60.00 |
| \$240.00 |
| \$80.00 |
| \$80.00 |
| \$20,670.00 |

| City | State | Zip Code | Total Tickets |
|------------------------|-------|----------|---------------|
| LITTLETON | CO | 80124 | 2 |
| LAGRANGE | GA | 30241 | 2 |
| STONE MOUNTAIN | GA | 30087 | 6 |
| WILLOWBROOK | IL | 60527 | 3 |
| LOUISVILLE | KY | 40241 | 2 |
| COHASSET | MA | 02025 | 2 |
| CHAPEL HILL | NC | 27517 | 2 |
| BRIDGEWATER | NJ | 08807 | 2 |
| FAIR HAVEN | NJ | 07704 | 2 |
| AVERILL PARK | NY | 12018 | 2 |
| ITHACA | NY | 14850 | 2 |
| MOUNT VERNON | NY | 10552 | 1 |
| NEW HARTFORD | NY | 13413 | 6 |
| BERWYN | PA | 19312 | 1 |
| VALENCIA | PA | 16059 | 1 |
| BEAUFORT | SC | 29906 | 1 |
| BLUFFTON | SC | 29910 | 48 |
| CHARLESTON | SC | 29407 | 1 |
| DAUFUSKIE ISLAND | SC | 29915 | 1 |
| HARDEEVILLE | SC | 29927 | 1 |
| Hilton head | SC | 2@928 | 2 |
| Hilton Head Island | SC | 26 | 2 |
| HILTON HEAD ISLAND | SC | 29925 | 2 |
| HILTON HEAD ISLAND | SC | 29926 | 161 |
| HILTON HEAD ISLAND | SC | 29928 | 157 |
| OKATIE | SC | 29909 | 20 |
| SUMMERVILLE | SC | 29485 | 2 |
| NASHVILLE | TN | 37209 | 2 |
| DENTON | TX | 76210 | 2 |
| BLACKSBURG | VA | 24060 | 2 |
| CHARLOTTESVILLE | VA | 22910 | 2 |
| FAIRFAX STATION | VA | 22039 | 1 |
| Total Count: 32 | | | 443 |

| Total Face Value |
|-------------------------|
| \$80.00 |
| \$70.00 |
| \$230.00 |
| \$90.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$80.00 |
| \$60.00 |
| \$70.00 |
| \$35.00 |
| \$240.00 |
| \$40.00 |
| \$40.00 |
| \$35.00 |
| \$1,785.00 |
| \$35.00 |
| \$35.00 |
| \$40.00 |
| \$70.00 |
| \$80.00 |
| \$70.00 |
| \$6,020.00 |
| \$6,020.00 |
| \$755.00 |
| \$80.00 |
| \$80.00 |
| \$70.00 |
| \$70.00 |
| \$80.00 |
| \$35.00 |
| \$16,715.00 |

| City | State | Zip Code | Total Tickets |
|------------------------|-------|----------|---------------|
| Hilton head | -- | 20992 | 2 |
| GUILFORD | CT | 06437 | 2 |
| KEY LARGO | FL | 33037 | 2 |
| MELBOURNE | FL | 32940 | 4 |
| RINCON | GA | 31326 | 2 |
| DEKALB | IL | 60115 | 3 |
| CINCINNATI | OH | 45238 | 1 |
| WEST CHESTER | OH | 45069 | 2 |
| PUNXSUTAWNEY | PA | 15767 | 1 |
| BLUFFTON | SC | 29910 | 41 |
| CHARLESTON | SC | 29492 | 4 |
| COLUMBIA | SC | 29209 | 2 |
| HARDEEVILLE | SC | 29927 | 2 |
| Hilton Head Island | SC | 26 | 2 |
| HILTON HEAD ISLAND | SC | 29926 | 138 |
| HILTON HEAD ISLAND | SC | 29928 | 138 |
| HILTON HEAD ISLAND | SC | 29938 | 4 |
| OKATIE | SC | 29909 | 19 |
| SUMMERVILLE | SC | 29485 | 2 |
| KNOXVILLE | TN | 37919 | 6 |
| CHARLOTTESVILLE | VA | 22910 | 2 |
| VIENNA | VA | 22182 | 2 |
| Total Count: 22 | | | 381 |

