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VIRGINIA REPERTORY THEATRE

2015/16 ANNUAL REPORT

2015/16 YEAR IN REVIEW

Fiscal 2016 was a good year in the 63-year life of our nonprofit company. Established as Barksdale Theatre in 1953, Virginia Rep was formed by the 2012 merger of Barksdale Theatre (metro Richmond's first professional nonprofit performing arts organization) and Theatre IV (Virginia's first professional nonprofit children's theatre). We stand today as metro Richmond's flagship stage company, a regional theatre of national standing.

Under the governance of a strong 34-member Board of Directors, and the staff leadership of Artistic Director Bruce Miller and Managing Director Phil Whiteway, we embraced four strategic goals in 2015-16:

- 1. **Maintain the artistic excellence** of our theatrical programming as it is presented in four venues and an essential statewide educational touring operation
- 2. **Complete our Critical Needs Capital Campaign** to secure the safety, comfort, and future of our historic downtown facilities
- 3. **Hire a new Program Manager: Community Health and Wellness** to conduct a year of research and development leading to the establishment of our newest service initiative FIELD (Family Involvement in Early Literacy Development)®
- 4. Conclude a 12-month national search to identify and **recruit our new artistic director**.

We are proud to report success on all four fronts.

We produced and presented 34 outstanding plays and musicals, serving a total annual **audience of approximately 530,000**, and earning a **record-breaking 47 nominations and 11 awards** for excellence from the Richmond Theatre Critics Circle. The Professional Premiere of *Croaker* by Richmond artists Debra Clinton and Jason Marks was presented on our Children's Theatre season and recognized by the RTCC as **Best New Work**. Our hit production of *Dreamgirls* won **Best Musical** (and **Best Director** for our Associate Artistic Director Chase Kniffen) and attracted over 14,000 audience members into downtown Richmond.

We replaced the crumbling 1911 plaster ceiling in our historic November Theatre, the oldest major theatre in Virginia, and refurbished our lobby and bathrooms. We purchased the two adjoining properties immediately to the east of our landmark facilities, securing our footprint for future expansion of our studio theatre (Theatre Gym) and shop spaces.

With leadership support from the Robins Foundation, we hired Amy Sproul, M. Sc. in Social Psychology from the London School of Economics, to manage our vital Community Health and Wellness Program. In partnership with ExCELL, Family Lifeline, Smart Beginnings Greater Richmond, and the Richmond Public Library, we planned for the **November 2016 launch of our innovative new service initiative, FIELD** (Family Involvement in Early Literacy Development)®.

From a nationwide pool of 52 applicants, we selected **Nathaniel Shaw to serve as our new Artistic Director**. He takes the reins from Bruce Miller, our founding artistic director for the last 41 years. Bruce is transitioning to his new role as Founding Producer, continuing major responsibilities in development and educational programming. Nathaniel inherits a healthy, firmly established company, a major contributor to the arts, education, and historic preservation communities in Central Virginia.

2015/16 BOARD OF DIRECTORS

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MEET NATHANIEL SHAW

Our new Artistic Director

Throughout all of 2015-16, Virginia Rep conducted a national search to identify and recruit a new artistic director. Our former artistic director, Bruce Miller, transitioned on July 1, 2016, to his new role as Founding Producer. Fifty-two candidates applied for the position. After long and careful consideration, the Board hired Nathaniel Shaw.

Thirty-seven years old and a father of two young sons, Nathaniel is emerging as one of our nation's artistic leaders. He graduated from the University of Northern Colorado with a degree in Musical Theatre. He danced professionally for three years with the acclaimed Paul Taylor Dance Company. He founded and served six seasons as the artistic director of New York's Active Theatre. He directed and starred in professional regional theatres around the nation. During the Centennial of Oklahoma statehood, he co-starred in *Oklahoma!*, playing Will Parker alongside Tony Award winner Kelli O'Hara as Laurie, and Tony nominee Will Chase (Luke Wheeler on ABC's *Nashville*) as curly. On Broadway, Nathaniel served as an Associate Choreographer for the Tony Award-winning musical *Once*, working on the Broadway transfers to Australia and Korea.

