

Bread  
& Roses®  
Hope and Healing Through Live Music™

**ANNUAL REPORT**  
JULY 1, 2011 - JUNE 30, 2012

In the last fiscal year, you helped Bread & Roses change the lives of **29,000** individuals being cared for in **125** Bay Area facilities by sharing the healing power of live music.



**Our Audiences, Our Reason for Being**



**We Go Where There is Need**



**The Volunteer Spirit**



**Efficient, Effective and Essential**



**Lest They Be Forgotten**



**You Make the Difference**

**This is a Web-only annual report. No paper, period.  
This change saved Bread & Roses thousands of dollars in printing and postage.**

# OUR AUDIENCES, OUR REASON FOR BEING

Where **dreams** have been abandoned and **hope** is in short supply, Bread & Roses is **life affirming**.



Bread & Roses **serves individuals of all ages** who are being cared for in pediatric and adult hospitals, shelters for the homeless and/or abused, daycare facilities for low-income children and special needs schools, alcohol and drug rehabilitation centers, Alzheimer's centers, convalescent homes and senior day care centers, detention facilities, centers for the developmentally disabled and mental health facilities.

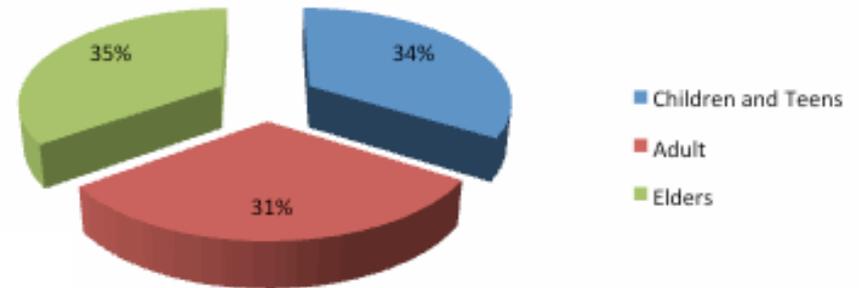
Without Bread & Roses, the vast majority of these individuals would have little or no other opportunity to access the unique, **restorative sensation of being lifted beyond oneself** and one's current circumstances that is possible through **live music** and other **live art**.

Music has the power to emotionally **transport** us, to calm us, to bring us to tears or stir us to dance, to **reconnect** us to memories and loved ones, and to lead us to the wellsprings of **hope and inner strength** that often feel out of reach when our circumstances are most difficult.

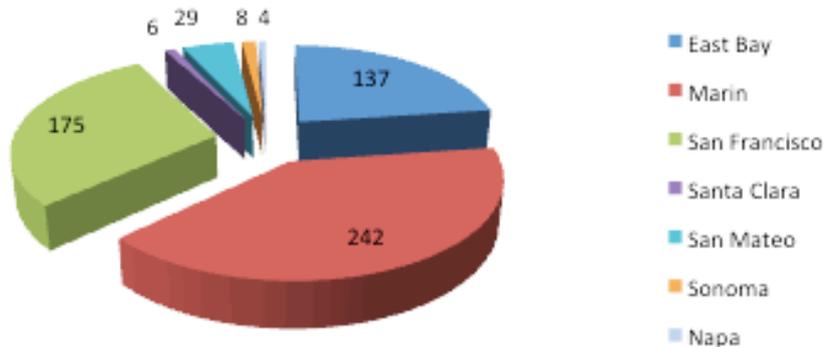
# OUR AUDIENCES, OUR REASON FOR BEING

Last year, with your help, we smashed through barriers that prevent the poor, the ill, the disabled, the disenfranchised and the aged from participating in the arts and, in so doing, changed 29,000 lives.