| Total Face Value | Total Discounts | Total Service Fees | Total |
|------------------|-----------------|--------------------|------------|
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$100.00 | \$0.00 | \$0.00 | \$100.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$75.00 | \$0.00 | \$0.00 | \$75.00 |
| \$25.00 | \$0.00 | \$0.00 | \$25.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$25.00 | \$0.00 | \$0.00 | \$25.00 |
| \$1,020.00 | \$25.00 | \$0.00 | \$995.00 |
| \$80.00 | \$0.00 | \$0.00 | \$80.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$3,420.00 | \$50.00 | \$0.00 | \$3,370.00 |
| \$3,365.00 | \$75.00 | \$0.00 | \$3,290.00 |
| \$100.00 | \$0.00 | \$0.00 | \$100.00 |
| \$470.00 | \$0.00 | \$0.00 | \$470.00 |
| \$50.00 | \$50.00 | \$0.00 | \$0.00 |
| \$150.00 | \$0.00 | \$0.00 | \$150.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$50.00 | \$0.00 | \$0.00 | \$50.00 |
| \$9,380.00 | \$200.00 | \$0.00 | \$9,180.00 |

HILTON HEAD CHORAL SOCIETY, INC
OPERATING BUDGET FOR FISCAL YEAR ENDING MAY 31, 2023

| | |
|--------------------------|------------------------|
| Income | |
| Contributions | 25,000 |
| Grants | |
| Accommodations Tax | |
| Beaufort County | 1,000 |
| Hilton Head Island | 48,895 |
| Total Accommodations Tax | <u>49,895</u> |
| SC Arts Commission | 10,000 |
| Total Grants | <u>59,895</u> |
| HHCS Endowment Fund | 1,500 |
| Interest | 360 |
| Concert Revenue | 104,950 |
| Membership | 9,750 |
| Other Revenue | 100 |
| Total Income | <u>201,555</u> |
| | |
| Expenses | |
| Marketing | 49,545 |
| Performance/Production | 50,417 |
| Administrative | 22,622 |
| Concert Payroll | 69,120 |
| Staff Compensation | 40,352 |
| Total Expenses | <u>232,056</u> |
| Net Surplus (Deficit) | <u><u>(30,501)</u></u> |

**HILTON HEAD CHORAL SOCIETY, INC
BALANCE SHEET AS OF MAY 31, 2021**

ASSETS

| | |
|----------------------------|-----------------------|
| Current Assets | |
| Checking - Operating Funds | 54,600 |
| Savings - Reserve Fund | 78,194 |
| Total Current Assets | <u>132,793</u> |
| TOTAL ASSETS | <u><u>132,793</u></u> |

LIABILITIES & EQUITY

| | |
|---------------------------------------|-----------------------|
| Liabilities | 0 |
| Equity | |
| Unrestricted Net Assets | 92,774 |
| Net Income (Loss) | 40,019 |
| Total Equity | <u>132,793</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>132,793</u></u> |

**HILTON HEAD CHORAL SOCIETY, INC
BALANCE SHEET AS OF MAY 31, 2020**

ASSETS

| | |
|----------------------------|----------------------|
| Current Assets | |
| Checking - Operating Funds | 15,021 |
| Savings - Reserve Fund | <u>77,753</u> |
| Total Current Assets | <u>92,774</u> |
| TOTAL ASSETS | <u><u>92,774</u></u> |

LIABILITIES & EQUITY

| | |
|----------------------------|----------------------|
| Liabilities | 0 |
| Equity | |
| Unrestricted Net Assets | 67,977 |
| Net Income (Loss) | <u>24,798</u> |
| Total Equity | <u>92,774</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>92,774</u></u> |

