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LILY WHITE & COMPANY, INC.

1994 Annual Report

Presented January 13, 1994

Eric W. Selvey
President

Daryl K. Morris Acting Managing Director

> Paul R. Foltz Artistic Director



ORGANIZATIONAL HISTORY

1980: Lily & Company is formed.

1985 - 1988: February and August drag shows are perofimed at the Stallions. All tips collected are donated to the South Central AIDS Assistance Network (SCAAN).

1988: The Third Street Players, an acting arm of Lily & Company, perform Larry Kramer's play The Normal Heart at the Rose Lehrman Arts Center on the HACC campus. Proceeds go to SCAAN.

1989: Annual August show—-Foreign Affairs—-is performed at the Holiday Inn Town for the first time with over \$3,000 going to SCAAN. The show is repeated at Altland's Ranch in York with proceeds given to York's AIDS organization.

A Board is established and By-Laws adopted the following year. The organization is formally known as Lily White & Company. Lily becomes incorporated in 1992.

1990: Lily Patient Relief Fund (LPRF) for AIDS organizations is (established. Lily's Community Fund for gay and lesbian groups and the Lily Light Fund for equipment purchases are established in 1992.

1991: Regular Paper Moon cabarets begin in October with tipe earmarked for SCAAN. Regular Strawberry Cafe shows begin in July 1993 to raise funds for company productions in order for more money to be donated to organizations.

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LILY WHITE & COMPANY, INC.

1993 Board of Directors

Eric W. Selvey

Bob Leonard Vice President

Sharon L. Staub

Edward H. Fuhrer

Fred Bollendorf*

Members-at-Large Lindsay Mills

Heidi Neuhaus

Tim Rhinehart*

Jack Sowers*

Glen Wagner

Paul R. Foltz

Artistic

Director

Rich Askey

Managing

Director

Daryl K. Morris Acting Managing Director

*current members-at-large

Lily White & Company, Inc. is a non-profit troupe whose mission is to raise funds for organizations which 1) provide HIV+/AIDS patient supportive services or 2) support gay & lesbian services and issues in central Pennsylvania.

President's Report

I never cease to be amazed by the consistent goodwill of this company. What is more heartening is that Lily White and Company, Inc. is more than an organization; *Lily* is a family (save Sister Sledge for later). Your team work and cooperation is enlightening and will hold us together as we go forward.

1993 produced many firsts among which: our first board retreat and with it our first set of long range goals, the first Strawberry Café and Riverfront Inn shows, our first self-imposed sabbatical, the first lipsynch musical, our first system of dues, and our first cabaret producing \$1,000+ in tips! The year was not without controversy, but through it all, it was clear how much we were respected by our regular patrons and those who disagree with our fundraising methods, but who publicly acknowledge our benevolence via the causes we espouse.

Many challenges face Lily in 1994. They ironically do not include our upcoming summer show. Why? We've produced hotel shows in the past and though the artistic body of our summer extravagnaza will be different, the rehearsals and behind-the-scenes work will be the same as before. Lily temporarily suspended activity in early summer because it was obvious that we, as an organization, had flaws evident in any adolescent organization undergoing growth pains (for instance, continuously repeating the same mistakes and reacting instead of anticipating problems). Lack of 1) membership growth, 2) innercompany communications and 3) a clear sense of where we've been and where we're headed are but a few of the problems our board has determined to tackle (with some success might add). To learn from and to correct the problems is extremely vital to our process of maturation if we are to accomplish the goals and missions set by the company.

My overwhelming sense of pride in Lily, generated by your overwhelming enthusiasm, makes my job a pleasant one. As we continue through the new year, let us never forget why we spend countless hours rehearsing, performing, developing, choreographing, teching, collecting money (by whatever means), setting policies, etc. The task of fundraising, especially for HIV+ individuals and gay and lesbian organizations, is not easy. The gratitude expressed by the recipients of our goodwill as well as our audiences, however, should be enough to convince us that we serve a purpose and that that mission is a great one.

Eric W. Selvey President

LILY WHITE & COMPANY, INC.

Annual Meeting Thursday, January 13, 1994 The Vault - 7:30 P.M.

AGENDA

- I. Call to Order 7:15 P.M.
- II. Secretary's ReportA. Minutes of last Membership Meeting
- III. President's Report
- IV. Treasurer's Report
- V. Managing Director's Report
- VI. Artistic Director's Report
- VII. Nomination Committee Report
 - A. Vote on By-Law Changes/Additions
 - B. Member-at-Large Nominations
 - C. Election of Members-at-Large
- VIII. Open Forum
 - IX. Adjournment

There will be a brief meeting of the new board immediately following the Annual Meeting.

LILY WHITE & COMPANY, Inc.