At the beginning of our 2015-16 Signature Season, Nathaniel directed *Peter and the Starcatcher* for Virginia Rep, receiving a nomination as Best Director from the Richmond Theatre Critics Circle.

After years of working out of New York and living in northern New Jersey, Nathaniel, his wife Lisa, and their two young sons look forward to calling Richmond home.





DONORS

We thank the many individuals and institutional funders who have given to Virginia Rep so generously in the past year. All donors of \$50 and above are listed in our playbills. The following lists reflect contributions of \$500 and above received in fiscal year 2016. We have made every effort to list individual names correctly. If we have made an error, please accept our apologies and contact our development office at 783-1688, ext. 1123.

Virginia Rep is grateful for the generous challenge grants of \$260,000 each from **The Cabell Foundation** and **Mary Morton Parsons Foundation** to support the continuing restoration of our historic facilities on Broad Street. We are currently raising funds to meet the matching requirement from individuals. Gifts noted with the symbol ^ include contributions to this effort.

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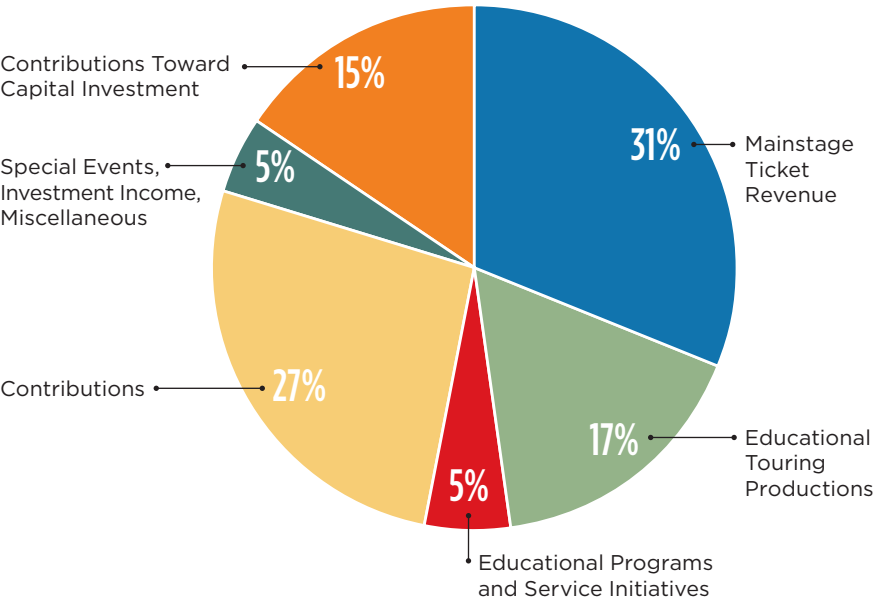
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FINANCES – FISCAL YEAR 2016

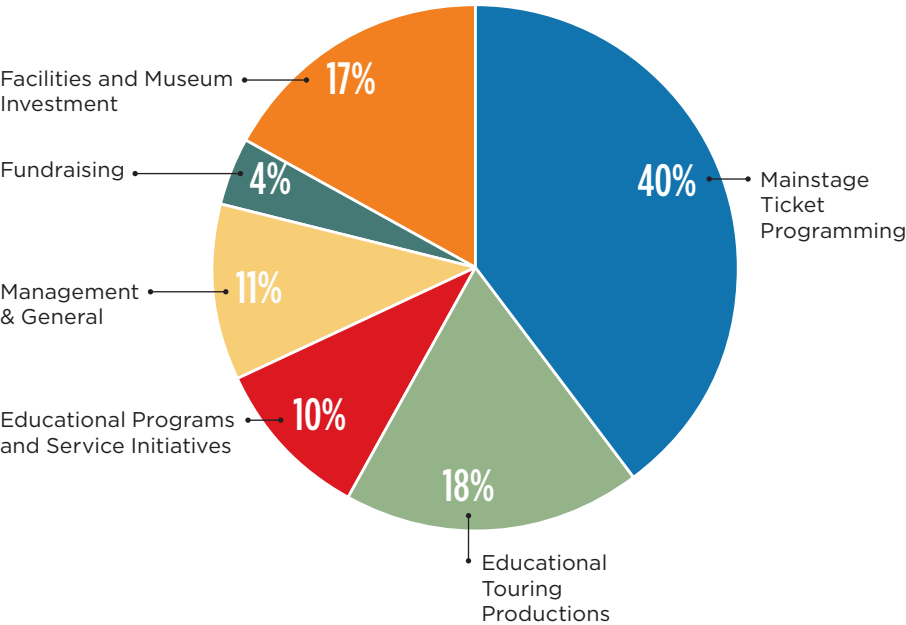
Where did our money come from?