HILTON HEAD CHORAL SOCIETY, INC
PROFIT AND LOSS STATEMENT
FISCAL YEAR ENDING MAY 31, 2022

| | |
|--|----------------------|
| Income | |
| Contributions | 33,949 |
| Grants | |
| HHI Accommodations Tax | 55,647 |
| SC Arts Commission | 17,676 |
| SC Arts Commission Arts Emergency Relief | 30,000 |
| Total Grants | <u>103,323</u> |
| HHCS Endowment Fund | 2,000 |
| Concert Revenue | 74,874 |
| Membership | 10,020 |
| Interest | 16 |
| Other Income | <u>103</u> |
| Total Income | <u>224,284</u> |
| | |
| Expenses | |
| Marketing | 49,986 |
| Performance/Production | 21,953 |
| Concert Payroll | 47,502 |
| Administrative | 24,645 |
| Staff Compensation | 51,140 |
| Total Expenses | <u>195,226</u> |
| Net Surplus | <u><u>29,058</u></u> |

HILTON HEAD CHORAL SOCIETY, INC
PROFIT AND LOSS STATEMENT
FISCAL YEAR ENDING MAY 31, 2021

| | |
|------------------------|----------------------|
| Income | |
| Contributions | 19,798 |
| Grants | |
| HHI Accommodations Tax | 6,593 |
| SC Cares | 49,788 |
| SC Arts Commission | 10,836 |
| Total Grants | <u>67,218</u> |
| HHCS Endowment Fund | 1,500 |
| Membership | 4,025 |
| Interest | 433 |
| Other Income | 361 |
| Total Income | <u>93,334</u> |
| | |
| Expenses | |
| Marketing | 8,115 |
| Performance/Production | 455 |
| Administrative | 12,122 |
| Staff Compensation | 32,624 |
| Total Expenses | <u>53,315</u> |
| Net Surplus | <u><u>40,019</u></u> |

HILTON HEAD CHORAL SOCIETY, INC
PROFIT AND LOSS STATEMENT
FISCAL YEAR ENDING MAY 31, 2020

| | |
|------------------------|----------------------|
| Income | |
| Contributions | 34,738 |
| Grants | |
| Accommodations Tax | 28,529 |
| Other Grants | 11,405 |
| Total Grants | <u>39,934</u> |
| HHCS Endowment Fund | 1,984 |
| Concerts/HHCS Presents | 96,625 |
| Fundraisers | 200 |
| Membership | 11,635 |
| Other Income | 53 |
| Interest | 571 |
| Total Income | <u>185,739</u> |
| Expenses | |
| Marketing | 36,503 |
| Performance/Production | 25,951 |
| Administrative | 16,855 |
| Concert Payroll | 30,628 |
| Staff Compensation | 51,004 |
| Total Expenses | <u>160,941</u> |
| Net Surplus | <u><u>24,798</u></u> |

HHCS' 2021 990 Form will not be completed until mid-October.

A copy of the form can be presented to the Committee
at the HHCS's October presentation.

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form, as it may be made public.

▶ Go to www.irs.gov/Form990EZ for instructions and the latest information.

A For the 2020 calendar year, or tax year beginning June 1, 2020, and ending May 31, 2021

| | | | |
|--|---|--|---|
| B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending | C Name of organization <input type="checkbox"/> ? HILTON HEAD CHORAL SOCIETY, INC | | D Employer identification number <input type="checkbox"/> ? 570834963 |
| | Number and street (or P.O. box if mail is not delivered to street address) <input type="checkbox"/> ? Room/suite P O BOX 22235 | | E Telephone number 8433413818 |
| | City or town, state or province, country, and ZIP or foreign postal code HILTON HEAD ISLAND SC 29925 | | F Group Exemption Number ▶ <input type="checkbox"/> ? () |
| | G Accounting Method: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual Other (specify) ▶ | | |

I Website: ▶ www.hiltonheadchoralsociety.org **H** Check if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF) ?

