

Board Meeting

Thursday, May 12, 2016 at 9:00 a.m.
General Morgan Inn Boardroom

Type of meeting: Board

Facilitator: Scott M. Niswonger, Chairman

Attendees:

Scott M. Niswonger, Chairman; Nikki Niswonger, Secretary; Nancy Dishner, President and CEO; Alan Levine, Board Member; John Tweed, Board Member; Kathy O'Dell, Office Manager, Robin Shepherd, CFO, The Niswonger Group

Agenda

1. Call to order and approval of minutes
2. Financial report and update
3. Proposed Operating Budget for 2016-2017
4. Foundation Report and Scholarship Update, Nancy Dishner
5. Storytelling Festival Partnership Update
6. Partnership Proposal: Knoxville Symphony Orchestra
7. Other Business
8. Adjournment

Additional Information

NEXT BOARD MEETING DATE: Thursday, August 11, 2016

MINUTES OF MEETING OF BOARD OF DIRECTORS
OF
NISWONGER FOUNDATION, INC.
Thursday, February 25, 2016

A meeting of the Directors of the Niswonger Foundation Inc., a non-profit corporation organized under the laws of the State of Delaware (the "Foundation"), was held at the General Morgan Inn in Greeneville, Tennessee on Thursday, February 25, 2016, at 9:00 a.m.

Board members Scott M. Niswonger, Alan Levine, Nikki Niswonger and Nancy Dishner, as well as staff members Richard Kitzmiller and Kathy Odell were present. Robin Shepherd was also present. Scott M. Niswonger chaired the meeting.

As the first item of business the Chairman presented a recommendation to add John Tweed, President and CEO of Landair, to membership on the Board of Directors. The vote of the Board was unanimous to approve Mr. Tweed as a Board member. He was welcomed to the meeting and introduced to the staff members.

The Chairman presented the minutes of the Foundation's November 12, 2015 Board Meeting for approval. After discussion and upon a motion made by Mr. Levine and seconded by Mrs. Niswonger, the minutes were approved. (A copy of the minutes is filed with the records of the Foundation.)

The Chairman presented the financials for the Niswonger Foundation. An update was provided on investments and expenditures. After discussion and upon motions made by Mrs. Niswonger and seconded by Mr. Levine, the financial reports were accepted. (Copies of the reports are filed with the records of the Foundation.)

Nancy Dishner presented the program and partnership report; and the scholarship and leadership report. Richard Kitzmiller reviewed the organizational work plan and highlighted key programs and upcoming activities.

There was one action item for Board approval in the Scholarship and Leadership report:

1. Dr. Dishner requested approval of Katelyn Welch to receive a financial assistance award. Katelyn is a senior at Van Wert High School. The request was to provide \$1000 per semester for Katelyn's first collegiate year. This award will be renewable for three years, total of 8 semesters, if she meets the requirements for the award. A motion for approval was made by Mrs. Niswonger and seconded by Mr. Levine. The Board voted unanimously to approve this request.

1. A request was received from Tennessee Crafts to sponsor the *Best of Tennessee Crafts* exhibit, to be held at East Tennessee State University from August through November 2016. The request was to be a Presenting Sponsor with a contribution of \$15,000. Following discussion, the Board voted unanimously to not provide support for this request.

1. A request was presented for a partnership with the Greene County School System. This project will be a three-year literacy improvement project that will be scalable to other schools in Northeast Tennessee. The project will involve three schools/twenty K-2 classrooms. The effort will include intensive professional development, comprehensive student assessment, personalized approach to learning, and classroom resources. The project will include hiring a literacy specialist that will jointly report to the Greene County Schools and the Niswonger Foundation, oversight by Larry Neas, and additional support from other Foundation Staff members. After discussion the Board voted to approve the partnership with support not to exceed \$150,000 per year for three years.

There being no other business to come before the Board, upon motion duly made and seconded, the meeting was adjourned.

President _____ Date _____
Scott M. Niswonger

Account Selection (2 Items)- as of 05/05/2016

Click on the accounts you wish to view below, or select a previously-defined account group.

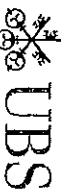
Group: No Group ▼ [add/edit group](#)View Data as
of: Settle Date ▼

Account Account Name	Income Uninvested Cash	Income ACI	Principal Uninvested Cash	Principal ACI	Market Value
<input type="checkbox"/> 7901952 NISWONGER FOUNDATION - MISC UA	\$0.00	\$0.00	\$0.00	\$27,085.88	\$5,351,741.52
<input type="checkbox"/> 1128729 NISWONGER FOUNDATION IA	\$0.00	\$0.00	\$0.00	\$5,009.96	\$1,187,003.26

Please note: Market values reflect end of previous business day's pricing. Transactions can include current business day investment activities such as trades, share changes for stock splits, bond interest payments, etc. For stock splits, this can result in an inflated market value due to the system reflecting pre-split pricing and post-split quantities. Retroactive pricing adjustments may cause differences between SPV market values and printed statement market values.

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\$ 6,538,744.78



Portfolio holdings

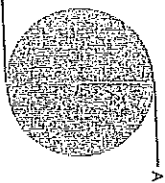
as of May 04, 2016

Summary of Portfolio Holdings

	Cost basis (\$)	Value on 05/04/2016 (\$)	Unrealized gain/loss (\$)	Unrealized gain/loss (%)	Est. annual income (\$)	Current yield (%)	% of portfolio
A Cash	2,269.77	2,269.77	0.00	0.00%	0.00	0.00%	0.18%
Cash	2,269.77	2,269.77	0.00	0.00%	0.00	0.00%	0.18%
B Fixed Income	0.00	0.00	0.00	0.00%	0.00	0.00%	0.00%
C Equity	0.00	0.00	0.00	0.00%	0.00	0.00%	0.00%
D Commodities	0.00	0.00	0.00	0.00%	0.00	0.00%	0.00%
E Non-Traditional	0.00	1,270,812.00	0.00	0.00%	0.00	0.00%	99.82%
Non-Traditional	0.00	1,270,812.00	0.00	0.00%	0.00	0.00%	99.82%
F Other	0.00	0.00	0.00	0.00%	0.00	0.00%	0.00%
Total Portfolio	\$2,269.77	\$1,273,081.77	\$0.00	0.00%	\$0.00	0.00%	100%

Balanced mutual funds are allocated in the 'Other' category

Prepared for NISWONGER FOUNDATION, INC.
KA 15620 • Foundation • Basic Investment Account - Business
Risk profile: Moderate
Return Objective: Current Income and Capital Appreciation



Niswonger Foundation
Statement of Cash Flows
 July 2015 through March 2016

	<u>Jul '15 - Mar 16</u>
OPERATING ACTIVITIES	
Net Income	-1,140,020.24
Adjustments to reconcile Net Income to net cash provided by operations:	
1201 · Accounts Receivable-Scholars	-15,568.55
2100 · Payroll Taxes Payable	3,402.00
Net cash provided by Operating Activities	-1,152,186.79
INVESTING ACTIVITIES	
15100 · Buildings - Operating	-1,518.00
1010 · Investments-Merrill Lynch	-5,610.62
1011 · Investments-UBS	445,940.16
1015 · Investments-Suntrust	741,238.07
Net cash provided by Investing Activities	1,180,049.61
FINANCING ACTIVITIES	
2410 · First Tennessee Line of Credit	-154,346.66
Net cash provided by Financing Activities	-154,346.66
Net cash increase for period	-126,483.84
Cash at beginning of period	225,953.22
Cash at end of period	<u>99,469.38</u>

