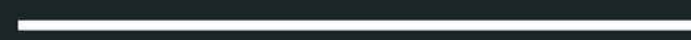


# BALTIMORE

OFFICE OF PROMOTION  
& THE ARTS

The Arts Council of Baltimore City

ANNUAL REPORT



FISCAL YEAR **2023**



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*Artscape 2023*





Artscape 2023

# ABOUT US

**Baltimore Office of Promotion & The Arts (BOPA)** is a 501 (c)(3) nonprofit organization that supports arts and culture for the benefit of all people in Baltimore. We connect creatives to the resources they need to thrive, promote the city as a destination for creativity and culture nationwide, and produce cultural events in partnership with the City of Baltimore and the State of Maryland. We are an independent organization serving as the city's arts council and film office.

**WHEN  
CREATIVES  
THRIVE,  
WE ALL RISE**



# EXECUTIVE SUMMARY

July 2022 through June 2023 was a time of considerable change for BOPA. Brian Lyles' tenure as Interim CEO at the beginning of Fiscal Year 2023 lead into Todd Yuhanick's appointment to Interim CEO towards the end. Despite having to navigate a shifting landscape, the dedication of our staff never wavered in its support of Baltimore's arts community. This shone through in BOPA's impact on individual artists, local arts organizations and arts advocates during this time. To highlight a few of these accomplishments:



**Sincerely,**  
**Rachel D. Graham**  
Chief Executive Director

- A historic grant from the National Endowment of the Arts elevated our unique visual art exhibition programming at Bromo Arts Tower and Top of the World Observation Level. These facilities saw over 15,000 visitors combined over the course of the year.
- We maintained our focus on delivering high quality arts experience for the City of Baltimore, through public programs such as Free Fall Baltimore and Open Studio Tour
- In lieu of Artscape, we provided audiences with exciting performances through the B-Side Series at Baltimore Farmers' Market, which welcomed over 50,000 visitors in 2023
- As regional affiliate for the Scholastic Art & Writing Awards, we proudly supported 294 students from BCPS and 29 Baltimore City students were chosen as awardees.
- We mobilized ARPA-funded investments from Maryland State Arts Council to significantly increase our investment in youth arts experiences
- Successfully created a wider range of grant opportunities for artists/orgs across disciplines in direct response to feedback from artists/orgs.
- The dedication of our staff has helped restore faith in our ability to effectively support creatives and organizations. To complement the re-emergence of our professional development series Business of Arts, BOPA is exploring creating a regular, townhall-style check-in with creatives, to increase communication and transparency between BOPA and the public. BOPA will also utilize these sessions to inform our process for exploring and implementing future funding opportunities.



# OUR IMPACT

*BY THE NUMBERS*



*Ariston Jacks, "COSMOS"  
Gallery in the Sky, 2023*



## PRIZES & COMPETITIONS

### **SCHOLASTIC ART & WRITING AWARDS**

**4,078** original submissions from Maryland youth

**18%** attended Baltimore City Public Schools

### **MUNICIPAL ART SOCIETY TRAVEL PRIZE**

**Two artists** awarded **\$6,000 each** to fund travel essential to their studio practice

### **JANET & WALTER SONDHEIM ART PRIZE**

2022 Semi-finalist show held at School 33 featuring **13 artists**

2022 finalist award increased to **\$30,000**



## GRANTS

### **CREATIVE BALTIMORE FUND**

Comprised of the **Mayor's Individual Artist Award** and an award for the **general operating support** for arts non-profit organizations

### **ARTS IN ACTION**

**12** individual artists & art organizations awarded to fund art education programs during the school year



## GRANTS CONTINUED

### **FREE FALL BALTIMORE**

**46** grantees funded to activate public spaces in celebration of **Arts & Humanities month** in October

### **COMMUNITY ARTS GRANT**

**Four** communities awarded with financial and admin support for outdoor murals created by Baltimore muralists

*Pictured: Bauhaus Blue, painted by Jaz Erenberg through BOPA's Community Arts Grant*