J Tax-exempt status (check only one) — 501(c)(3) 501(c) () ◀ (insert no.) 4947(a)(1) or 527

K Form of organization: Corporation Trust Association Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B)) are \$500,000 or more, file Form 990 instead of Form 990-EZ ▶ \$ 93,334

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I) ?
 Check if the organization used Schedule O to respond to any question in this Part I

| | | 1 | 2 | 3 | 4 | 5a | 5b | 5c | 6a | 6b | 6c | 6d | 7a | 7b | 7c | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | | | | | | | | | | |
|------------|--|--|---------|---|---|----|----|----|----|----|----|----|----|----|----|---|---|----|----|----|----|----|----|----|----|----|----|----|----|--|--|--|--|--|--|--|--|--|--|
| Revenue | 1 | Contributions, gifts, grants, and similar amounts received | 88,515 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 2 | Program service revenue including government fees and contracts | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 3 | Membership dues and assessments | 4,025 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 4 | Investment income | 433 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 5a | Gross amount from sale of assets other than inventory | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 5b | Less: cost or other basis and sales expenses | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 5c | Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a) | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 6 | Gaming and fundraising events: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 6a | Gross income from gaming (attach Schedule G if greater than \$15,000) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 6b | Gross income from fundraising events (not including \$ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6c | Less: direct expenses from gaming and fundraising events | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6d | Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c) | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7a | Gross sales of inventory, less returns and allowances | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7b | Less: cost of goods sold | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7c | Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a) | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 8 | Other revenue (describe in Schedule O) | 361 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9 | Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶ | 93,334 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Expenses | 10 | Grants and similar amounts paid (list in Schedule O) | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 11 | Benefits paid to or for members | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 12 | Salaries, other compensation, and employee benefits <input type="checkbox"/> ? | 32,264 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 13 | Professional fees and other payments to independent contractors <input type="checkbox"/> ? | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 14 | Occupancy, rent, utilities, and maintenance | 6,283 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 15 | Printing, publications, postage, and shipping | 346 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 16 | Other expenses (describe in Schedule O) <input type="checkbox"/> ? | 14,062 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 17 | Total expenses. Add lines 10 through 16 ▶ | 53,315 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Assets | 18 | Excess or (deficit) for the year (subtract line 17 from line 9) | 40,019 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 19 | Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return) | 92,774 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 20 | Other changes in net assets or fund balances (explain in Schedule O) | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 21 | Net assets or fund balances at end of year. Combine lines 18 through 20 ▶ | 132,793 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Part II Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II

| | (A) Beginning of year | (B) End of year |
|---|-----------------------|-----------------|
| 22 Cash, savings, and investments | 92,774 | 132,793 |
| 23 Land and buildings | 0 | 0 |
| 24 Other assets (describe in Schedule O) | 0 | 0 |
| 25 Total assets | 92,774 | 132,793 |
| 26 Total liabilities (describe in Schedule O) | 0 | 0 |
| 27 Net assets or fund balances (line 27 of column (B) must agree with line 21) | 92,774 | 132,793 |

Part III Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III

What is the organization's primary exempt purpose? See Schedule O

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses
(Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

| | | |
|--|-----|-------|
| 28 Due to the Covid-19 pandemic throughout the fiscal year, the organization was not able to pursue its normal program service of performing choral concerts. The primary objective during this time was to maintain contact with the community and our membership via our website, social media, and print advertising. | | |
| (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 28a | 8,115 |
| 29 | | |
| (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 29a | |
| 30 | | |
| (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 30a | |
| 31 Other program services (describe in Schedule O) | | |
| (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 31a | |
| 32 Total program service expenses (add lines 28a through 31a) | 32 | 8,115 |

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV

| (a) Name and title | (b) Average hours per week devoted to position | (c) Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-) | (d) Health benefits, contributions to employee benefit plans, and deferred compensation | (e) Estimated amount of other compensation |
|--|--|--|---|--|
| Judy Tiano, President | 4 | 0 | 0 | 0 |
| Walter Lowe, Vice President | 2 | 0 | 0 | 0 |
| Margie Lechowicz, Secretary | 2 | 0 | 0 | 0 |
| Kathy Jackson, Treasurer | 2 | 0 | 0 | 0 |
| Janice Creech, Director | 2 | 0 | 0 | 0 |
| Phyllis Duffie, Director | 2 | 0 | 0 | 0 |
| Madonna Muller, Director | 2 | 0 | 0 | 0 |
| Rob Propst, Director | 2 | 0 | 0 | 0 |
| Phoebe Taylor, Director | 2 | 0 | 0 | 0 |
| Carole Wolfe, Director | 2 | 0 | 0 | 0 |
| Tim Reynolds, Ex Officio and Artistic Director | 3 | 32,624 | 0 | 0 |