Niswonger Foundation
Statement of Financial Position
As of March 31, 2016

	Mar 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1006 · Cash-FTB-Checking	-79,196.16
1007 · Cash-FTB-Savings	178,665.54
Total Checking/Savings	99,469.38
Accounts Receivable	
1200 · Accounts Receivable	
1201 · Accounts Receivable-Schol...	85,858.07
Total 1200 · Accounts Receivable	85,858.07
Total Accounts Receivable	85,858.07
Other Current Assets	
1017 · Employee Advance	600.00
Total Other Current Assets	600.00
Total Current Assets	185,927.45
Fixed Assets	
15100 · Buildings - Operating	1,518.00
Total Fixed Assets	1,518.00
Other Assets	
1010 · Investments-Merrill Lynch	28,146.06
1011 · Investments-UBS	1,267,300.17
1015 · Investments-Suntrust	6,835,940.20
1016 · Collections	101,861.25
Total Other Assets	8,233,247.68
TOTAL ASSETS	8,420,693.13
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 · Payroll Taxes Payable	3,402.00
Total Other Current Liabilities	3,402.00
Total Current Liabilities	3,402.00
Long Term Liabilities	
2400 · Note payable-major contributor	1,136,826.00
2410 · First Tennessee Line of Credit	178,495.89
Total Long Term Liabilities	1,315,321.89
Total Liabilities	1,318,723.89
Equity	
3100 · Net Assets - Unrestricted	8,241,989.48
Net Income	-1,140,020.24
Total Equity	7,101,969.24
TOTAL LIABILITIES & EQUITY	8,420,693.13

Niswonger Foundation
Profit & Loss
July 2015 through March 2016

Jul '15 - Mar 16

Ordinary Income/Expense
Income

4000 · Contributions	
4001 · CARE Foundation	325,000.00
4000 · Contributions - Other	42,843.04
Total 4000 · Contributions	367,843.04
4010 · Investment income	529,194.62
4011 · Interest Income	-609.79
4020 · Realized gains/losses	26,576.52
4030 · Unrealized gains/losses	-675,454.34
4035 · Other Income	0.00
4036 · Niswonger i3 Partnerships	
4037 · Consortium Fee	52,700.00
4038 · Online Seat Fee	40,089.60
Total 4036 · Niswonger i3 Partnerships	92,789.60
Total Income	340,339.65
Gross Profit	340,339.65

Expense

5000 · Partnership programs	
5026 · Knoxville Symphony Orch	13,000.00
5027 · Valleybrook Project	67,000.00
5028 · Storytelling Partnership	6,000.00
5029 · Sustainability Plan/PD	
5029R · Reimbursement	1,599.47
5029 · Sustainability Plan/PD - Other	75,474.49
Total 5029 · Sustainability Plan/PD	77,073.96
5031 · TC Professionalism for Leadersh	18,822.25
5050 · Other School Projects	497.52
Total 5000 · Partnership programs	182,393.73
6000 · Scholarship program	
6005 · Tuition, room and board	199,396.57
6006 · Computers for Freshman	4,000.00
6010 · Books & Supplies	-1,794.40
6011 · Study Abroad/Scholar Travel	5,778.46
6012 · Internships	4,100.00
6013 · Non-scholar assistant	13,683.85
6014 · Fall Care Packages	346.61
6015 · Leadership training	
6016 · Summer Training/freshman Or...	943.15
6017 · Winter Training	1,062.91
6018 · Outdoor Challenge	625.00
6019 · Senior trip	7,000.00
6026 · Junior Trip	13,467.61
Total 6015 · Leadership training	23,098.67
6024 · Birthday gifts for scholars	425.00
Total 6000 · Scholarship program	249,034.76
7000 · Mini-grants	47,150.00
8000 · Operating expenses	
8003 · Personnel costs	
8004 · Salaries/Tusculum Institute	85,000.00
8005 · Salaries	149,226.32
8006 · Fringe Benefits	1,302.00
8015 · Payroll taxes	
8017 · State Unemployment Tax	8,424.82
8015 · Payroll taxes - Other	12,564.87

Niswonger Foundation
Profit & Loss
 July 2015 through March 2016

	Jul '15 - Mar 16
Total 8015 · Payroll taxes	20,989.69
8020 · Medical insurance	7,950.00
8040 · Pension expense	12,829.59
Total 8003 · Personnel costs	277,297.60
8045 · Computer software	1,544.89
8050 · Equipment repairs	65.00
8055 · Office supplies	4,669.88
8060 · Telephone/fax	144.81
8065 · Cellular Phones/iPads	4,773.97
8070 · Postage	2,125.73
8075 · Photocopying	1,287.96
8080 · Professional services	25,959.09
8081 · Grant Writing	740.00
8082 · Learning Resources Coordinator	18,750.00
8083 · Online Systems Support	9,000.00
8090 · Board expenses	4,467.39
8096 · Website/Server	8,039.60
8100 · Publications/brochures	
8101 · Annual Report	6,000.00
8102 · Newsletters	3,236.89
8103 · Scholar Directory	5,202.37
8100 · Publications/brochures - Other	1,089.44
Total 8100 · Publications/brochures	15,528.70
8110 · Other travel expenses	6,697.67
8120 · Meals & entertainment	2,167.65
8125 · Subscriptions	185.94
8130 · Memberships, fees & licenses	729.00
8135 · Conferences & continuing ed	3,250.57
8146 · Insurance/Miscellaneous	4,935.00
8155 · Investment fees	21,884.41
8162 · Interest Expense	7,827.61
8165 · Form 990-PF tax	6,507.00
8166 · First TN Banking Fees	2,667.33
Total 8000 · Operating expenses	431,246.80
9100 · NF CARE Program	
8008 · CARE Salaries	356,102.73
8016 · CARE Payroll Taxes	28,406.95
9101 · Intern Stipends-CARE	60,000.00
9102 · National Clearinghouse- CARE	1,000.00
9103 · Training & PD-CARE	7,738.62
9104 · Student Programs-CARE	3,338.08
9105 · Technology-CARE	2,835.25
9106 · Phone/Internet-CARE	8,600.00
9107 · Supplies & Materials-CARE	3,545.41
Total 9100 · NF CARE Program	471,567.04
9200 · The Farm Project	
9201 · Farm Reimbursement	341.00
9200 · The Farm Project - Other	98,626.56
Total 9200 · The Farm Project	98,967.56
Total Expense	1,480,359.89
Net Ordinary Income	-1,140,020.24
Net Income	-1,140,020.24

