



Joshua M. Freeman  
FOUNDATION

# 2018

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ANNUAL REPORT

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TRANSFORMING THE

Arts



OUR *Purpose*

Creating opportunities to  
elevate the human spirit.

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Joshua M. Freeman  
**FOUNDATION**

The Joshua M. Freeman Foundation, a 501(c)3 nonprofit organization, was established in 2007 to honor Josh Freeman, the former Chair of the Carl M. Freeman Companies, after his untimely death in December of 2006. The Joshua M. Freeman Foundation seeks to honor Josh's passion and commitment to excellence by creating programs that he would have been proud of. With The Freeman Stage, an outdoor performing arts venue located near Selbyville, DE, we act on that mission by providing unique arts experiences to more than 50,000 visitors a year.

# FROM OUR *President*

It's been remarkable to see the evolution of The Freeman Stage since our debut in 2008. The last 11 seasons have been eye-opening and transformative. We have become a destination for many in the Mid-Atlantic region, welcoming more than a half a million people, and are currently the third largest arts organization in Delaware. Though our popularity and impact have grown, our core purpose has remained the same — creating opportunities that elevate the human spirit.

We are able to achieve our vision with the support of the community through donations, sponsorship, patronage and volunteer hours. We take your support seriously, and in 2018 our organization received accreditation from the Standards for Excellence Institute®. We are proud to be one of the select few nonprofit organizations who have completed this rigorous process for accreditation. Standards for Excellence provides assurances for all donors that integrity, transparency and systems are in place within the Joshua M. Freeman Foundation.

As we continue our arts journey, we look forward to continuing to present memorable experiences and we thank you for your partnership and unwavering encouragement.

## 2018 BOARD OF DIRECTORS

Michelle Freeman  
President

Sara Chase Carlson

L. Drexel Davison

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Todd Flubacher

Debra Killeen

Alan Levin

Christine Shreve

Greg Smith

Jose Somalo

Virginia  
Esteban-Somalo

Ginger Ward

Patti Grimes  
Executive Director

*Michelle Freeman*



# OUR Programs

2018 was a transformative year at The Freeman Stage as we presented our biggest season to date. From June 1 through mid-September, 61 performances took place over the course of 51 days with more than 892 performers who dazzled our guests. We continued to expand our offerings, which included first-time performers O.A.R., comedian Jeff Foxworthy and movie screenings of documentaries “Heal,” and “Andy Irons: Kissed by God.” Our Arts in Education program also exposed more than 20,000 students to a variety of arts experiences through 85 projects and programs.

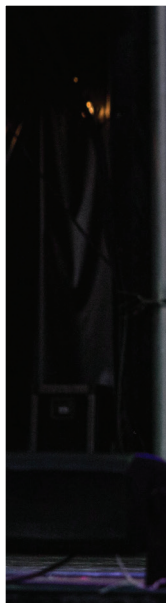


# 146

PERFORMANCES

# 892

PERFORMERS





# 78,748

**PATRONS** *Includes all performances, performers and attendees at The Freeman Stage and Arts in Education experiences in local schools.*

# ARTS IN *Education*



In 2018, 20,665 students in both Delaware and Maryland participated in a variety of arts experiences through our Arts in Education program. Through 85 projects and programs, students from elementary to high school were able to have a variety of arts experiences – which included theatre, music and dance, visual arts and literary arts – many who might not have these arts opportunities otherwise. This year, we introduced a new visual arts project for middle school students, The Moving Pastels, where students create self-reflecting character portraits within the pastel art form. We are continuing to partner with artist John Donato. In addition to providing instruction to the students using the pastel medium, he will create a stop motion animation film that is then premiered at the school. As we continue to create opportunities to elevate the human spirit and enrich lives, we look forward to continued growth in this program.



# 20,665

**ARTS IN EDUCATION ATTENDEES**



85

ARTS IN EDUCATION  
PROGRAMS

13

SCHOOL  
DISTRICTS

# OUR *Guests*

After more than a decade of presenting the arts at The Freeman Stage, we take pride in the fact the Stage continues to be an inclusive place for our patrons to enjoy the arts. In 2018, we welcomed 58,083 patrons through our gates who created everlasting memories with their family, friends and loved ones.