Mainstage Ticket Revenue	\$1,783,439
Educational Touring Productions	950,862
Educational Programs and Service Initiatives	299,253
Contributions	1,513,287
Special Events, Investment Income, Miscellaneous	271,446
Contributions Toward Capital Investment	883,364
Total Receipts	\$5,701,650



How did we use it?

Mainstage Ticket Programming	\$2,264,411
Educational Touring Productions	1,036,378
Educational Programs and Service Initiatives	565,774
Management & General	624,795
Fundraising	231,497
Facilities and Museum Investment	957,098
Total Expenditures	\$5,679,953
Net Receipts over Expenditures	\$21,697



Virginia Repertory Theatre
Summary of financial information for the year ended June 30, 2016 (Unaudited)



2015/16 AT-A-GLANCE

ANNUAL REVENUE

\$5,701,650

ANNUAL EXPENSES

\$5,679,953

CONTRIBUTIONS

\$2,396,651

COMPENSATION

paid to Richmond-based artists and staff

\$2,674,095

ECONOMIC IMPACT

\$19,269,153

ANNUAL ATTENDANCE

Signature Season (November Theatre) 32,803

Children's Theatre Season 26,069

Hanover Tavern Season 12,973

Cadence Theatre Season 2,595

Tour to schools in Greater Richmond 71,750

Tour to VA schools outside RVA 80,850

National tour* outside VA 250,890

Camps, classes, service initiatives 60,996

Total attendance - approximately 530,000

* No contributed revenues are used in support of national touring. National tour earnings subsidize free or below-cost touring to low income schools throughout metro Richmond and Virginia.

34 plays and musicals earning a record-breaking
47 nominations and 11 awards for excellence from
Richmond Theatre Critics Circle

Virginia Repertory Theatre

114 West Broad Street

Richmond, VA 23220

(804) 783-1688

virginiarep.org

VIRGINIA

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Actor Photo Credits:

Jeremy Michael Lagunas, Cast (*Peter and the Starcatcher*); Desirée Roots (*Dreamgirls*); Alexander Sapp, Carolyn Demanelis (*Summer and Smoke*); Charley Raintree, Jacob Pennington (*Equus*, produced in partnership with Cadence Theatre); Cariel Hughes (*Croaker*); Scott Wichmann (*This Wonderful Life*); Trent Williams, Brent Gallahan (*Goodnight Moon*); Maggie Roop, Scott Wichmann (*The Last of the Red Hot Lovers*); Joe Pabst, Steve Boschen, Ford Flannagan, Levin Valayil (*The Fabulous Lipitones*); Katrinah Carol Lewis, Jerold Solomon (*The Mountaintop*, produced in partnership with Cadence Theatre); Adam Turck, Grace Sammons, Caleb Wade, Sara Heifetz (*The House at Pooh Corner*); Robyn O'Neill (*Gypsy*); Michael Brown (*I Have a Dream*); Cast (*Peter and the Starcatcher*); Evan Philip Bergman, Lauren Elens, Wilbur Edwin Henry (*Saturday, Sunday, Monday*); Lauren Leinhaas-Cook, Larry Cook (*I Do! I Do!*); Corbin Puryear, Gordon Bass (*The Velveteen Rabbit*)

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