Niswonger Foundation
Schedule of Program Expense
July 2015 through March 2016

	Jul '15 - Mar 16	Budget	% of Budget
Ordinary Income/Expense			
Expense			
5000 · Partnership programs			
5026 · Knoxville Symphony Orch	13,000.00	15,000.00	86.7%
5027 · Valleybrook Project	67,000.00	100,000.00	67.0%
5028 · Storytelling Partnership	6,000.00	6,000.00	100.0%
5029 · Sustainability Plan/PD	75,474.49	400,000.00	18.9%
5031 · TC Professionalism for Leadersh	18,822.25	56,870.00	33.1%
5050 · Other School Projects	497.52	25,500.00	2.0%
Total 5000 · Partnership programs	180,794.26	603,370.00	30.0%
6000 · Scholarship program			
6005 · Tuition, room and board	199,396.57	350,000.00	57.0%
6006 · Computers for Freshman	4,000.00	5,000.00	80.0%
6010 · Books & Supplies	-1,794.40	4,000.00	-44.9%
6011 · Study Abroad/Scholar Travel	5,778.46	20,000.00	28.9%
6012 · Internships	4,100.00	10,000.00	41.0%
6013 · Non-scholar assistant	13,683.85	15,000.00	91.2%
6014 · Fall Care Packages	346.61	500.00	69.3%
6015 · Leadership training			
6016 · Summer Training/freshman Or...	943.15	10,000.00	9.4%
6017 · Winter Training	1,062.91	5,000.00	21.3%
6018 · Outdoor Challenge	625.00	6,000.00	10.4%
6019 · Senior trip	7,000.00	40,500.00	17.3%
6023 · Leadership Training Other	0.00	10,000.00	0.0%
6026 · Junior Trip	13,467.61	20,000.00	67.3%
Total 6015 · Leadership training	23,098.67	91,500.00	25.2%
6020 · Welcome dinner for new scholars	0.00	500.00	0.0%
6021 · Graduating Senior Dinner	0.00	500.00	0.0%
6024 · Birthday gifts for scholars	425.00	500.00	85.0%
Total 6000 · Scholarship program	249,034.76	497,500.00	50.1%
7000 · Mini-grants	47,150.00	150,000.00	31.4%
9100 · NF CARE Program			
8008 · CARE Salaries	356,102.73	464,667.00	76.6%
8016 · CARE Payroll Taxes	28,406.95	35,547.00	79.9%
9101 · Intern Stipends-CARE	60,000.00	60,000.00	100.0%
9102 · National Clearinghouse- CARE	1,000.00	5,500.00	18.2%
9103 · Training & PD-CARE	7,738.62	25,000.00	31.0%
9104 · Student Programs-CARE	3,338.08	20,000.00	16.7%
9105 · Technology-CARE	2,835.25	17,600.00	16.1%
9106 · Phone/Internet-CARE	8,600.00	16,800.00	51.2%
9107 · Supplies & Materials-CARE	3,545.41	4,800.00	73.9%
Total 9100 · NF CARE Program	471,567.04	649,914.00	72.6%
9200 · The Farm Project			
9201 · Farm Reimbursement	341.00		
9200 · The Farm Project - Other	98,626.56		
Total 9200 · The Farm Project	98,967.56		
Total Expense	1,047,513.62	1,900,784.00	55.1%
Net Ordinary Income	-1,047,513.62	-1,900,784.00	55.1%
Net Income	-1,047,513.62	-1,900,784.00	55.1%

Niswonger Foundation
Schedule of Operating Expenses
 July 2015 through March 2016

	Jul '15 - Mar 16	Budget	% of Budget
Ordinary Income/Expense			
Expense			
8000 · Operating expenses			
8003 · Personnel costs			
8004 · Salaries/Tusculum Institute	85,000.00	85,000.00	100.0%
8005 · Salaries	149,226.32	222,633.00	67.0%
8006 · Fringe Benefits	1,302.00	2,600.00	50.1%
8015 · Payroll taxes	12,564.87	22,196.00	56.6%
8020 · Medical insurance	7,950.00	10,800.00	73.6%
8040 · Pension expense	12,829.59	17,108.00	75.0%
Total 8003 · Personnel costs	268,872.78	360,337.00	74.6%
8045 · Computer software	1,544.89	2,000.00	77.2%
8046 · Computer Hardware	0.00	2,000.00	0.0%
8050 · Equipment repairs	65.00	500.00	13.0%
8055 · Office supplies	4,669.88	12,500.00	37.4%
8060 · Telephone/fax	144.81	500.00	29.0%
8065 · Cellular Phones/iPads	4,773.97	7,500.00	63.7%
8070 · Postage	2,125.73	3,000.00	70.9%
8075 · Photocopying	1,287.96	2,000.00	64.4%
8080 · Professional services	25,959.09	30,000.00	86.5%
8081 · Grant Writing	740.00	20,000.00	3.7%
8082 · Learning Resources Coordin...	18,750.00	36,000.00	52.1%
8083 · Online Systems Support	9,000.00	30,000.00	30.0%
8085 · Staff training	0.00	500.00	0.0%
8090 · Board expenses	4,467.39	5,000.00	89.3%
8096 · Website/Server	8,039.60	15,000.00	53.6%
8100 · Publications/brochures			
8101 · Annual Report	6,000.00	6,000.00	100.0%
8102 · Newsletters	3,236.89	8,000.00	40.5%
8103 · Scholar Directory	5,202.37	6,000.00	86.7%
Total 8100 · Publications/brochures	14,439.26	20,000.00	72.2%
8110 · Other travel expenses	6,697.67	10,000.00	67.0%
8120 · Meals & entertainment	2,167.65	5,000.00	43.4%
8125 · Subscriptions	185.94	500.00	37.2%
8130 · Memberships, fees & licenses	729.00	2,500.00	29.2%
8135 · Conferences & continuing ed	3,250.57	5,000.00	65.0%
8146 · Insurance/Miscellaneous	4,935.00	10,000.00	49.4%
8155 · Investment fees	21,884.41	75,000.00	29.2%
8162 · Interest Expense	7,827.61	10,000.00	78.3%
8165 · Form 990-PF tax	6,507.00	12,500.00	52.1%
8166 · First TN Banking Fees	2,667.33	3,000.00	88.9%
Total 8000 · Operating expenses	421,732.54	680,337.00	62.0%
Total Expense	421,732.54	680,337.00	62.0%
Net Ordinary Income	-421,732.54	-680,337.00	62.0%
Net Income	-421,732.54	-680,337.00	62.0%

Niswonger Foundation
Operating Budget
Fiscal Year Ended June 30, 2017

		2015-2016	Proposed 2016-2017
Expenditures:		Amount	%
		Amount	%
I.	Operating Expenses:		
Salary:	Base	222,633	266,738
	Tusculum Institute	85,000	85,000
Payroll taxes:	FICA	5,165	5,847
	Medicare	17,031	21,723
	State Unemployment Tax		3,700
Benefits:	Medical	10,800	
	Retirement	17,108	18,255
Total personnel costs		357,737	401,263
Office Space/New Building			120,000
Computer Hardware		2,000	2,500
Computer Software		2,000	2,500
Equipment repairs		500	500
Office supplies		12,500	10,000
Telephone/fax		500	500
Phone/Internet		7,500	15,000
Postage		3,000	3,000
Photocopying		2,000	2,000
Professional services		30,000	30,000
Learning Resources Coordinator		36,000	
Online Systems Support		30,000	30,000
Grant Writing		20,000	20,000
Support Staff Training		500	500
Board/Staff expenses		5,000	5,000
Subscriptions		500	500
Publications/brochures			
	Annual Report	6,000	6,000
	Newsletters	8,000	8,000
	Scholar Directory	6,000	6,000
Server/Website		15,000	15,000
Other travel expenses		10,000	12,000
Meals and entertainment		5,000	5,000
Memberships, fees & licenses		2,500	2,500
Conferences and continuing education		5,000	5,000
Insurance		10,000	6,000
990PF Excise Tax		12,500	12,500
First TN Line of Credit Fees		3,000	3,500