# 58,083

**FREEMAN STAGE ATTENDEES**







1,112

COMMUNITY ACCESS GUESTS

36

STATES REPRESENTED



## OUR Supporters

Each year, many of our most loyal fans open their wallets and provide substantial financial support for our organization. In 2018, we had 420 sponsors. While the appeal of our sponsorship program may be reserved seating and invites to exclusive sponsor events – including a new “Behind the Scenes” benefit – the real reward is what we are able to do with the dollars provided. Without the generous support of our sponsors, our mission of partnering to present memorable performances and inspired arts education for all would not be a reality.

The success of The Freeman Stage is possible with the help and dedication of our ever-growing team of volunteers. In 2018, our volunteer corps saw the most individuals yet, who donated a total of 15,835 hours, which had a value of more than \$403,000 (based upon the Independent Sector rate of Delaware). From parking attendants to greeters at the front gate, this group of helping hands is instrumental in providing an exceptional arts experience.

420

**FREEMAN STAGE  
SPONSORS**

15,835

**VOLUNTEER HOURS**

# FUNDRAISING *Events*

Though traditional fundraising efforts are essential to our organization, annually we also host special fundraising events that put The Freeman Stage in the spotlight with loyal and potential new supporters. In 2018, we had two fundraising events: The White Party and the Joshua M. Freeman Foundation Golf Tournament. These events are fun and also educational, as guests walk away with a new or renewed awareness about how our organization brings the arts to the community.



## 2018 Highlights

# OUR Donors

BASED UPON DONATIONS OF \$150 OR MORE

3rd Wave Brewing Company	Anonymous	Beebe Healthcare	Brice & Kathy Cropper
Abbot Downing	Anonymous	Bernie & Fran Lubran	BrightStar Consulting LLC
Acopia Home Loans	Apple Electric, Inc.	Bethany Blues	Bronfman E.L. Rothschild, LP
Addy Sea Historic Oceanfront Inn	Ashburn Asphalt	Betty Medalie	Brower Family Trust
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Andrea & Rick Willinger	Barbara Gatski & John McMullan	Bob & Debbie Letschin	Carl M. Freeman Companies
Andrew Seested	Barrie Kimball	Bob & Jan Sliwa	Carl M. Freeman Companies
Andy Staton	Barry & Carole Depew	Bob & Nancy Dalesio	Carla Briccotto - Arbonne Independent Consultant
Ann & Brian Bryan	Barry Peoples & Leanne Pfautz	Bob Bratt, Captain Morgan & Chubbs	Carol & Jim Becker
Ann French - Roger Tubbs	Bayside Resort Golf Club	Bobby & Lisa DiFebo	Carol Colucci
Anne & Terry Geier	Bayside Wine & Spirits	Bonnie & Paul DiFebo	Carol Rhodes
Anne Del Vecchio Powell	Beach Balls...snowballs are now a "shore" thing!	BOWA	Carole & Gary Siegel
Annette & Dave Levitsky	Beach Pilates & Wellness	Bradford Kline	Carolina Street Garden & Home
Anonymous	Bearhole Farms	Brandywine Living	Caroline & Nick Chahal
Anonymous	Beazer Homes	Brasure's Carpet Care, Inc.	Carolyn & Jack Smith
Anonymous	Becker Morgan Group	Brett & Joanne Stonesifer	Casual Designs Furniture

Catherine Harwood	Dale & Cathy Lomas	Dionisio Family	Elks Lodge Ocean City, MD #2645
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Congressional Bank	Delaware Electric Cooperative	E.W. Brown, Inc.	Frank & Pam Waesche
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Craig Lednum	Denise & Ron Allen	Ed & Sandy Rasel	Fred & Jan Mink
Creative Concepts	Denise Beam, State Farm Insurance	Ed Brouillette	Fred Hertrich
Crisafulli Family	Dennis & Cindy McCarty	Edward & Iona Dougherty	Gabor & Nancy Zsebo
Curt & Denise Coy	Derrick & Stephanie Smith Christiano	Elder Family	Gail Mitkoff & Gary Hoffman
Custom Mechanical	Design & Integration	Elizabeth Conahan	Garth & Maggie Troesher
	DiFebo's Restaurant	Elizabeth Johnston	Gayle H. Widdowson
	Dillon Family		