Part V Other Information (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V

| | | Yes | No |
|-----|--|-----|-------------------------------------|
| 33 | Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O | | <input checked="" type="checkbox"/> |
| 34 | Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions | | <input checked="" type="checkbox"/> |
| 35a | Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)? | | <input checked="" type="checkbox"/> |
| b | If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O | | |
| c | Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III | | |
| 36 | Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N | | <input checked="" type="checkbox"/> |
| 37a | Enter amount of political expenditures, direct or indirect, as described in the instructions <input type="text" value="0"/> | | |
| b | Did the organization file Form 1120-POL for this year? | | <input checked="" type="checkbox"/> |
| 38a | Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return? | | <input checked="" type="checkbox"/> |
| b | If "Yes," complete Schedule L, Part II, and enter the total amount involved <input type="text" value=""/> | | |
| 39 | Section 501(c)(7) organizations. Enter: | | |
| a | Initiation fees and capital contributions included on line 9 <input type="text" value=""/> | | |
| b | Gross receipts, included on line 9, for public use of club facilities <input type="text" value=""/> | | |
| 40a | Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 <input type="text" value="0"/> ; section 4912 <input type="text" value="0"/> ; section 4955 <input type="text" value="0"/> | | |
| b | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I | | <input checked="" type="checkbox"/> |
| c | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 <input type="text" value="0"/> | | |
| d | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization <input type="text" value="0"/> | | |
| e | All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T | | <input checked="" type="checkbox"/> |
| 41 | List the states with which a copy of this return is filed <input type="text" value="South Carolina"/> | | |
| 42a | The organization's books are in care of <input type="text" value="Kathy A Jackson"/> Telephone no. <input type="text" value="843-671-5276"/> Located at <input type="text" value="34 Water Oak Drive, Hilton Head Island SC"/> ZIP + 4 <input type="text" value="29928-3009"/> | | |
| b | At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country <input type="text" value=""/> See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR). | Yes | No |
| c | At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country <input type="text" value=""/> | | <input checked="" type="checkbox"/> |
| 43 | Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 - Check here <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year <input type="text" value="43"/> | | |
| 44a | Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ | | <input checked="" type="checkbox"/> |
| b | Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ | | <input checked="" type="checkbox"/> |
| c | Did the organization receive any payments for indoor tanning services during the year? | | <input checked="" type="checkbox"/> |
| d | If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | | |
| 45a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | | <input checked="" type="checkbox"/> |
| b | Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions | | <input checked="" type="checkbox"/> |

46 Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I

| | | |
|----|-----|----|
| | Yes | No |
| 46 | | ✓ |

Part VI Section 501(c)(3) Organizations Only

All section 501(c)(3) organizations must answer questions 47-49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI

47 Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II

| | | |
|----|-----|----|
| | Yes | No |
| 47 | | ✓ |

48 Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E

| | | |
|----|-----|----|
| | Yes | No |
| 48 | | ✓ |

49a Did the organization make any transfers to an exempt non-charitable related organization?

| | | |
|-----|-----|----|
| | Yes | No |
| 49a | | ✓ |

b If "Yes," was the related organization a section 527 organization?

| | | |
|-----|-----|----|
| | Yes | No |
| 49b | | |

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

| (a) Name and title of each employee | (b) Average hours per week devoted to position | (c) Reportable compensation (Forms W-2/1099-MISC) | (d) Health benefits, contributions to employee benefit plans, and deferred compensation | (e) Estimated amount of other compensation |
|-------------------------------------|--|---|---|--|
| None | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

f Total number of other employees paid over \$100,000 ▶ _____

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

| (a) Name and business address of each independent contractor | (b) Type of service | (c) Compensation |
|--|---------------------|------------------|
| None | | |
| | | |
| | | |
| | | |
| | | |
| | | |

d Total number of other independent contractors each receiving over \$100,000 . . . ▶ _____ **0**

