



**The
Giving Common**
An Initiative of the Boston Foundation

Passim (47 Palmer Inc)

26 Church Street, Suite 300 Cambridge MA 02138 3708

Incorporation Year: 1994

www.passim.org

Organization Contact: info@passim.org Dan Hogan

Arts,Culture & Humanities Music

CEO/Executive Director: Mr. Daniel Bolten Hogan J.D., Ph.D.

Board Chair: Mr. Jeremiah Morgan Potts MSF Investment Management



Mission Statement: The mission of Passim is to provide truly exceptional and interactive live musical experiences for both performers and audiences, to nurture artists at all stages of their career, and to build a vibrant music community. We do so through our legendary listening venue, music school, artist grants and outreach programs. As a nonprofit since 1994, Passim carries on the heritage of our predecessors—the historic Club 47 (1958-1968) and for-profit Passim (1969-1994). We cultivate a diverse mix of musical traditions, where the emphasis is on the relationship between performers and audience and between teachers and students. Located in Harvard Square, Passim serves Cambridge and the broader region by featuring local, national and international artists. Our ultimate goal is to help the performance arts flourish and thereby enrich the lives of members of our community.

Needs Statement:

- **Club Renovation:** Our historic Club is in need of improvements. Perhaps most pressing is making it handicap accessible. In addition, we want to revamp much of the facility, including the lobby, kitchen, bathrooms, green room, sound booth, box office, stage, air-conditioning, lighting, and sound system. This is critical to our mission of developing artists and creating community through developing inspiring and interactive musical experiences in our Club and School. Since we do not own our building, and since undertaking a renovation will trigger full-building ADA compliance for the common spaces, we must have the cooperation of the owners of the building. We are currently in the process of negotiation.
- **New Relational Database:** Right now for data entry related to our customers, donors, members, artists and others for purposes of ticketing, course enrollment, and financial record keeping, we frequently have to enter information into multiple databases, including FileMaker Pro, QuickBooks, Constant Contact, ShoWare and Excel spreadsheets. To save time and increase accuracy, we desperately need a relational database where information is only entered once. This will allow us to provide better service and create a better experience for all our constituencies. We are in the final stages of negotiation with a vendor about this.
- **Public Awareness:** We need to dramatically increase the public's awareness of our nonprofit status, our mission and that we have several programs in addition to our well-known Club Passim.

Impact Statement: Past year (2014):

- **Club Passim Concerts:** For more than 56 years, our Club has provided a nurturing environment for the development of emerging artists. Over the last five years, we have held an average of more than 425 concerts a year with more than 400 artists performing each year for more than 30,000 patrons.
- **Passim Iguana Music Fund:** This fund provides grants between \$500 and \$2,000 to independent and emerging artists. In 2013 it surpassed the \$200,000 mark in total giving since inception in 2008, giving out a record \$45,000 to 26 artists to fund significant career-building or community service projects.
- **School of Music Enrollment:** Our School had more than 700 students in 2014 - double the number who attended in 2008. This is a significant achievement, since we are so space-constrained in terms of classrooms. In fact, most of our classrooms serve multiple functions - an office during the day and a classroom in the evening.
- **Boston's Celtic Music Festival (BCMFest):** In 2011, Passim completed the merger of BCMFest as a Passim program. It is considered the premier presenter of Irish, Scottish & Cape Breton music in the Boston area. In January of each year, BCMFest opens the Harvard Square Business Association's Winter Carnival. It is an all ages festival at multiple venues.
- **Financial Strength:** In 2014, for the sixth year in a row, we finished with no debt and in the black. In each year, we have significantly increased our cash reserve and our net surplus.

2015 Goals

- Ensure excellence in our core programs, while maintaining a sound balance sheet and finishing the year with a surplus.
- Raise attendance at the Club, while continuing to showcase emerging artists.
- Grow enrollment at the School of Music to 750-800, especially with our Ensemble program
- Increase total grants given out annually by the Iguana Music Fund to \$50,000.

Full-time Staff: 4

Volunteers: 29

(excludes part-time staff)

Programs Detailed on Profile

BCMFest (Boston's Celtic Music Fest)

Passim Iguana Music Fund

Passim School of Music

Passim Outreach

Club Passim

Projected Revenue: \$1,489,331.00

Projected Expenses: \$1,556,891.00

| Fiscal Year | 2014 | 2013 | 2012 |
|-----------------------|-------------|-------------|-------------|
| Total Revenue | \$1,316,714 | \$1,908,044 | -- |
| Total Expenses | \$1,204,290 | \$1,876,254 | -- |

Top Funding Sources

| Fiscal Year | 2014 | 2013 | 2012 |
|--|-------------|-------------|-------------|
| Top Funding Source & Dollar Amount | -- | -- | -- |
| Second Highest Funding Source & Dollar Amount | -- | -- | -- |
| Third Highest Funding Source & Dollar Amount | -- | -- | -- |