## OUR Donors

BASED UPON DONATIONS OF \$150 OR MORE

GCFL Productions	iHeart Media	Jim & Kim Hershfeld	Kathleen M. Matthews
George, Miles & Buhr, LLC	Image Engineering	Jim & Kim Logan	Kathleen M. Miller
George's Mixes	Integrated Technologies Group, LTD	Jim & Sherry Martinovich	Kathleen Witsil
Gerald & Emily Hocker	Iris & Russell Hobbs	Joan McVaugh	Kathy & David Green
Gillis & Lynn Green	J.D. Yeatts & Son, Inc.	Joe & Tina Pipitone	Kathy Jankowski
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Goldman Sachs	Jake & Sara Booth	John & Colleen Girouard	Keith & Mauri Fungler
Greater Giving	James & Fairleigh Killen	John & Dee Aniunas	Ken & Melissa Wallace
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Greg & Cindy Larson	James & Mary Gervan	John & Edna Tiberi	Ken & Sandy Taras
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Grotto Pizza	Japanesque/PitterPatter	John & Marci Derr	Kristie Maravalli
GSB Media	Jason & Amber Miller	John & Susan Anders	Kristine Griffin, M.D.
Haley Family	Jay Delp Productions	John & Wendy Schilling	Kurt & Gail Zanelotti
Harris Teeter	Jeanine Soliman	John J. Pohanka Family Foundation Trust	L. Drexel Davison
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Heavy Seas Brewery	Jeff Barker	Jolly Trolley	Laurie & Michael Altman
Henry & Barbara Ridgely	Jennifer & David Jerns	Jose & Kit Guzman	Lawrence Banker
Hernandez Family	Jennifer & Karen Bowers	Joseph & Mary Angle	Lee & Jackie Jennings
Hickman Beach Plaza	Jennifer & Scott Edmonston	Joy Littleton	Lefty's Alley & Eats
Hill Family - Matt, Anna, Kate, Ben, Maddie & Henry	Jennifer Hughes	Joyce & Allyn Cohen	Len & Kathy Martin
Holloway Funeral Home	Jennifer W. Siciliano	Julia Guth	Leon & Arlene Taub
Howard & Kathleen Crossan	Jerry & Joan Krause	Julie & Bob Volker	Leonard Family
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	Jim & Diane Simpson		Linda Kulin
			Lisa & Kevin Collison

## 2018 Highlights

Lisa Levine	Mary Appollina & Pam Petill	Mr. & Mrs. W.C. Raup	Peninsula Plastic Surgery, PC
Lisa Sweeney	Mary Pineda	Mr. & Mrs. Michael Wagner	Perdue Family; Franklin P. and Arthur W. Perdue Foundation, Inc.
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Lou & Barbi Hyman	Mauria Stein	Natural Creations	Peter M Galatro
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Louis & Jan Melton	McCollum Family	Newmark Knight Frank	Philip & Karen Coale
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Lynda Schoeninger	Michael & Connie LeCompte	Nicholas Freeman	PNC Foundation
Lynette & Jay Catha	Michael & Denise Kelleher	Nicole Hess	Pohanka Automotive of Salisbury, Inc.
M&T Charitable Foundation	Michael Guerrieri/Guerrieri Family Foundation	Norine & George Watson	Pohanka Toyota of Salisbury
Mal & Louise Mellington	Michael Jahnigen	Norma Henriksen	Polly Harshbarger
Maplewood Dental Associates	Michelle Freeman	Northrop Grumman Charity Trust	Ralph & Siobhan Rather
Marc & Patti Grimes	Michelle Warren	OC Tax Service	Ramsey Family
Marci Saliba	Mid Atlantic Arts Foundation	Ocean Terrace Family Apartments	Ray & Chris Aumiller
Marcy & Ken Markowitz	Mid Atlantic Symphony Orchestra	Pam & Tom Allingham	Red Wing Shoes
Margie & Mark Cyr	Mid South Audio	Pam Smith	Reed Smith LLP
Margy & Bart Crivella	Mike & Karen Forwood	Pat & Dan Finocchiaro	Rehoboth Foodie.com & RehobothInMyPocket App
Mark & Denise Oakey	Mike & Marianne Kelly	Pat McGeehin	Reid & Amy Tingle
Mark & Karen Huston	Mike Bichy & Dottie Schmitt	Patricia Susan Slaughter	Ria Malinak
Mark & Linda Williams	Mimi & John Rottiers	Patricia Vella	Rich & Cookie Humphreys
Mark & Mary Ann Ronald	Mona & Tom Clawson	Patsy & Cortez White	Richard & Christine DiSabatino, EDIS Company
Mark Brainard	Monteleone Family	Paul & Bev Englert	Richard & Gynny Katon
Mark Macomber	Mr. & Mrs. Gary & Angela Barone	Paul & Jessica Lebling	Richard & Janice Grossman
Mark Thompson	Mr. & Mrs. John Chay	Paul E. & Sharon Dillon	Richard & Sue Basford
Marnie Oursler	Mr. & Mrs. John Gilner	Paul Sicari	
Martha Blair FitzGerald		Paul Townsend	
Marvin & Jane Long		Peg Hertrich	
Mary & Bob Kendall			
Mary & Larry Judge			