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ▶ Yes No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here Signature of officer _____ Date _____
 Kathy A Jackson, Treasurer
 Type or print name and title

Paid Preparer Use Only

| | | | | |
|----------------------------|----------------------|------|---|------|
| Print/Type preparer's name | Preparer's signature | Date | Check <input type="checkbox"/> if self-employed | PTIN |
| Firm's name ▶ | Firm's EIN ▶ | | | |
| Firm's address ▶ | Phone no. ▶ | | | |

May the IRS discuss this return with the preparer shown above? See instructions ▶ Yes No

Short Form

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2019

Open to Public Inspection

▶ Do not enter social security numbers on this form, as it may be made public.

▶ Go to www.irs.gov/Form990EZ for instructions and the latest information.

Department of the Treasury
Internal Revenue Service

A For the 2019 calendar year, or tax year beginning June 1, 2019, and ending May 31, 2020

| | | | | | |
|---|--|---|---|---|--|
| B Check if applicable: | | C Name of organization | | D Employer identification number | |
| <input type="checkbox"/> Address change | <input type="checkbox"/> Name change | Hilton Head Choral Society Inc | | 57-0834963 | |
| <input type="checkbox"/> Initial return | <input type="checkbox"/> Final return/terminated | Number and street (or P.O. box if mail is not delivered to street address) Room/suite | | E Telephone number | |
| <input type="checkbox"/> Amended return | <input type="checkbox"/> Application pending | P O Box 22235 | | (843) 341-3818 | |
| | | City or town, state or province, country, and ZIP or foreign postal code | | F Group Exemption Number ▶ | |
| | | Hilton Head Island SC 29925 | | | |
| G Accounting Method: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual Other (specify) ▶ | | | H Check <input type="checkbox"/> if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF). | | |
| I Website: ▶ www.hiltonheadchoralsociety.org | | | | | |
| J Tax-exempt status (check only one) – <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 | | | | | |
| K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other | | | | | |
| L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B)) are \$500,000 or more, file Form 990 instead of Form 990-EZ ▶ \$ | | | 185,739 | | |

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I

| Revenue | 1 | Contributions, gifts, grants, and similar amounts received | 1 | | 76,856 |
|-------------------|--|--|-----------|---------|--------|
| | 2 | Program service revenue including government fees and contracts | 2 | | 96,625 |
| | 3 | Membership dues and assessments | 3 | | 11,635 |
| | 4 | Investment income | 4 | | 571 |
| | 5a | Gross amount from sale of assets other than inventory | 5a | | |
| | b | Less: cost or other basis and sales expenses | 5b | | |
| | c | Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a) | 5c | | 0 |
| | 6 | Gaming and fundraising events: | | | |
| | a | Gross income from gaming (attach Schedule G if greater than \$15,000) | 6a | | |
| | b | Gross income from fundraising events (not including \$ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000) | 6b | | |
| c | Less: direct expenses from gaming and fundraising events | 6c | | | |
| d | Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c) | 6d | | 0 | |
| 7a | Gross sales of inventory, less returns and allowances | 7a | | | |
| b | Less: cost of goods sold | 7b | | | |
| c | Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a) | 7c | | 0 | |
| 8 | Other revenue (describe in Schedule O) | 8 | | 53 | |
| 9 | Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶ | 9 | | 185,739 | |
| Expenses | 10 | Grants and similar amounts paid (list in Schedule O) | 10 | | 0 |
| | 11 | Benefits paid to or for members | 11 | | 0 |
| | 12 | Salaries, other compensation, and employee benefits | 12 | | 51,004 |
| | 13 | Professional fees and other payments to independent contractors | 13 | | 42,434 |
| | 14 | Occupancy, rent, utilities, and maintenance | 14 | | 6,124 |
| | 15 | Printing, publications, postage, and shipping | 15 | | 501 |
| | 16 | Other expenses (describe in Schedule O) | 16 | | 60,878 |
| 17 | Total expenses. Add lines 10 through 16 ▶ | 17 | | 160,941 | |
| Net Assets | 18 | Excess or (deficit) for the year (subtract line 17 from line 9) | 18 | | 24,798 |
| | 19 | Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return) | 19 | | 67,977 |
| | 20 | Other changes in net assets or fund balances (explain in Schedule O) | 20 | | 0 |
| | 21 | Net assets or fund balances at end of year. Combine lines 18 through 20 ▶ | 21 | | 92,774 |