### **COMMUNITIES THRIVE GRANT**

**Three** recipients served historically under-resourced communities with cultural programs in 2023



# FACILITIES



2023 HOLIDAY TEA & BAZAAR

## CLOISTERS CASTLE

**560  
EVENTS**

**15,064  
VISITORS**



2023 EMERGE BALTIMORE SPRING

## BROMO SELTZER ARTS TOWER

**100% ARTIST  
OCCUPANCY**

**3,188  
VISITORS**



# FACILITIES



2023 ARISTON JACKS

## TOP OF THE WORLD

**12,005  
VISITORS**

**2 SOLO EXHIBITION  
SHOWS**



2023 SONDHEIM SEMI-FINALIST SHOW

## SCHOOL 33 ART CENTER

**100% ARTIST  
OCCUPANCY**

**2023 SONDHEIM  
SEMI-FINALIST  
SHOW**



# BALTIMORE FARMERS' MARKET



BFM - B Side Pride - June 2023

WE WELCOMED  
**50,000+**  
**VISITORS**  
IN 2023

**80 ARTISANS**  
**37 FARMS**  
**47 FOOD VENDORS**

## + B SIDE +

During Summer 2022 and Spring 2023, once a month, BOPA extended the market hours to create programming we called B Side.

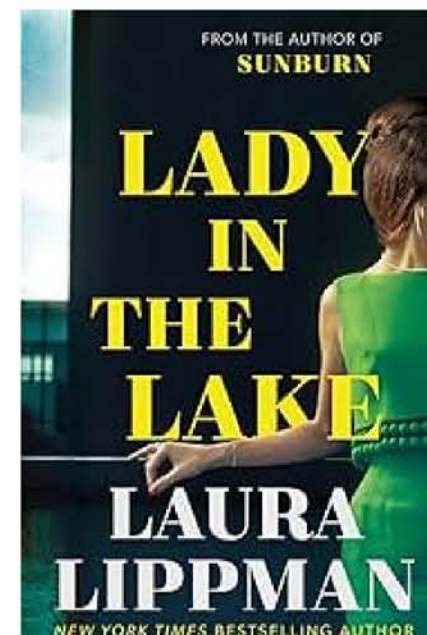
Each B Side featured musical performances and a variety of activations, including cooking competitions among Market vendors, that ended up featuring **40 musicians, chefs, and makers** over the course of its five iterations. B Side Sundays drove an **800 person daily increase** on the Market footprint.



# BALTIMORE FILM OFFICE

ESTIMATED  
ECONOMIC IMPACT  
**\$134 MILLION**

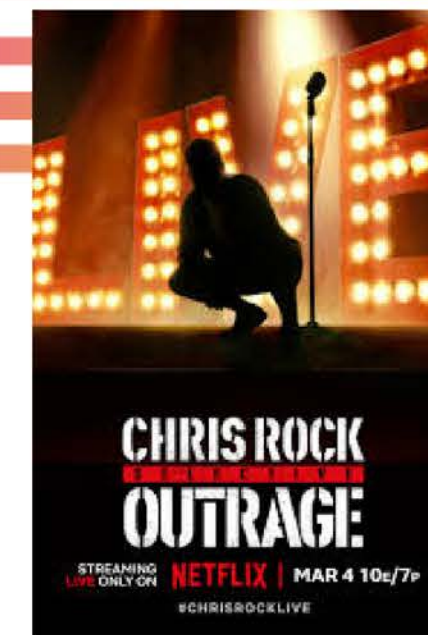
PRODUCTIONS  
**80**



**17** Commercials  
**13** Television  
**3** Feature Films  
**2** Student Films



**11** Shorts  
**16** Documentaries  
**3** Industrials  
**5** Stills



**3** Videos  
**5** Web  
**2** PSA



# MARKETING & COMMUNICATIONS



Artscape 2023

JUST UNDER  
**3,000 NEW CONTACTS**  
ON MAILING LIST

SOCIAL MEDIA REACH  
**1,255,000**

NEW FOLLOWERS:  
FACEBOOK  
**102,000**

NEW FOLLOWERS:  
INSTAGRAM  
**43,000**



# THANK YOU

## OUR FY23 BOARD OF TRUSTEES

Brian Lyles  
Franklin N. McNeil, Jr.  
Jack Lewin  
Laurie S. Rush  
Michael L. Shecter  
Michael O. Davenport  
Paula R. Rome  
Sandra Gibson

## OUR FOUNDATIONAL PARTNERS

Mayor's Office and City Council  
of Baltimore City  
Maryland State Arts Council

## INSTITUTIONAL FUNDED PARTNERSHIPS

Loyola University of Maryland  
Morgan State University  
Baltimore National Heritage Area  
Maryland Heritage Area Authority  
Aetna Better Health of Maryland  
Baltimore Banner (The Venetoulis Institute)  
BGE