## OUR Donors

BASED UPON DONATIONS OF \$150 OR MORE

Richard and Claudia Fischer	Scott & Vickie Feinstein	Suzanne O'Brien	Tomchik Family
Rina & Jeff Thaler	Scott and Shuman, P.A.	Suzanne Schwartz	Tony & Dottie Vitrano
Rob & Alice Martinelli	Sea Level Designs / Tami & Murray Oltman	Sysco Eastern Maryland	Tony & Eileen DeMichael
Rob & Terri Clark	SEA Studio Architects	Tarte	Tracey & Dave Leatherman
Rob & Whitney Henry	Sean Gradomski	Terrance & Mary Jane Sheridan	Troon Golf, LLC
Robert & Charlotte DiFebo	Sebastian Gagliardo	Terrinoni Family	Twig & Charlie Burton
Robert & Eileen Brennan	Sharp Energy	Terry & Maureen Griffith	Twining's Nantucket's & Lobster Shanty
Roberto & Margy Mazzoni	Sherry & Jeffrey Fried	The Carl M. Freeman Foundation	United Bank
Roger & Ginny Hartmuller	Sid & Mary Jo Burkot	The Clayton Theatre	Valarie & Dick Elliott
Ron & Candice Gray	SoDel Concepts	The Cottage Cafe / Bethany Boathouse	Vance & Sherri Mitzner
Ron & Heather Michaud	Sposato Irrigation	The Dispatch	Veirs Bouloucon Home Group
Ron & Julie Halteman	Sposato Landscape Company, Inc.	The Grand Opera House, <a href="http://www.TheGrandWilmington.org">www.TheGrandWilmington.org</a>	Vicky & Jack Cairns
Ron Graft & Danielle Newman	Stan & Susan Livingstone	The Joseph Jeffrey Stein III Foundation	Victor & Debbie DiNoia
Ron Kennedy & Mary Ann Horan	Standard Distributing Company, Inc.	The Meoli Companies	Victor & Stephanie Cohen
Ronald & Kathleen Serabian	State of Delaware	The Merck Foundation	Victoria Dodson
Ronald & Lorraine Collins	Stephani Allison & Judith Gorra	The Mody Foundation	Warren & Jody Hayden
Rose Walker & Russ Mullen	Stephanie Boright	The Sleepy Tooth Group	Warren & Lori Samolsky
Roseanna Haley	Stephen Radebaugh	The Smith Team of Keller Williams	Warren's Station
Roy & Victoria Williams	Steve & Heather Hammond	The Trexler Foundation, Jeff Abarbanel, Trustee & David Goldner, Trustee	Waves of Color, Inc.
Royal Farms	Steve & Kathy Daitch	Tidewater Utilities, Inc.	Wayne Lednum
Russ & Maryanne Oathout	Steve & Mary Connell	Tim & Jamie Frank	Wayne Lyons
Saks Fifth Avenue	Steve Harris/Mr. Wash	Timothy Meadowcroft	Wayne Phillips & Frances Hearthway
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Scot & Kim Hare	Sussex County Council		Wink Family
Scott & Carole Greenhaus	Suzanne E. Worrall		Worcester Preparatory School