Interest Fees	10,000		10,000	
Fund management fees	75,000		40,000	
Total operating expenses	677,737		774,763	
Less: 80% allocated to program	<u>(542,190)</u>		<u>(619,810)</u>	
Management and general expense	<u>135,547</u>	5%	<u>154,953</u>	5%

II. Scholarship program:

Tuition, room & board	350,000		330,000	
Books & supplies	4,000		4,000	
Study Abroad/Scholar Related Travel	20,000		20,000	
Internships	10,000		10,000	
Non-Scholar Assistance	15,000		15,000	
Leadership training				
Summer training/Freshman Ori	10,000		10,000	
Winter Training	5,000		5,000	
Outdoor Challenge	6,000		6,000	
Junior Trip	20,000		20,000	
Senior Trip	40,500		40,500	
Leadership Training Other	10,000		10,000	
Welcome dinner for new scholars/families	500		500	
Graduating Senior Dinner	500		500	
Computers-Freshman	5,000		5,000	
Fall "care packages"	500		500	
Birthday Gifts	500		500	
Total Scholarship Expenses	497,500		477,500	
Allocated 40% operating expense	<u>271,095</u>		<u>309,905</u>	
Total scholarship program	<u>768,595</u>	29.81%	<u>787,405</u>	26.31%

III. Partnership program:

TC Partnership	56,870		25,000	
Knoxville Symphony	15,000		15,000	
ValleyBrook	100,000		100,000	
Storytelling Partnership	6,000		6,000	
Other school projects	25,500		25,500	
Literacy Project			150,000	
Sustainability Plan	400,000		325,000	
Consortium/Online			320,000	
Total Partnership Expenses	603,370		966,500	
Allocated 40% operating expense	<u>271,095</u>		<u>309,905</u>	
Total partnership program	<u>874,465</u>	33.91%	<u>1,276,405</u>	42.65%

IV.	NF CARE Program				
	CARE Salaries	464,667		485,500	
	CARE FICA/Medicare	35,547		37,141	
	CARE Retirement			20,885	
	Intern Stipends	60,000		60,000	
	National Clearinghouse	5,500		1,000	
	Training & PD	25,000		10,000	
	Student Programs	20,000		10,000	
	Technology	17,600		5,000	
	Phone/Internet	16,800		14,850	
	Supplies & materials	4,800		4,800	
	Total NF CARE Program	649,914	25.20%	649,176	21.69%
V.	Grants	<u>150,000</u>	5.82%	<u>125,000</u>	4.18%
	Total expenditures	2,578,521	100%	2,992,939	100%
	CARE Foundation Donation	-650,000		-650,000	
	District's share	-50,000		-59,100	
	Online Revenue			<u>-320,000</u>	
	Total Budget	<u>1,878,521</u>		<u>1,963,839</u>	

Programs and Partnerships

Partnership News

- The Greene County Literacy project is progressing on schedule. The Literacy Specialist has been hired, and professional development activities have begun with teachers, reading specialists and principals.
- Nancy had an update meeting with Theresa Carl, President, and Dean Hoskins, Vice President, of the Governor's Books from Birth program on April 13. Work continues with regional birthing hospitals to distribute books and sign families up for this program.
- An updated report from the International Storytelling Center partnership is included in the Board notebooks.

College and Career Consortium

Niswonger Online

- Enrollment Report:
 - Fall 2015 enrollment - 171 (first semester of school system financial contribution)
 - Spring 2016 enrollment – 439
 - Early indications are that summer participation will exceed fall or spring
- Affiliate memberships are being considered for school systems outside the Niswonger Consortium area. This will be used to, both, provide a service and offset the cost to our own school systems.

Greene County Literacy Initiative

- Numerous planning meetings have been held with educators at Ottway, Glenwood and Chuckey Elementary Schools, and Greene County supervisors, to assist in planning the 2016-17 start of the *Literacy Initiative Focused on Effectiveness (LIFE)*.
- Observation of Exceptional Programs:
 - A professional development trip was provided to west and middle Tennessee to visit three school systems (Lauderdale, Tipton and Lawrence Counties) that demonstrate exceptional progress in English language arts. Our teachers, principals and supervisors observed classes using innovative scheduling, materials, and technology. Concentrated planning meetings were observed, including student progress monitoring to achieve significant growth in literacy. Larry and Vivian planned and guided this activity.
 - Travel time was used to highlight materials and processes that could be implemented in Greene County K-2.
 - The professional contacts made at these schools will serve as a collaborative network across Tennessee. A strong momentum is building for a successful partnership.

Career Technical Education (CTE)

- Coordinated meetings between Greene Technology Center and Morristown TCAT LEAP Grant for the Work Ethic Diploma as well as the inclusion of GTC in the next round of grants.
- On April 21, a presentation was made at the CTE Directors meeting in Johnson County to evaluate the involvement of the systems in Tennessee Pathways, Work Ethic Diploma, ACT Work Keys Work Ready Community, and the TN Career Forward Task Force-New Skills for Youth.
- Greeneville and Greene County school boards have approved the work-ethic diploma project and implementation is scheduled for the 2016-17 school year. In addition to the original LEAP-grant participating districts, three additional districts will be initiating work-ethic diplomas next year (Cocke, Johnson, and Unicoi).
- Greene County internship program, with Mr. Tweed's guidance, is being planned. Meetings have been held with high school counselors and business leaders.

School Leader Development

- February 25, the Directors of Schools attended the first in a series of workshops being conducted by the New Teacher Center (NTC) at the Greeneville City Schools Professional Development Center. NTC introduced the upcoming leadership training and led one of the modules for the Directors to review.
- February 26-27, the first in a series of training events was attended by 55 principals and aspiring leaders from the region.
- April 8-9, the second training was conducted with 46 leaders attending.
- The last session will be conducted June 2-3. On June 1, a special session will be held for Directors to reflect and assist in the planning of the implementation of the school leader development effort for 2016-17. Training for the first-year principals and aspiring school leaders will be led by Niswonger facilitators.
- June 27-28 a cohort of 15 Facilitators for the Niswonger Consortium will be trained at the NTC Presenters Academy.

Leadership for Blended and Digital Learning (LBDL)

- April 12-14, selected educators from ten of the Niswonger Consortium school districts, Vivian Franklin and Gina Pavlovich were trained as facilitators by the Friday Institute at North Carolina State University. This group was selected because of varied talents in technology, leadership, educational pedagogy, inspiration and motivation.
- The goal is to lead the First Congressional District to the top in the State in blended and digital learning.

2016 School Success Symposium

- Thursday, June 30, the *Tenth Annual School Success Symposium* will be held at NPAC and Greeneville High School. Eastman Chemical Company is co-sponsor of this.
- Craig Kielburger, from the *Me to We* program is the keynote speaker.
- Over 600 have currently registered

- 35 presenters will participate in breakout sessions.

AP Summer Academies

- Twenty-four teachers have been selected to receive scholarships for AP training from the Niswonger Foundation.
- Eight teachers will attend training due to changes in subject specific examinations. Sixteen teachers will be gaining initial qualifications to teach an AP class.