Part II Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II

| | (A) Beginning of year | (B) End of year |
|---|-----------------------|------------------|
| 22 Cash, savings, and investments | 67,977 | 22 92,774 |
| 23 Land and buildings | 0 | 23 0 |
| 24 Other assets (describe in Schedule O) | 0 | 24 0 |
| 25 Total assets | 67,977 | 25 92,774 |
| 26 Total liabilities (describe in Schedule O) | 0 | 26 0 |
| 27 Net assets or fund balances (line 27 of column (B) must agree with line 21) | 67,977 | 27 92,774 |

Part III Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III

What is the organization's primary exempt purpose? See Schedule O

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses
(Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

| | | |
|---|------------|--------|
| 28 <u>During the period September, 2019 through May, 2020, Hilton Head Choral Society presented two concerts. Attendance by residents, tourists, and visitors of Hilton Head Island, surrounding communities, and 20 states outside of South Carolina totaled 1,393.</u> (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 28a | 62,543 |
| 29 _____ (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 29a | |
| 30 _____ (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 30a | |
| 31 Other program services (describe in Schedule O) _____ (Grants \$) If this amount includes foreign grants, check here <input type="checkbox"/> | 31a | |
| 32 Total program service expenses (add lines 28a through 31a) _____ | 32 | 62,543 |

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV

| (a) Name and title | (b) Average hours per week devoted to position | (c) Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-) | (d) Health benefits, contributions to employee benefit plans, and deferred compensation | (e) Estimated amount of other compensation |
|--|--|--|---|--|
| Barbara Sorkin, President | 4 | 0 | 0 | 0 |
| Walter Lowe, Vice President | 2 | 0 | 0 | 0 |
| Carole Wolfe, Secretary | 4 | 0 | 0 | 0 |
| Kathy Jackson, Treasurer | 1 | 0 | 0 | 0 |
| Janice Creech, Director | 1 | 0 | 0 | 0 |
| Madonna Muller, Director | 1 | 0 | 0 | 0 |
| Phoebe Taylor, Director | 1 | 0 | 0 | 0 |
| Judy Tiano, Director and Past President | 1 | 0 | 0 | 0 |
| Tim Reynolds, Ex Officio and Artistic Director | 1 | 48,727 | 0 | 0 |
| | | | | |
| | | | | |
| | | | | |

Part V Other Information (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V

| | | Yes | No |
|-----|--|-----|-------------------------------------|
| 33 | Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O | | <input checked="" type="checkbox"/> |
| 34 | Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions | | <input checked="" type="checkbox"/> |
| 35a | Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)? | | <input checked="" type="checkbox"/> |
| b | If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O | | |
| c | Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III | | |
| 36 | Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N | | <input checked="" type="checkbox"/> |
| 37a | Enter amount of political expenditures, direct or indirect, as described in the instructions ▶ 37a 0 | | |
| b | Did the organization file Form 1120-POL for this year? | | <input checked="" type="checkbox"/> |
| 38a | Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return? | | <input checked="" type="checkbox"/> |
| b | If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b | | |
| 39 | Section 501(c)(7) organizations. Enter: | | |
| a | Initiation fees and capital contributions included on line 9 39a | | |
| b | Gross receipts, included on line 9, for public use of club facilities 39b | | |
| 40a | Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ▶ 0 ; section 4912 ▶ 0 ; section 4955 ▶ 0 | | |
| b | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I | | <input checked="" type="checkbox"/> |
| c | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶ 0 | | |
| d | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization ▶ 0 | | |
| e | All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T | | <input checked="" type="checkbox"/> |
| 41 | List the states with which a copy of this return is filed ▶ South Carolina | | |
| 42a | The organization's books are in care of ▶ Kathy Jackson, Treasurer Telephone no. ▶ (843) 671-5276 Located at ▶ 34 Water Oak Drive, Hilton Head Island SC ZIP + 4 ▶ 29928-3009 | | |
| b | At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country ▶ See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR). | Yes | No |
| | | | <input checked="" type="checkbox"/> |
| c | At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country ▶ | | <input checked="" type="checkbox"/> |
| 43 | Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041—Check here and enter the amount of tax-exempt interest received or accrued during the tax year ▶ 43 <input type="checkbox"/> | | |
| 44a | Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ | | <input checked="" type="checkbox"/> |
| b | Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ | | <input checked="" type="checkbox"/> |
| c | Did the organization receive any payments for indoor tanning services during the year? | | <input checked="" type="checkbox"/> |
| d | If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | | |
| 45a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | | <input checked="" type="checkbox"/> |
| b | Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions | | <input checked="" type="checkbox"/> |

