



Dear Friends,

Excitement, optimism, energy, enthusiasm, and dedication are the most common words used to describe the current approach to the future of Vanguard Music and Performing Arts in our 55th year of existence. There are so many exciting opportunities being explored and groundwork being created and we're so excited to share our direction with all our supporters and fans. After having to suspend our programs and much of our normal operations in 2020, Vanguard Music and Performing Arts (VMAPA) approached 2021 with a renewed sense of purpose, passion, and innovative spirit. These values have always been an integral piece of our DNA, and in the aftermath of the pandemic, they have been more important than ever to ensure the success of our organization. In 2021, *Wait for Me* became the most unique production in VMAPA history, premiering at the DCI Showcase exhibition in Indianapolis. The statement "we may not be around this year, but we're still Vanguard" was felt loud and clear throughout the activity.

Following *Wait for Me*, program administration, led by Rafael Bretado, Vanguard Cadets Director, and Rebecca Compton-Allen, Santa Clara Vanguard Director, has been hard at work and activities are now well underway for the 2022 season. Get ready for a summer to remember!

In the wake of the last two years, we've been busy at VMAPA overcoming our own obstacles and building the foundation for a strong and sustainable future. Here's what we're up to:

- Diversifying our funding sources through sponsorships, partnerships, grants, and expanding bingo operations
- Strategically improving internal culture, alumni engagement, and business efficiencies
- Expanding enrichment and educational opportunities in the bay area region
- Enhancing of brand reach, recognition, and following
- Fostering a culture of support, excellence, inclusion, and healthy habits with employees, volunteers, and performers in mind.
- Providing the unique world class Vanguard experience of learning, fortitude, and excellence to each performer.

VMAPA is committed to being transparent, responsive, thoughtful, and enthusiastic in all things. We have a bright future ahead of us and so much to be grateful for. As VMAPA emerges into this new renaissance of innovation, creativity, and service, we are eager to provide a transformative experience for a new generation of performers. After nearly two years of having limited opportunities to connect, we look forward to reuniting with our incredible community of supporters in 2022. Join VMAPA this year as we embark on a new and exciting chapter of growth for our organization. Whether you're a fan, donor, volunteer, or alumnus, or anything in between, we can't wait to share all of the amazing things we have in store!

Jeremy C Van Wert MFT MBA
Executive Director-Vanguard Music & Performing Arts



Mission

To inspire communities and enrich lives by increasing opportunities for participation, education, and excellence in the performing arts.



Vision

To create good human beings. Growing the leaders of tomorrow.



Mindset

The Vanguard mindset promotes excellence, resilience, personal responsibility, and a commitment to high level performance in all things.



Commitment

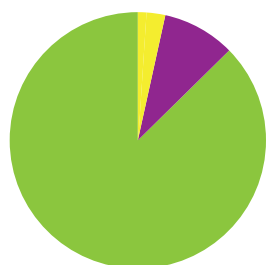
We are committed to ensuring an inclusive, productive, healthy, positive, educational, and nurturing experience for our performing members and their families.



Finance

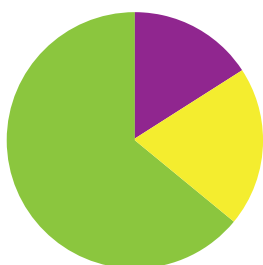
VMAPA places primary importance on creating the greatest experience possible for our performers. This experience requires substantial funding.

2021 Revenue



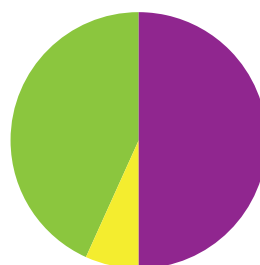
Bingo	85%
*Shared Services	14%
Programs	0.72%

2022 Revenue



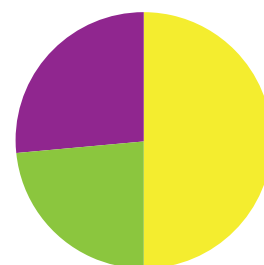
Bingo	64%
*Shared Services	16%
Programs	20%

2021 Expenses



Bingo	41%
Shared Services	50%
Programs	9%

2022 Expenses



Bingo	23%
Shared Services	28%
Programs	49%

***Shared Services = Donations, asset sales, events, commission, merchandise, and instrument sales**

VMAPA strives to keep performer costs down, subsidizing much of the accrued costs through fundraising, bingo, and grants. (Data diagram): The average cost per member for the Vanguard drum corps experience is \$15,451.00. Vanguard asks roughly 25% of this cost to be covered by the member.

Combined Drum Corps Cost

\$4,326,530

Average Member Cost

\$15,451

Average Tuition Paid

\$3,863



DEI

Vanguard provides a cultural, educational, and policy bound approach to operations designed to remove barriers to inclusion and opportunity for BIPOC/LGBTQ+ people. This approach starts by ensuring diversity throughout the organization.

Board Diversity Stats:

11 members

6 women (55%), 5 men (45%).

5 POC (55% persons of color)

Occupations/Expertise:

Chief Financial Officer
Nonprofit Management, Union President
Retired School Board
Retired Business Development Director
CPA - Media/Entertainment
CPA - Silicon Valley Tech, Global Taxation
Doctor of Musical Arts
Founder - Investment Firm
Data Analysis, Sales Strategy and Operations
Attorney - Intellectual Property and Internet Litigation
Founder - Events Producer
Mayor of Santa Clara



Projects

Vanguard Historical Society – A joint effort between employees and volunteer are coordinating and accomplishing the establishment of a 10 year project to build an online museum chronicling the story of Vanguard in pictures, videos, and recordings of stories. If you're interested in helping, email history@scvanguard.org

Bingo Upgrades – In 2022 Vanguard will be embarking on the establishment of second bingo game at the American Legion Hall in Redwood City. A new approach to design and service is also being implemented in Santa Clara to deeply respect the place Vanguard Hall has in displaying memorabilia while also ensuring a festive and exciting experience for our bingo players.

Community Music – In 2022, VMAPA endeavors to create a music program designed to promote music education in the local community and bring music and dance to communities throughout the bay area.



Strategy

Watershed Moment – In 2021 Watershed Moment conducted interviews throughout all areas of VMAPA and developed a strategy for reducing silos, increasing efficiency, promoting communication, and ensuring the most collaborative processes to accomplish all things. In 2022, teams including leadership, board members, employees, alumni, and community members will join together in a process of improvement designed to unify, open dialogue, and create symmetry in all areas of VMAPA.

Diversification of Funding Streams – The Southwest Airlines partnership is the beginning of a promising search for values based relationships established on mutual benefit. Continuing to seek mutual benefit with major brands ensures the financial security of VMAPA and decreases Vanguard's financial vulnerability. Vanguard will continue to seek grants, sponsorships, and partnerships as a financial strategy through 2022.

How can you be involved?

- Do you have connections to a values-based company that would make a great Vanguard partner? Introduce us! Email jvanwert@scvanguard.org
- Become a Star Donor to ensure our mission continues. Click [here!](#)
- Contact us about volunteer opportunities. We need people in all places and skills! Click [here!](#)
- Get involved with the Alumni Association and get to know an incredible network of professionals. Email alumni@scvanguard.org