1992-1993 Fiscal Report

Expenses

	Hotel Show (CLOSE OUT)	\$1,072.29
12/92	Christmas Cabarets	331.64
2/93	Pennsmen Show	137.07
5/93	Cabarets	160.31
7/93	Lisbon Traviata	2,356.10
	Operational (FY 92-93)	2,549.34
	Total	\$6,606.75

Income

1992 - 93	Operation	1,414.75	NA	NA	1,414.75
JULY 93	Lisbon Traviata	2,356.10	3,620.40	NA	5,976.50
MAY 93	Mem Day	NA	47.00	NA	47.00
MAY 93	Cabarets	610.37	N/A	1,039.13	1,649.50
MAY 93	PFLAG	N/A	129.20	6.80	136.00
FEB. 93	Pennsm.	285.00	320.00	15.00	620.00
DEC. 92	Cabarets	465.50	565.00	24.50	1,055.00
OCT. 92	Bar Nite	270.00	NA	NA	270.00
SEPT. 92	Mackley's Mill	\$380.00	Pd. by Mackley's	\$20.00	8400.00
DATE	SOURCE	GEN. FUND	PATIENT REL. FD.	COMM. FUND	TOTAL

Contributions

SOURCE	1991 - 1992	Additional Amount Paid	Amount Collected to Date	Amount Committed to Date	1992- 1993 Donations
Patient Relief	83,117.67	83,620.40	\$6,738.07	\$6,608.87	86,561.87
Comm.	1,105.43	N/A	1,105.43	1,007.00	1,007.00
TOTAL5	84,223.10	\$3,620.40	\$7,843.50	87,615.87	87,568.87

Donations

Patient Relief Fund

SCAAN	\$2,204.47	
Hospice of Central Pennsylvania	287.00	
York House Hospice	4,070.40	
Total	\$6,561.87	
Committed/Not disbursed*	\$ 47.00	
Uncommitted**	\$ 129.20	

*Committed to SCAAN

**Since disbursed December '93

Community Fund

Gay & Lesbian Switchboard of Harrisburg	\$1,007.00
Pride Festival (Century Club)	100.00*
Total	\$1,107.00

^{*}Funds came from General Fund, not Community Fund

Managing Director's Report

The past year has been a challenging one for everyone involved. From performing in new venues to fighting for the right to be seen and heard at the Pride Festival, we continue to persevere and we need to ensure our supporters and the community that we intend to do so for the long haul.

I know that there has been a lot of hard work taken on by several people and I am not alone in expressing many thank yous for their hard work and dedication. Even though there have been many stressful moments when preparing for one of our productions, the final result for our beneficiaries was always kept in mind and that the show must go on. We also need to thank all of our supporters for without them, there would be no Lily White and Company, Inc.

Lily White and Company, Inc. has come a long way, but the fight is not over for any of us. We still have friends, family members and people we do not even know who need our support, our shows to laugh at and forget (even if it is only for a few moments) and our other productions for the people who do not care for our drags.

Once again, thank you for a great year and I hope that this year is beneficial and prosperous for everyone.

Daryl K. Morris Acting Managing Director

LILY WHITE & COMPANY, INC.

Long Range Goals

To raise/assist in raising \$30,000 every two year period beginning in September 1993

To buy a 20-foot panel truck (to transport sets, props, etc.) in two years

To develop corps of responsible, reliable, experienced technicians and performers for fund raising efforts within two years

To develop a plan to promote board leadership



Rily White & Company, Inc. proposes a toast to...

...Allied Arts Fund . Don Alsedek . Alva Restaurant & Hotel • The Bare Wall Gallery • Broad Street Market Judith Brown-Peppers
 Theresa Brulaker
 Carlisle Camera Shop • Andrea Catlin • Cheryl Crider • Sandy Cullen • John D'Arcangelo . Dennis of Open Stage . D-GEM . Doshi Center for Contemporary Art . Gary Forey . Harrisburg Community Theater • The Harrisburg Hotel • Harrisburg Human Relations Commission • Harrisburg Men's Chorus • Frank ladacola • Sandy Kendall • Joe & Lynn Kintz • Al Kochick • Ty Lemkelde • Jim Lewis • Mike McGehan • Miglino Associates • Rick Miller • Miss Garbo's Restaurant • Mumma's Jewelry Store • The Neptune Lounge Open Stage of Harrisburg
 PFLAG
 Paper Moon Restaurant The Pennsmen • Pep Grill • Parcell's Styling Salon • R. G. Auto Body . Ray Davis . Riverfront Inn . Robert's Flowers . The Salon at Electric Beach . SCAAN . Rich Scharl . Joyce Shuey . Curtis Smith . Jimmy Smith . Specialty Cakes • Shari Stevens • Strawberry Cafè • Joe Swift • Jan Tamanini • Joy Ufema • The Vault • WITF • York House Hospice • You're the Star-Karaoke

for enabling us to have a great 1993!

Heres to a fantastic 1994!!!

Notes