NiswongerCARE Program

FAFSA Completion

Advisors organized and hosted 35 after-school events for students and parents to obtain personalized assistance in completing their FAFSA's. These events resulted in 523 families being served.

- Advisors also assisted an additional 1,206 students/families with FAFSA completion during their scheduled school visits.
- Most recent data shows that 61% of our seniors have completed their FAFSA. Advisors report ongoing assistance to students with FAFSA submissions which will continue to increase this percentage.

College Signing Day Events

College Signing Day is a statewide event sponsored by the Tennessee Higher Education Commission. High schools are encouraged to devote one day in the spring to celebrate their seniors who are continuing on to post-secondary education.

- Advisors helped to organize a "College Signing Day" event in each of the 31 high schools we serve. Each Advisor was provided a \$100 budget, per school, to support the event.
- Many events included a school-wide assembly or pep rally where each senior's post-secondary college choice was announced and celebrated with the school community.
- School staff wore college attire on specific days to support the events.
- Underclassmen were included in the assemblies to promote the college going culture of the school.
- Students signed banners with their names and the post-secondary institutions they will attend. Banners were displayed in strategic locations in the school.

College Planning Night

College Planning Night is a statewide event sponsored by the Tennessee Higher Education Commission. The goal of College Planning Night is to jumpstart high school juniors' and their parents' college planning and application process.

- Advisors are organizing a “College Planning Night” event in each of the 31 high schools they serve.
- Representatives from post-secondary institutions are being invited for parents and students to ask questions and obtain information.
- Advisors are preparing presentations to help students plan for navigating the college milestones during their senior year.

Summer Melt

One in five low-income high school graduates who have college plans in place at graduation fail to matriculate in the fall after high school—a phenomenon known as “summer melt.”

- A contract with “Bridgit to College” was secured for use with 2016 graduates that have been identified as potentially at risk for “summer melt.”
- Advisors are currently assisting over 3,000 identified seniors in creating accounts in this online software platform that allows them to maintain contact throughout the summer. Features of the program include a texting and emailing format designed to mitigate procrastination, reward progress, increase engagement, and nudge students into action.
- Advisors have scheduled 1-2 days, each week this summer, to be available to recent graduates on their high school campuses. This will assist students who are struggling with any aspect of last minute plans for the fall semester.
- Advisors will be present at summer orientation programs at regional post-secondary institutions. This will provide a familiar face for students who may be reluctant to attend.

Data Highlights for January-March 2016

- 1,850 students assisted during individual meetings.
- 280 students assisted with scholarship search and applications.
- 126 classroom/group presentations.
- 726 students assisted with college searches and application processes.

Summer Student Programs and Camps

- *Students of Code & Technology Day Camps* – Two day-long events will introduce students to concepts of coding and other concepts in STEM-related fields. One camp is scheduled for Johnson City and one for Kingsport.
- *Girls of Code & Technology Day Camps* – Four day-long are scheduled, also in Johnson City and Kingsport. These camps are similar in design to the camps above, but with a specific focus on females (female presenters and participants). Women continue to be underrepresented in STEM fields; job opportunities abound for girls who become interested.

- *Girls in Science & Technology (GIST) Camps* – Similarly, female participation and interest is emphasized in these two week-long camps at ETSU.
- *First Year Code & Tech Camps* – These week-long camps serve as an intensive introduction to coding and technology. We have scheduled two camps for middle school students and three for high school, in three locations (Johnson City, Kingsport, and Greeneville).
- *Advanced Code & Tech Camps* – Students with some experience in coding have an opportunity to extend their knowledge and skills in three week-long camps. For instance, students can go in-depth with the programming language Python at Tusculum College.
- *Computer Aided Design (CAD) Camps* – Through a partnership with Launch Tennessee and AccelNow, the Foundation will offer two week-long CAD camps. Student participants will work with CAD software and 3-D printers.
- *Hancock County Engineering Camps* - Three week-long camps are scheduled—one each for elementary, middle and high school students. The Foundation sponsorship includes financial support and technical assistance (in helping with the design of programs' curriculum and activities.).

Boards, Committees and Other Meetings

- At the March Superintendent's Study Council, Richard and Nancy reported on summer professional development, student summer activities, and plans related to CTE. The support and engagement of the Directors of Schools in Niswonger Consortium continues to keep districts engaged in the work of the Niswonger Foundation.
- On March 3, Nancy attended a *Non-Profit Board Summit* conducted by the law firm of Waller and Langston, in Nashville. She attended at the invitation of Tom Davenport, Care Foundation of America.
- Nancy, John Fisher, Louis Trivette (USDA) and Mary Short (USDA) met with Dr. Joe Garrison, State Historical Commission, on April 8, in Nashville, in regards to the purchase of the new Niswonger Foundation building on North Main Street.
- Nancy has been asked to join the Complete Tennessee Steering Committee. The initial meeting was held on April 18, in Nashville.
- Scott will be serving on the Complete Tennessee Board of Directors.
- Nancy attended a Tennessee Learning Circle held by the Bill and Melinda Gates Foundation in Denver, Colorado, May 1-4.
- Nancy attended the Tennessee Independent Colleges and Universities Association Board meeting on April 11, in Nashville.
- Nancy continues to serve on the Governor's Transformational Leadership Committee.
- Richard is working with the Governor's Academy of School Leaders, specifically the 9 Fellows from NE Tennessee (and their mentors).

Grant and Partnership Opportunities

- Initial steps are being taken to prepare for the submission of the 2016 final round of i3 grants. A “successor” federal initiative, the Education Innovation and Research program, will begin in 2017.
- Niswonger i3 project continues to receive attention. We were recently asked to participate in a webinar discussing the use of technology in i3 projects.
- Niswonger i3 is scheduled to be featured in a *Grantee Spotlight* on the i3 website, to be published in June.
- Our proposal from the 2015 competition continues to draw positive attention, most recently from the Gates Foundation. Many of the components from this (not funded) proposal may resurface for implementation.
- We are preparing a grant request to the Care Foundation of America for a proposed NiswongerCARE Online effort. If successful, this will assist with reducing the costs of *Niswonger Online* for Consortium school system members.
- We are working with the ETSU PASTA (Providing Area Schools with Technical Assistance) program to provide high-quality refurbished computers to several area schools, including those in the literacy pilot project.

Financial Contributions (since the February Board Meeting)

- Eastman Chemical Company has contributed \$10,000 to co-sponsor the 2016 School Success Symposium for the second year.
- The Niswonger Foundation and the Tennessee Institute for Public Health received a \$4900.00 grant from the Robert Wood Johnson Foundation and the University of Wisconsin Population Health Institute.
- The Niswonger Foundation worked in partnership with Accel Now to secure a \$10,000 matching grant from the Tennessee Department of Economic and Community Development. This will be used to assist with Summer STEM Camps for students.
- Personal and Corporate Giving = \$7,010.96.

Publicity and Publications

- The Spring Newsletter has been mailed.
- News clippings and press releases are available for review.