Chesapeake Employers Insurance Company  
Exelon Employee Giving Program  
McGuireWoods LLP  
Mercy Medical Center  
T-Mobile  
Write Brothers, Inc.  
Baltimore Community Foundation  
Charities Aid Foundation America  
Mid Atlantic Arts Foundation  
Municipal Art Society of Baltimore  
Nora Roberts Foundation  
T. Rowe Price Foundation  
Caplan Family Fund of Baltimore  
Community Foundation  
Breakthru Beverage Group  
Wisher Beet Vodka

## MAJOR INDIVIDUAL DONORS

Alexander C. Baer  
Elizabeth K. Moser  
James M. Adams  
Jeanne Fitzgibbon  
Jim Reeves  
Sherwin Mark



# EXHIBITION HIGHLIGHTS



*Emerge Baltimore - Spring 2023*



# SONDHEIM ART PRIZE 2022

## SEMI-FINALIST SHOW



*September–October, 2022 - School 33*

**FEATURING**  
**TOMMY BOBO**  
**MARYBETH CHEW**  
**SUSAN CRAWFORD**  
**ANDREW GRAY**  
**MAREN HENSON**  
**MEGAN KOEPPPEL**  
**TRAVIS LEVASSEUR**  
**KATHERINE MANN**  
**DAVID PAGE**  
**MOJDEH REZAEIPOUR**  
**AMBER ROBLES-GORDON**  
**KATIANA WEEMS**  
**JAMES WILLIAMS**



**SOLO EXHIBITIONS**

**KEI ITO**  
**“SHADED REMNANTS”**



**SEPTEMBER-  
NOVEMBER 2022**

**ARISTON JACKS**  
**“COSMOS”**



**JUNE-  
JULY 2022**



**VOL. 1,  
SUMMER EDITION**

**CHRISTOPHER BATTEN**

**ZACH WADE & MITCHELL NOAH**

**BRIA STERLING WILSON**



**VOL. 1,  
FALL EDITION**

**AYANNA GREENE**

**JILL ORLOV**

**WILL WATSON**





**VOL. 2,  
SPRING EDITION**

**SCHAUN CHAMPION**

**GREG FLETCHER**

**ANYSA SALEH**



**VOL. 2,  
SUMMER EDITION**

**MURJONI MERRIWEATHER**

**QRCKY**

**DAMANI WASHINGTON**





# STATEMENT OF FINANCIALS





# INDEPENDENT AUDITOR'S REPORT

**Opinion:** We have audited the accompanying consolidated and combined financial statements of Baltimore Office of Promotion & The Arts, Inc., Baltimore Festival of the Arts, Inc. and Bromo Seltzer Arts Tower, LLC (collectively referred to as the Organization), which comprise the consolidated and combined statements of financial position as of June 30, 2023 and 2022, the related consolidated and combined statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated and combined financial statements. In our opinion, the consolidated and combined financial statements referred to above present fairly, in all material respects, the financial position of Baltimore Office of Promotion & The Arts, Inc., Baltimore Festival of the Arts, Inc. and Bromo Seltzer Arts Tower, LLC as of June 30, 2023 and 2022, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States.

**Basis for Opinion:** We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Responsibilities of Management for the Financial Statements:** Management is responsible for the preparation and fair presentation of these consolidated and combined financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and

maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error. In preparing the consolidated and combined financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the consolidated and combined financial statements are available to be issued.

**Auditors' Responsibilities for the Audit of the Financial Statements:** Our objectives are to obtain reasonable assurance about whether the consolidated and combined financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance



# INDEPENDENT AUDITOR'S REPORT

(continued)

but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated and combined financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit. ☐ Identify and assess the risks of material

misstatement of the consolidated and combined financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated and combined financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated and combined financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

**Report on Consolidating and Combining Information:** Our audit was conducted for the purpose of forming an opinion on the consolidated and combined financial statements as a whole. The consolidating and combining statements of financial position and activities are presented for purposes of additional analysis of the consolidated and combined financial statements rather than to present the financial position and results of operations of the individual organizations and is not



# INDEPENDENT AUDITOR'S REPORT

*(continued)*

a required part of the consolidated and combined financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated and combined financial statements. The consolidating and combining information has been subjected to the auditing procedures applied in the

audit of the consolidated and combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated and combined financial statements or to the consolidated and combined financial statements themselves, and other additional procedures in

accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating and combining information is fairly stated in all material respects in relation to the consolidated and combined financial statements as a whole.