### Our Audiences by Age



### 601 Shows Bay Area-wide



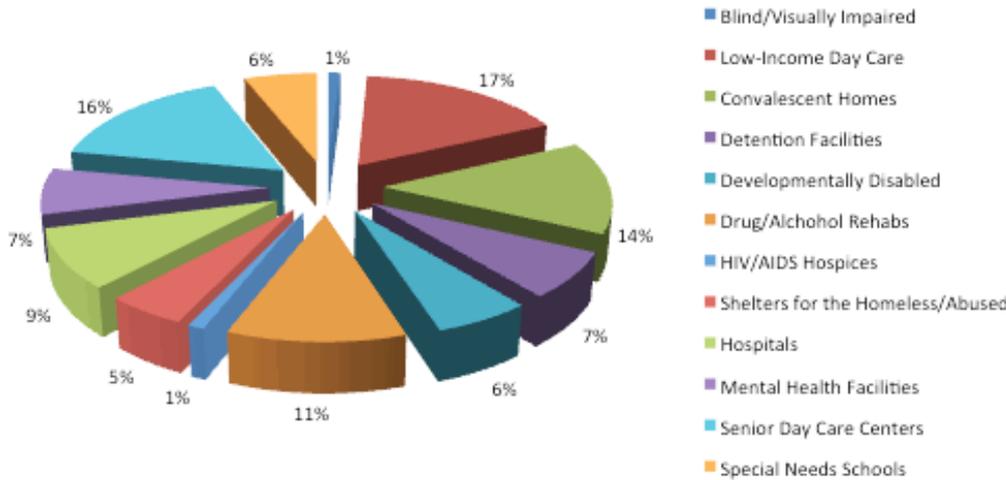
# WE GO WHERE THERE IS NEED

Along with shelter, sustenance and medical care, isolated individuals need **human contact** and **connection** with the outside world. Through the act of bringing hundreds of performers to isolated children, adults and seniors, Bread & Roses provides **critical enhancement** to basic care, uplifts spirits, and allows **hope and healing** to take place.

Last year, **125 agencies** relied on us for a service that no one else provides and they cannot afford to replace. That means we provided service to more nonprofits in the SF Bay Area than any other agency, with the exception of agencies whose mission is to provide technical assistance and volunteer matching.

By **enhancing** the work of those agencies that provide food, shelter, medical care and other “basic need” services, Bread & Roses places the arts front and center as a vital, life-affirming aspect of healthy individuals and communities. In playrooms and dayrooms, cafeterias and playgrounds, pod-to-pod in detention facilities and bed-to-bed in hospitals, Bread & Roses provides **nourishment for the heart and soul**.

Where we Perform by Audience Type



See a complete list of FACILITIES WE SERVE:  
<http://www.breadandroses.org/programs/facilities>

# THE VOLUNTEER SPIRIT

Day and night, seven days a week, Bread & Roses volunteers light up the lives of others with their voices, guitars, banjos, flutes, cellos, puppets, keyboards, drums, ballet slippers and more. They host and photograph shows, assist in the office, design our newsletter, and more. All embody the best of the volunteer spirit and time and again, enthusiastically tell us that they “get more than they give.”



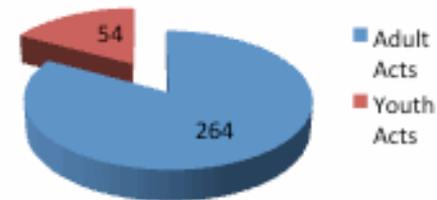
Bread & Roses plays a special role helping Bay Area teens develop their skills by performing for diverse, appreciative and hard-to-reach audiences. This year, in addition to adult performers, 40 youth acts composed of 401 talented young performers graced our stages.

In order to ensure that each audience experiences a wide diversity of performances, we actively recruit new performers year-round. Of our 600 shows this year, 119 featured 153 new performers.

Equally important and deeply cherished are those performers and other volunteers whose commitments to Bread & Roses span the decades. This year alone we recognized 11 individuals who have been uplifting our audiences for 20 or more years and 27 who have been with us for 10 or more years.

Learn more about BECOMING A VOLUNTEER  
<http://www.breadandroses.org/get-involved/volunteer>

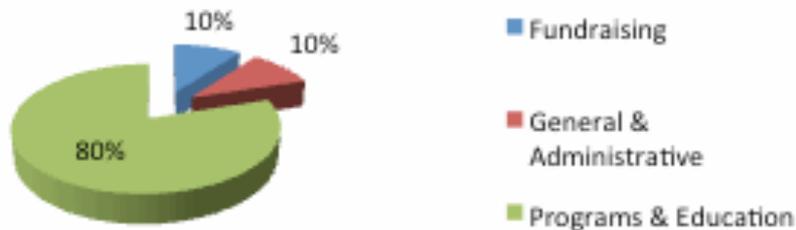
### Youth/Adult Acts



# EFFICIENT, EFFECTIVE AND ESSENTIAL

We ensure your gifts go far by managing a **lean**, cost-efficient operation.