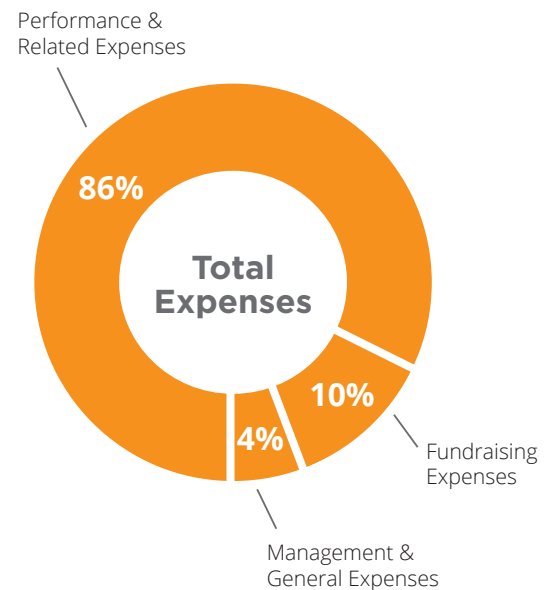
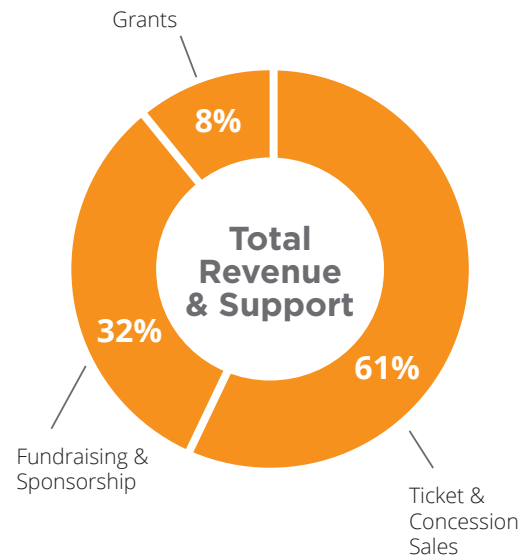


# CONSOLIDATED Financials

\$ in Thousands (Unaudited)

REVENUE & SUPPORT	
Ticket & Concession Sales (net cost of goods sold)	\$3,041
Fundraising & Sponsorship (including In-kind Donations)	\$1,572
Grants - Local, State, Regional, Foundations	\$382
Interest & Investment Income*	(\$59)
<b>TOTAL REVENUE &amp; SUPPORT</b>	<b>\$4,936</b>
EXPENSES	
Performance & Related Expenses	\$4,189
Fundraising Expenses	\$471
Management & General Expenses	\$204
<b>TOTAL EXPENSES</b>	<b>\$4,864</b>
NON OPERATING RESTRICTED REVENUE	
Capital Campaign for New Facility	\$3,118

\* Loss is due to market fluctuations that occurred in 2018.  
On a cumulative basis the overall gain exceeds the loss.



## 2018 Highlights

# PARTNERS & GRANTS

The Joshua M. Freeman Foundation received financial support at the \$10,000 level or above from the following community partners in 2018:



The Joshua M. Freeman Foundation received partial funding support for The Freeman Stage in 2018 from grants received and/or administered by:



The Joshua M. Freeman Foundation is supported, in part, by a grant from the Delaware Division of the Arts, a state agency, in partnership with the National Endowment for the Arts. The Division promotes Delaware arts events on [www.DelawareScene.com](http://www.DelawareScene.com).



# THE *Future*

The Freeman Stage has grown exponentially since our first season in 2008. Gone is the covered, wooden stage — replaced now by an expansive music-industry standard stage to accommodate our programming. We continue to diversify our offerings — tripling the number of national recording artists we’ve presented in just one season. At the same time, we remain steadfast in maintaining free programs as well as our Young Audience Series for children. In addition, we are committed to our Arts in Education programs to provide high-quality arts experiences for students on Delmarva.

This growth has transformed the look of The Freeman Stage and our impact on the area. Access to arts and cultural experiences not only enriches lives but is also an economic driver to the region. Since 2008, we’ve contributed more than \$30 million to the local economy and more than a half a million people have experienced the arts as patrons.

While the look of our venue in the future may continue to change, the experience will remain the same as we continue to be pioneers of the arts in the Mid-Atlantic region.

## **FREEMAN ARTS** *Pavilion*

The Freeman Arts Pavilion is the next step in the continued growth and sustainability of our mission in providing access to high-quality diverse arts programming for all. Thank you to these lead donors who have pledged or contributed in the initial phase of this campaign.

Carl M. Freeman Foundation

Ginger Ward & Karissa Thacker

Marc & Patti Grimes

Caroline & Nick Chalahis

Greg Smith and Family

State of Delaware

Crystal Trust

Jose & Virginia Esteban-Somalo

Todd & Aimee Flubacher

Don & Dianne Harlacher

L. Drexel Davison

Welfare Foundation, Inc.

Longwood Foundation, Inc.





OUR *Mission*

Partnering to present memorable performances and provide inspired arts education for all.



Joshua M. Freeman  
**FOUNDATION**

31556 Winterberry Parkway  
Selbyville, DE 19975  
freemanstage.org