Scholarship and Leadership Training Program
Niswonger Foundation Board Update
Thursday, May 12, 2016

Leadership Development

Summer Training

Outdoor Challenge (sophomores)	May 14-17
Boat Trip (freshmen)	May 19-22
Senior Scholar Session	May 22
Freshman Scholar Orientation	May 23
Training Week	May 23-27
Dr. Carol Anne Clayson	May 23 (8:30 a.m. breakfast; 9:15 a.m. lecture,
<i>Woods Hole Oceanographic Institute</i>	Scholar Session, 12:00 noon lunch)
Senior Dinner	Tuesday, May 24 (7:00 p.m. General Morgan)
David Sneed, Delta Private Jets	May 25, (10:15 a.m. General Morgan)
Board and Staff Luncheon	May 25 (11:45 a.m. General Morgan)
Picnic and Swim Party	May 26 (6:15 p.m. 1508 Crestwood Drive,
	Greeneville)
Annual Day of Service	Thursday, May 26
Normandy Trip (seniors)	May 28-June 6
New York City (juniors)	August 4-7

****Board members are invited to join us for any of the Summer Training activities. We particularly encourage Board members and spouses to attend events highlighted in bold.***

New Scholars

- Home Visits have been completed with all our newly selected Scholars.
- Welcome Dinner was held on Thursday, April 21. Special thanks to Alan and Laura Levine and Nikki Niswonger for joining us.
- A “get-to-know-you” meeting will be held with new Scholars in July.
- Assistance will be provided for technology to meet their individual needs.
- “Scholar Mentors” and “Alumni Mentors” have been assigned and connections made. These will be announced at the Board Luncheon on May 25.
- College Selection, Majors and Mentors:
 - *Savannah Agan* – University of Tennessee-Knoxville – Agriculture
 - Mentors – *Katie Shields* and Alumni *Jordan Frye*
 - *Christian Dalton* – University of Tennessee-Knoxville – Agriculture
 - Mentors – *Zachary Ward* and Alumni *Will Brummett*
 - *Elijah “Bo” Pless* – Milligan College – Engineering
 - Mentors – *Alora Ricker* and Alumni *Elizabeth Jones*
 - *Tanner Shivley* – Carson Newman University – Pre-medical
 - Mentors – *Hope Adkins* and Alumni *Cole Seaton*
 - *Kori Smith* – University of Tennessee- Knoxville – Education/Ministry
 - Mentors – *Kenzie Reynolds* and Alumni *Meredith Stevans*

Scholar Summer Activities

Summer Internships

- *Hope Adkins* (Carson Newman University, sophomore) will serve as Children's Ministry Intern at First Baptist Church, Jefferson City.
- *Matthew Grimm* (University of Tennessee-Knoxville, junior) has been selected for a Summer Undergraduate Research Internship at UT-K.
- *Dustin Howser* (Vanderbilt University, junior) will intern with Vextec in Brentwood.
- *McKenzie Reynolds* (University of Tennessee-Knoxville, sophomore) will have a summer internship at Landair.
- *Matthew Sheppard* (Clemson University, senior) will be an intern in the office of Government Affairs at Eastman Chemical Company.
- *Dillan Shults* (Tennessee Tech, sophomore) will complete his second summer of internship at Jarden Zinc, Greeneville.
- *Madeline Standbridge* (University of Tennessee-Knoxville, sophomore) will complete an internship with Susan G. Komen, in Knoxville.

Study Abroad

- *Gage Armstrong* (East Tennessee State University, senior) will study abroad on Terceira Island, the Azores Archipelago, Portugal. He will be working in a local hospital and teaching English classes.
- *Raini Rowenhorst* (East Tennessee State University, junior) will complete a study abroad program in Havana, Cuba. Sponsored by the philosophy department at East Tennessee State University, the experience will focus on ritual and healing practices in the Cuban culture.

Programs

- *Alora Ricker* (Milligan College, sophomore) has been selected for the ETSU Medical Horizons summer program.

Other Scholar News

- See enclosed Spring Newsletter

Scholar Alumni News

- Meetings of the Local Alumni were held on February 27 and March 12 to work on a developing partnership with Leadership Tennessee.
- See enclosed Spring Newsletter for other Alumni News.

Agenda
Niswonger Scholars Summer Training
2016

Saturday, May 14 – Tuesday, May 17

Sophomore Outdoor Challenge

10:00 a.m. – Sophomore Class meets at the ETSU Basler Center for Physical Activity

Thursday, May 19 – Sunday, May 22

Freshman Scholars' Bahamas Trip

8:40 a.m. – Freshman Class reports to Greeneville Airport (9:00 a.m. Departure)

Sunday, May 22

Seniors Personal Finance Class, Dinner and Normandy Trip Planning

5:00 – 8:00 p.m. with Harold and Nancy Dishner (Board Room, General Morgan)

Monday, May 23

(General Morgan Inn)

Dress: Business Casual (slacks and collared shirts for men; slacks, skirt or sundress for women. No jeans)

8:30 – 9:15 a.m.

Breakfast with Niswonger Scholars, Board Members, Staff and Special Guest Dr. Carol Anne Clayson

9:15 – 10:30

Dr. Carol Anne Clayson

Senior Scientist, Department of Physical Oceanography
Woods Hole Oceanographic Institute (WHOI)

<http://www.whoi.edu/main/occi/director-staff#sthash.obfEe6Pq.dpuf>

Break

10:45 – 11:45 noon

Dr. Clayson with Niswonger Scholars

12:00 noon – 1:00 p.m.

Lunch

1:00 – 2:30 p.m.

Passion or Skill - What Did the Scholars' Journals Reveal?
Will Brummett and Nancy Dishner

2:45 – 4:15 p.m.

"The Art of Communication" (General Morgan Inn)
Marilyn duBrisk, Artist-in-Residence, Tusculum College

4:30 p.m. - 6:00 p.m.

Freshman Orientation (Board Room, General Morgan)
Book: Now Discover Your Strengths - Buckingham & Clifton
Dishner

Tuesday, May 24

(Tusculum College, Garland Library 108)

Dress: Casual

8:30 – 10:15 a.m.

"Unpacking the Book"

Book: *So Good They Can't Ignore You* – Cal Newport
Brummett and Dishner

Break

- 10:30 – 11:45 a.m. *Becoming a Craftsman*
Brummett and Dishner
- 11:45 a.m. – 12:45 p.m. *Lunch*
- 12:45 – 2:30 p.m. *Group Assignments and Planning Time for Group Projects/Presentations*
- 2:45 – 4:15 p.m. *"The Art of Communication" (Behan Arena Theatre)*
Marilyn duBrisk

*(Seniors Only - Dinner honoring our Graduating Scholars and their families
7:00 p.m. General Morgan Inn)*

Wednesday, May 25

(General Morgan Inn)

Dress: Men- Jackets and Ties / Women Jackets with Slacks or Skirt

- 8:30 – 10:00 a.m. *Passion - Skill - Control – Mission*
Brummett and Dishner

(Pictures taken during this time)

Break

- 10:15 to 11:45 a.m. *David Sneed*
Executive Vice President and CEO
Delta Private Jets with the Niswonger Scholars
- 11:45 a.m. *Group Picture*
- 12:00 noon – 1:15 p.m. *Lunch with the Scholars, Board, Staff and Alumni*
Introduction of New Scholars and Scholar Mentors
- 1:15 – 2:30 p.m. *College and Career Advisors Share*
Lessons Learned in Their First Professional Year
- 2:45 – 4:15 p.m. *"The Art of Communication" (General Morgan Inn)*
Marilyn duBrisk, Artist-in-Residence

Thursday, May 26

Meet at the Foundation Office (Service Day)