## Functional Expenses

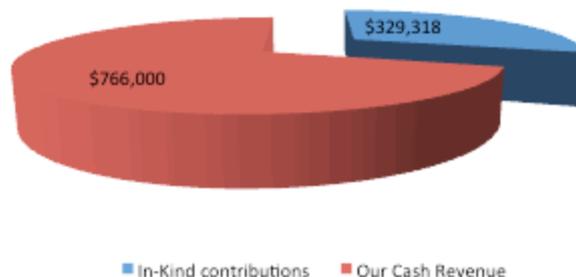


This past year, **80%** of our functional expenses were **directed to presenting performances** with just 10% spent on fundraising and 10% on administrative overhead.

Further, with 1,400 volunteers and fewer than 7 FTE employees, our **staff-to-volunteer ratio is 1:200**.

In each of the past three years, we have achieved a **balanced budget** and **increased our programs** to one or more of the populations we serve. Our cash budget for FY12-13 is \$775,000; we will leverage this budget with approximately \$300,000 of in-kind contributions.

## Cash and In-kind Donations



## Our Financials

Reviewed Financials for FY11-12 will be available here on October 1, 2012

- IRS Form 990 for 2011
- Statement of Financial Position as of June 30, 2012
- Statement of Activity as of June 30, 2012
- Statement of Functional Expenses as of June 30, 2012



# EFFICIENT, EFFECTIVE AND IRREPLACEABLE

We ensure your gifts go far by managing a lean, cost-efficient operation.

## OUR BOARD OF DIRECTORS:

**James R. Kennedy, Chair**

Katie Smith, Vice-Chair

Paul Kirincic, Secretary

Kathy Grogan, Treasurer

Darlene Bearde

Jim Callahan

Patricia Dedekian

Jocelyn Kane

David C. Phillips

Philip Pillsbury



James R. Kennedy



Cassandra Flipper

## OUR STAFF:

**Cassandra Flipper, Executive Director**

Lauren Arrow, Administrative Coordinator

Elissa Burke, Development Associate

Carolyn Gauthier, Program Director

Marian Hubler, Producer/Public Relations Manager

Francesca Lee, Producer

Janet Lewis, Accountant

Elizabeth Share, Development Director

Lisa Starbird, Program Assistant

# LEST THEY BE FORGOTTEN

We are committed to raising awareness of people who are institutionalized and otherwise isolated from society and the uniquely restorative power of live music to help them heal.



To this end, Bread & Roses shares news, research and more through **social media and newsletters**.

In the past year, our **blog** has included a wide range of posts on topics such as:

- the [power of music to mitigate loneliness](#) for elders;
- music as therapy, featuring details of [music therapy for Congresswoman Gabrielle Giffords](#);
- live music as a connecting force, featuring violinist [Robert Gupta at Los Angeles Mental Health Clinic](#).

For those who missed it, our [Fall '11 newsletter](#) featured a story on the **scientific evidence** that is validating the **healing impact of music on both the brain and body**.



# YOU MAKE THE DIFFERENCE

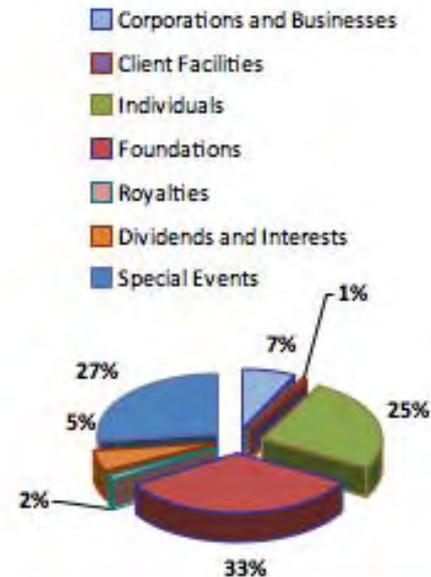
Your Support Means Everything.

Bread & Roses receives **no government support** and **charges no fees** for the 600 live performances we present annually. We **rely solely on the generosity** of individuals and families, businesses, donor-advised funds and foundations.

**We thank you** for your past support. **Your gift of any size is critical** to our ability to achieve a balanced budget and provide the life changing services so needed in our **community**.



## Sources of Income FY 11/12



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[www.breadandroses.org](http://www.breadandroses.org)

***Stay Connected With Us!***



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<http://www.youtube.com/user/BreadRoses>



<http://www.breadandroses.org/blog>

Presentation Photos by Peter Merts and Andrew de Lory