SC&H AHSST Services, P.C.

March 26, 2024



**BALTIMORE OFFICE OF PROMOTION & THE ARTS, INC.,  
BALTIMORE FESTIVAL OF THE ARTS, INC. AND  
BROMO SELTZER ARTS TOWER, LLC**

**Consolidated and Combined Statement of Activities  
For the Year Ended June 30, 2023  
(with Comparative Totals for June 30, 2022)**

	Without donor restrictions	With donor restrictions	Total 2023	Total 2022
<b>Revenues</b>				
Government	\$ 401,093	\$ 3,009,689	\$ 3,410,782	\$ 3,917,088
Fee for service	935,928	-	935,928	862,729
Philanthropic	161,214	31,949	193,163	238,346
Investment income (loss), net	119,081	-	119,081	(160,447)
Sponsorship	40,002	17,726	57,728	169,627
In-kind contributions	44,508	-	44,508	-
Other income	-	-	-	100
Net assets released from restrictions	3,347,119	(3,347,119)	-	-
<b>Total Revenues</b>	<b>5,048,945</b>	<b>(287,755)</b>	<b>4,761,190</b>	<b>5,027,443</b>
<b>Expenses</b>				
<b>Program Services</b>				
Cultural affairs & communication	1,609,354	-	1,609,354	2,545,491
Festival & events	644,285	-	644,285	582,292
Attraction & facilities	589,929	-	589,929	636,797
Arts tower	295,874	-	295,874	196,855
Film office	227,366	-	227,366	224,680
<b>Total Program Services</b>	<b>3,366,808</b>	<b>-</b>	<b>3,366,808</b>	<b>4,186,115</b>
<b>Support Services</b>				
Administration	1,502,191	-	1,502,191	1,106,124
Fundraising	395,825	-	395,825	439,946
<b>Total Support Services</b>	<b>1,898,016</b>	<b>-</b>	<b>1,898,016</b>	<b>1,546,070</b>
<b>Total Expenses</b>	<b>5,264,824</b>	<b>-</b>	<b>5,264,824</b>	<b>5,732,185</b>
<b>Other Income</b>				
Employee retention credit income (Note 10)	-	-	-	700,085
<b>Change in Net Assets</b>	<b>(215,879)</b>	<b>(287,755)</b>	<b>(503,634)</b>	<b>(4,657)</b>
Net Assets, Beginning of Year	2,724,608	645,103	3,369,711	1,747,583
Assignment of Membership Interest (Note 11)	-	-	-	1,626,785
<b>Net Assets, End of Year</b>	<b>\$ 2,508,729</b>	<b>\$ 357,348</b>	<b>\$ 2,866,077</b>	<b>\$ 3,369,711</b>

*The accompanying notes are an integral part of this consolidated and combined financial statement.*

**BALTIMORE OFFICE OF PROMOTION & THE ARTS, INC.,  
BALTIMORE FESTIVAL OF THE ARTS, INC. AND  
BROMO SELTZER ARTS TOWER, LLC**

**Consolidated and Combined Statements of Financial Position**

<i>As of June 30,</i>	2023	2022
<b>Assets</b>		
Cash and cash equivalents	\$ 694,238	\$ 682,962
Accounts receivable, net	415,857	1,234,032
Investments	782,930	1,121,324
Prepaid expenses	115,105	56,768
Property and equipment, net	3,659,182	2,414,195
Right-of-use asset - operating	674,164	-
Right-of-use asset - finance	14,854	-
Deposits	1,741	107,099
<b>Total Assets</b>	<b>\$ 6,358,071</b>	<b>\$ 5,616,380</b>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Line of credit	\$ -	\$ 200,000
Accounts payable and accrued expenses	420,951	1,205,290
Accrued payroll and compensated leave	104,605	96,123
Deferred revenue	1,489,263	639,711
Deferred rent	-	66,645
Deposits payable	12,028	12,530
Capital lease obligations	-	26,370
Lease liability - operating	1,446,423	-
Lease liability - finance	18,724	-
<b>Total Liabilities</b>	<b>3,491,994</b>	<b>2,246,669</b>
<b>Commitments and Contingencies (Note 8)</b>		
<b>Net Assets</b>		
Without donor restrictions	2,508,729	2,724,608
With donor restrictions	357,348	645,103
<b>Total Net Assets</b>	<b>2,866,077</b>	<b>3,369,711</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 6,358,071</b>	<b>\$ 5,616,380</b>