Dress: Old clothes you don't care to get dirty or stained

- 8:30 a.m. *Carpool in three groups to three Greene County Elementary School where we are beginning a literary improvement partnership.*
- 9:00 a.m. *Arrive at school and begin working*

11:30 a.m. – 12:30 p.m.	<i>Lunch</i>
12:30 – 3:00 p.m.	<i>Finish service work and return to Foundation</i>
3:30 – 4:45 p.m.	<i>“The Art of Communication” (Behan Arena Theatre)</i> <i>Marilyn DuBrisk</i>
6:15 – 8:15 p.m.	<i>Picnic and Swim Party</i> <i>At the Niswonger’s Home – 1508 Crestwood Drive</i>

Friday, May 27

(Behan Arena Theatre, Tusculum College)
(Dress casual/comfortable)

8:30 – 9:30 a.m.	<i>Final Book Discussion</i> <i>Brummett and Dishner</i>
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Break

9:45 – 12:00 noon	<i>The Four Rules</i> <i>Group Projects Presented</i>
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12:00 noon	<i>Senior Commencement Address!</i>
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12:30 – 1:30 p.m.	<i>Lunch at Stan’s Bar BQ and Close of Summer Training</i>
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Saturday, May 28

7:30 p.m.	<i>Seniors report to Greeneville Airport for trip to Europe!</i> <i>(8:00 p.m. Departure)</i>
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Have a Wonderful Summer!

Junior Scholars – Mark Your Calendars!

Thursday, August 4 – Sunday, August 7

Junior Trip to New York City

More Information Later in the Summer!

Niswonger Foundation Grant Progress Report: 2015

The International Storytelling Center (ISC) greatly appreciates the 3-year grant support from the Niswonger Foundation on behalf of ISC's programming. The grant provided support for: live streaming at the National Storytelling Festival; pro bono outreach to school-aged children through ISC's Teller-in-Residence (TIR) program; and a teacher workshop, also provided through ISC's TIR program.

Summary of Progress

ISC's 2015 programming has concluded and we are happy to report that our objectives towards the goal of bringing live professional storytelling into the lives of as many young people as possible were met for the year.

Description of Activities and Documentation/Data Evaluating Success

National Storytelling Festival Livestreaming

ISC provided a live-streaming feed from the National Storytelling Festival's Library (Family) Tent on Friday October 2nd. 35,173 people accessed the live video stream, which was 30,000 more than in 2014. Those who viewed it were able to see the work of 15 of the 19 featured tellers at the National Storytelling Festival.

Prior to the Festival, ISC reached out to organizations who might benefit from the stream, including area schools, universities and regional educational networks. ISC also embedded social media promotions via twitter, Facebook and Instagram, enabling greater access to the Festival content.

ISC worked with interns from ETSU's communication department who assisted us in using social media and the live streaming content as a means of encouraging greater participation from the millennial generation.

Post-festival, we made the recorded video available via our website. In addition, the Google Cultural Institute shared the footage to their social media channels as part of an educational outreach.

We heard from teachers in the region who utilized the live stream recordings in their classroom as aides to teaching poetry or writing. Post-Festival, we received many comments, including:

- *Many thanks to the Niswonger Foundation for making the vision of Livestreaming part of the National Storytelling Festival a reality. I appreciate the promptness in making the broadcasts available. Thanks Kiran Singh Sirah, ISC, and team for making it happen. Thanks also goes to Dollywood DreamMore Resort for sponsoring the Library Tent.*
- *At the very last minute I gave my speech students the assignment of watching the festival live stream. Today several of them went on and on about how great all of the tellers were. They're college students and I'm pretty sure that none of them have heard a professional storyteller before. I can't begin to tell you how grateful I am, both personally and professionally, to be able to have participated and to be able to share it with my students. Thank you, all of you*

storytellers who are more tech savvy than I am, and especially to Kiran Singh Sirah and the ISC for kicking it up a notch.

Outreach to School-aged Children through ISC's TIR program

ISC held three TIR Saturday morning shows geared specifically to children ages 6 to 10.

We also conducted five off-site and two on-site pro-bono concerts for area school-aged children in Washington, Greene and Sullivan counties. This included performances for the Washington County Library system's Summer Reading Program and performances for underserved youth. Through these activities, young people were exposed to the work of over half of our 26 Tellers-in-Residence. The total number of youth served by these complimentary performances was 1,175.

Pro-bono Teacher Workshop, provided through ISC's TIR Program

In September, ISC offered a free teacher workshop called *Traditional Stories in the 21st Century Classroom*. This was led by Tom Lee, a storyteller with 25 years of experience working with classroom students and teachers. Thirty-one teachers attended, and came from schools in the Johnson City school system and Washington, Sullivan, Carter, and Greene Counties.

Some sample comments from the workshop evaluations included:

- *The whole workshop generated new perspectives to think about in creating stories with children in the classroom.*
- *I walked away realizing how important storytelling is to students' ability to visualize and use their imaginations.*
- *This workshop has re-ignited the passion of storytelling in me.*
- *This is definitely one to share with my fellow teachers.*

Budget and expenditure report – see attached

Plan for sustainability of project beyond grant

After completing the first year of a three year grant term, we believe we will be able to continue our funded programs through greater ticket sales, advertising opportunities, and continued arts funding grants at the state and federal level.

Success/Challenge of Grant and Lessons learned

The major challenge we faced this year involved the bad weather at the National Storytelling Festival. This was during the weekend of the massive flooding in North and South Carolina, which resulted in heavy periods of rain in NE TN. This was particularly detrimental to the livestream internet connection and resulted in parts of the livestreaming being of poor quality. The quality of the recorded material was not affected, so to address the disappointment of the livestream quality, we made the recorded video available post-festival to our constituency. This was very well received.

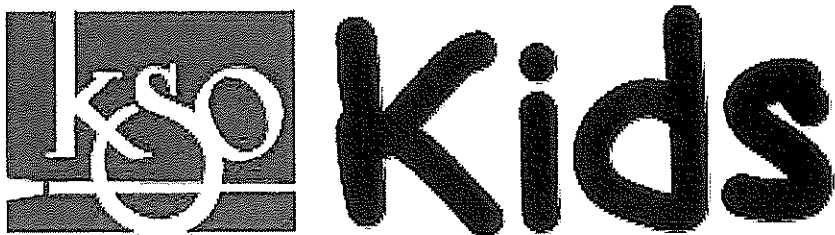
**Niswonger Foundation Grant
Budget and Expenditure Report
2015**

Budget

Live Streaming the National Storytelling Festival	\$	3,500.00
Underwriting Support for ISC's Children's Programming	\$	2,000.00
Elementary School Teacher Workshop	\$	500.00
Total Budget	\$	6,000.00

Allocated Expenditures

Live Streaming the National Storytelling Festival		
Digital Fridge - Technical Streaming Services	\$	1,800.00
Artists Fees	\$	1,700.00
Underwriting Support for ISC's Children's Programming		
Artists Fees	\$	500.00
Artists Travel/Lodging	\$	500.00
Children's Ticket Subsidy	\$	1,000.00
Elementary School Teacher Workshop		
Teacher Workshop Subsidy - 31 Teachers x \$30 = \$930	\$	500.00
Total Allocated Expenditures	\$	6,000.00



May 2, 2016

Dr. Nancy Dishner
Niswonger Foundation
Tusculum College
P.O. Box 5112
Greeneville, TN 37743

Dear Dr. Dishner,

Please find attached a proposal to return Young People's Concerts to the Niswonger Performing Arts Center on November 3, 2016. This month, we will send save-the-date emails to constituents and will follow with a postcard and email campaign in August! The theme for the KSO Young People's Concerts this season is *KSOKids Guide to the Orchestra*. Performances on November third will explore theme and variations through Benjamin Britten's iconic *Young Person's Guide to the Orchestra*, a work that will introduce students to each instrument of the orchestra and have them singing the theme as they leave the concert hall.