| | | |
|--|------------|-----------|
| | Yes | No |
| 46 Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | 46 | ✓ |

Part VI Section 501(c)(3) Organizations Only

All section 501(c)(3) organizations must answer questions 47-49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI

| | | |
|--|------------|-----------|
| | Yes | No |
| 47 Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II | 47 | ✓ |
| 48 Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 48 | ✓ |
| 49a Did the organization make any transfers to an exempt non-charitable related organization? | 49a | ✓ |
| b If "Yes," was the related organization a section 527 organization? | 49b | |

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

| (a) Name and title of each employee | (b) Average hours per week devoted to position | (c) Reportable compensation (Forms W-2/1099-MISC) | (d) Health benefits, contributions to employee benefit plans, and deferred compensation | (e) Estimated amount of other compensation |
|-------------------------------------|--|---|---|--|
| None | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

f Total number of other employees paid over \$100,000 0

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

| (a) Name and business address of each independent contractor | (b) Type of service | (c) Compensation |
|--|---------------------|------------------|
| None | | |
| | | |
| | | |
| | | |
| | | |
| | | |

d Total number of other independent contractors each receiving over \$100,000 0

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A **Yes** **No**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.


| | | |
|------------------|---|---------------------------|
| Sign Here | <input type="text"/> Signature of officer | <input type="text"/> Date |
| | <input type="text"/> Kathy A Jackson, Treasurer Type or print name and title | |

| | | | | | |
|-------------------------------|----------------------------|----------------------|------|---|------|
| Paid Preparer Use Only | Print/Type preparer's name | Preparer's signature | Date | Check <input type="checkbox"/> if self-employed | PTIN |
| | Firm's name | Firm's EIN | | | |
| | Firm's address | Phone no. | | | |

May the IRS discuss this return with the preparer shown above? See instructions **Yes** **No**

25

Attachment A (for Question 1)

 **IRS** Department of the Treasury
Internal Revenue Service
P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: 4077552422
Dec. 15, 2008 LTR 4168C 0
57-0834963 000000 00 000
00027018
BODC: TE

HILTON HEAD CHORAL SOCIETY INC
PO BOX 22235
HILTON HEAD SC 29925-223555



008241

Employer Identification Number: 57-0834963
Person to Contact: Mr. R. Molloy
Toll Free Telephone Number: 1-877-829-5800

Dear Taxpayer:

This is in response to your request of Nov. 11, 2008, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in May 1989, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(2).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Cindy Westcott
Manager, ED Determinations

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: March 21, 2003

Person to Contact:
Tonya Martin 31-07387
Customer Service Representative
Toll Free Telephone Number:
8:00 a.m. to 8:30 p.m. EST
877-829-5500
Fax Number:
513-263-3756
Federal Identification Number:
57-0834963

Hilton Head Choral Society, Inc.
P.O. Box 22235
Hilton Head Island, SC 29925-2235

Dear Sir or Madam:

This is in response to your request of March 21, 2003, regarding your organization's tax exempt status.

Our records indicate that a determination letter issued in May 1989 granting your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum of \$10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.