*The accompanying notes are an integral part of these consolidated and combined financial statements.*



**BALTIMORE OFFICE OF PROMOTION & THE ARTS, INC.,  
BALTIMORE FESTIVAL OF THE ARTS, INC. AND  
BROMO SELTZER ARTS TOWER, LLC**

**Consolidated and Combined Statement of Functional Expenses  
For the Year Ended June 30, 2023  
(with Comparative Totals for June 30, 2022)**

	Cultural Affairs & Communication	Bromo Seltzer Arts Tower	Festival & Events	Attraction & Facilities	Film Office	Total Program Services	Administration	Fundraising	Total Support Services	Total 2023 Expenses	Total 2022 Expenses
Compensation	\$ 791,189	\$ 43,949	\$ 333,526	\$ 387,033	\$ 197,539	\$ 1,753,236	\$ 704,584	\$ 348,067	\$ 1,052,651	\$ 2,805,887	\$ 2,618,956
Professional fees	55,496	-	108,183	2,845	-	166,524	427,619	9,907	437,526	604,050	792,355
Grants, prizes, & awards	488,217	-	-	-	3,475	491,692	-	-	-	491,692	807,575
Occupancy & facilities	18,109	120,039	2,715	92,800	-	233,663	117,984	-	117,984	351,647	436,012
Depreciation & amortization	-	74,351	11,340	-	-	85,691	108,278	-	108,278	193,969	125,586
Other	37,497	4,712	22,901	36,649	2,826	104,585	52,029	13,673	65,702	170,287	160,887
Technology & telephone	7,316	8,754	1,936	19,096	211	37,313	75,012	1,430	76,442	113,755	99,947
Advertising, PR, & graphics	42,946	730	40,428	9,421	62	93,587	3,266	2,175	5,441	99,028	120,579
Artist fees	70,060	-	16,162	-	-	86,222	5,188	-	5,188	91,410	308,043
Accounting & payroll	-	1,488	7,460	-	-	8,948	63,904	-	63,904	72,852	127,506
Insurance	-	16,092	-	-	-	16,092	41,217	-	41,217	57,309	37,679
Equipment rental	4,945	-	41,580	446	-	46,971	2,410	-	2,410	49,381	53,047
In-kind expense	4,400	-	-	-	1,500	5,900	38,608	-	38,608	44,508	-
Bad debt expense (recovery)	-	10,336	16,666	-	-	27,002	9,430	-	9,430	36,432	(2,601)
Travel & meetings	3,384	486	1,678	3,720	9,857	19,125	14,541	151	14,692	33,817	32,980
Interest	-	-	-	-	-	-	29,367	-	29,367	29,367	4,365
Food & beverage	4,708	28	7,245	3,219	439	15,639	3,316	478	3,794	19,433	9,269
G&A allocation	81,087	14,909	32,465	34,700	11,457	174,618	(194,562)	19,944	(174,618)	-	-
<b>Total Expenses</b>	<b>\$ 1,609,354</b>	<b>\$ 295,874</b>	<b>\$ 644,285</b>	<b>\$ 589,929</b>	<b>\$ 227,366</b>	<b>\$ 3,366,808</b>	<b>\$ 1,502,191</b>	<b>\$ 395,825</b>	<b>\$ 1,898,016</b>	<b>\$ 5,264,824</b>	<b>\$ 5,732,185</b>

*The accompanying notes are an integral part of this consolidated and combined financial statement.*



# BOPA BOARD OF DIRECTORS

**Brian Lyles – Board President**

Chesapeake Shakespeare Company

**Michael Shecter – Board Vice President**

Guppy Management Services, Inc.

**Franklin McNeil, Jr. – Board Secretary**

PNC Bank

**Jack Lewin – Board Treasurer**

M&T Bank

**Andrew Chaveas, AIA**

Braisford & Dunlavey

**Thomas Crawford**

Market President  
Ocean First

**Michael Davenport**

BGE

**Sandra Gibson**

Executive Director  
Maryland Film Festival

**Anana Kambon**

Kambon Executive Professional Strategies (KEPS)

**Jeffrey Kent**

The Peale Museum

**B. R. Hammed-Owens**

City of Baltimore

**Paula Rome**

Retired  
Artist

**Laurie Rush**

On-Track Solutions



**BALTIMORE**

OFFICE OF PROMOTION  
& THE ARTS

The Arts Council of Baltimore City

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**FOR THE LOVE OF ART**

*THERE IS MORE TO COME*