I am also enclosing a budget that includes the KSO's actual expenses from November, 2015, and our anticipated expenses for 2016. These numbers include a slight increase in musician costs that make up a majority of our expenses for concerts in Greeneville, the guest artist line item as we do not know who our guest will be at this time, and the stagehand line, as we do not know the production requirements at this time. The sponsorship includes costs for per-service woodwind, brass and percussion musicians only as the KSO will cover the cost of core string and woodwind musicians totaling \$4,015.00 and assumes the additional risk for guest artists.

Thank you so much for your continued support of the Knoxville Symphony's educational programs. We are very excited to continue to serve audiences from upper East Tennessee. And thank you for your consideration of this proposal for 2016.

Sincerely,

A handwritten signature in black ink that reads 'Jennifer B. Harrell'.

Jennifer Barnett Harrell
Director of Education & Community Partnerships



**The Knoxville Symphony Orchestra wishes to
bring music to students in upper East Tennessee:**

The KSO will present showings of the 2016 Young People's Concert: *KSOKids Guide to the Orchestra* at the Niswonger Performing Arts Center.

Proposed Date: Thursday, November 3, 2016

Proposed Concerts: 9:30 AM and 11:00 AM

Cost: \$13,000**

Seven Young People's Concerts were presented during the 2015-2016 season. Five concerts in Knoxville at the Knoxville Civic Auditorium served 8,177 public, private, and home school students in and around Knox County. Two concerts at the Niswonger Performing Arts Center served an additional 2,094. These concerts included students from the upper East Tennessee counties of: Carter, Grainger, Greene, Hamblen, Jefferson, Sullivan and Washington. Themes for the concerts are chosen by the KSO's Education Advisory Council made up of elementary and middle school teachers from the Knox County Public School System. The theme for the 2016 concerts is *KSOKids Guide to the Orchestra*. All concerts feature young soloists and exciting visual elements to help students stay involved in the presentation. In addition, curriculum materials, including cds and lesson plans are provided for teachers in advance of the concert so that they may prepare their students for the concepts introduced through the live concert experience and so that students may create music with the orchestra through hands-on participation. The concerts will be conducted by James Fellenbaum, Resident Conductor for the KSO who strives to integrate other art forms into this learning experience. Choral groups, dancers, singers, actors, and visual artists play important roles in highlighting connections between symphonic music and other art forms.

KSOKids Guide to the Orchestra is a unique educational program, designed for students in grades three through five (we invite grades two through seven, believing that they can benefit from the music even if the presentation is not specific to their grade level). This year's performances will introduce students to each instrument in the orchestra through Benjamin Britten's iconic *Young Person's Guide to the Orchestra*. The KSO will present this piece with an updated comedic script to help students learn the roles of each instrument family. The concert will open with a patriotic sing-a-long, an overture and then dive into the theme and variations of *Young Person's Guide...* with a goal that each student leaving the concert will be humming/singing the main theme of the work. Guest artists for this year may include a comedian, singer, young soloist and/or dancers.

**** As in previous seasons, the above sponsorship amount will allow students to be admitted to the concert free of charge on a first come, first served basis.**

Knoxville Symphony Orchestra Fiscal Year 2017 Niswonger Foundation Proposal

Account		Greeneville YPC Tuesday, November 03, 2015 FY2016	Greeneville YPC Thursday, November 3, 2016 FY2017
INCOME			
33050	Grant Funding		
30250	Knoxville Symphony League		
30500	Single Ticket Sales		
	Contract Fees-Out of Town		
	Total Income	0.00	0.00
EXPENSE			
50000-315	Salaries-Core	3,521.88	3,595.00
50000-325	Salaries-Per Service	2,581.03	2,615.00
50000-340	Salaries-Conductor		
50150-315	Doubling-Core		
50150-325	Doubling-Per Service	129.66	130.00
50200-315	Late Charge-Core		
50200-325	Late Charge-Per Service		
50250-315	Overtime-Core		
50250-325	Overtime-Per Service		
50300-315	Principal Pay-Core		
50300-325	Principal Pay-Per Service		
50350-315	Travel Time Payments	420.00	420.00
50350-325	Travel Time Payments	480.00	480.00
50400-315	Payroll Taxes-Core		
50400-325	Payroll Taxes-Per Service	222.86	225.00
50400-340	Payroll Taxes-Conductor		
50450-315	Payroll Taxes-Core Unemployment		
50450-325	Payroll Taxes-Per Service Unemployment	141.72	145.00
50450-340	Payroll Taxes-Conductor Unemployment		
50500-320	Health Insurance-Core & Per Service		
50500-340	Health Insurance-Conductor		
50600-315	Parking-Core		
50600-325	Parking-Per Service		
50600-340	Parking-Conductor		
50700-315	Pension-Core		
50700-325	Pension-Per Service		
50800-320	Other Benefits-Core		
50800-330	Other Benefits-Per Service		
50800-340	Other Benefits-Conductor		
52000-350	Guest Artist-Fees	225.00	450.00
52200-350	Guest Artist-Meals & Entertainment	31.40	50.00
52250-350	Guest Artist-Travel & Hotel		100.00
52300-350	Guest Artist-Related Expense		
	Subtotal Artistic Personnel	7,733.55	8,210.00
Education Expense			
60000	Salaries-Education		
60050	Payroll Taxes-Education		
60100	Payroll Taxes-Unemployment-Education		
60150	Health Insurance-Education		
60200	Parking Benefits-Education		
60250	Pension Contribution		
60500	Imported Musician Expense	72.70	75.00
60550	Entertainment		
60600	Meals/Per Diem	1,334.46	1,335.00
60650	Mileage Reimbursement	534.54	535.00
60700	Travel & Hotel	1,057.82	1,075.00
61000	Consulting Services		
61050	Dues & Subscriptions		
61100	Misc Expense-Education	95.00	
61150	Postage Expense		
61200	Printing		
62000	Audiovisual Services	1,000.00	1,000.00
62025	Cartage Expense	70.00	70.00
62050	Drayage		
62075	Equipment Rental	282.00	300.00
62100	Instrument Rental		
62125	Lighting Expense		
62150	Sets, Props & Costumes		75.00
62175	Sound Expense		
62200	Tuning & Repair		
62250	Music Purchase		
62300	Music Rental		
62350	Other Music Expense		
62400	Advertising/Promotion		
62450	Programs		
62500	Concert Hall Expenses		
62550	Concert Hall Rental		
62600	Rehearsal Expenses		
62650	Stagehands		400.00
62700	Ushers, Doormen, & Other		
	Subtotal Production Expense	4,446.52	4,865.00
	Total Direct Expenses:	12,180.07	13,075.00
	Core Costs	3,941.88	4,015.00
	Total including Core Expenses:	16,121.95	17,090.00