

VIRGINIA

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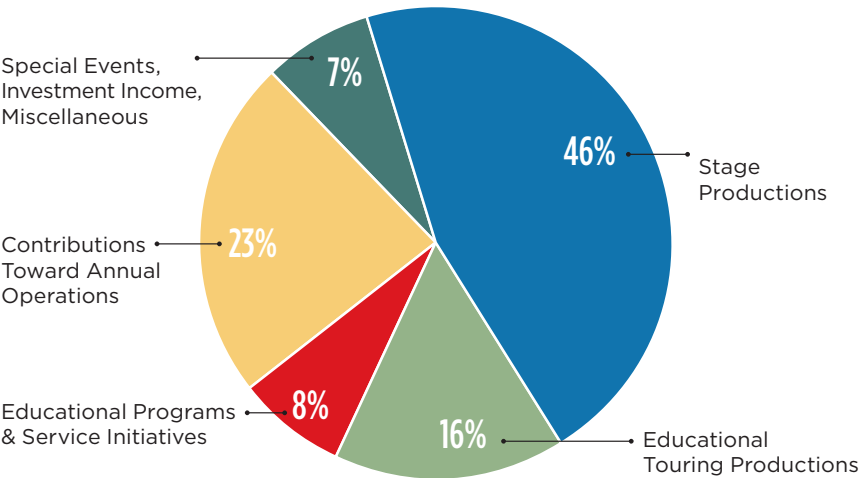


VIRGINIA REPERTORY THEATRE
2017/18 ANNUAL REPORT

FINANCES – FISCAL YEAR 2018

Where did our money come from?

Stage Productions	\$2,674,569
Educational Touring Productions	925,599
Educational Programs & Service Initiatives	438,863
Contributions Toward Annual Operations	1,355,690
Special Events, Investment Income, Miscellaneous	433,600
Total Receipts	\$5,828,321

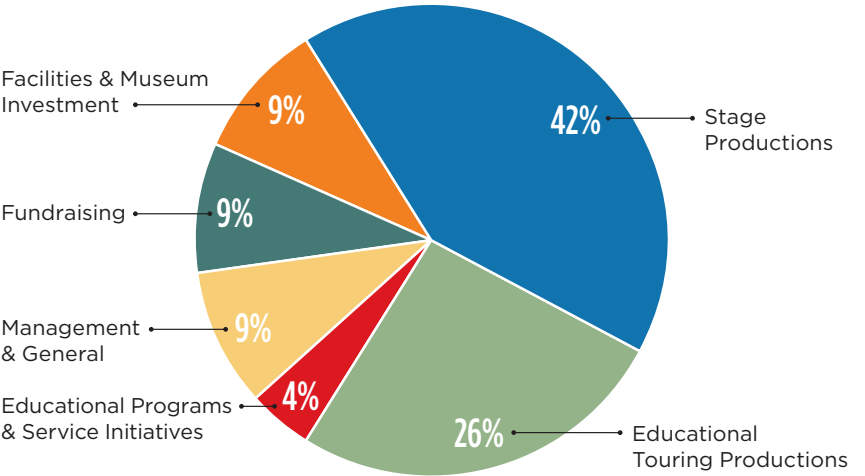


Virginia Repertory Theatre
Summary of financial information
for the year ended June 30, 2018



How did we use it?

Stage Productions	\$2,329,377
Educational Touring Productions	1,451,387
Educational Programs & Service Initiatives	245,310
Management & General	522,646
Fundraising	489,790
Facilities & Museum Investment	525,356
Total Expenditures	\$5,563,866
Net Receipts over Expenditures	\$264,455



2017/18 YEAR IN REVIEW

Virginia Rep moved forward in its leadership transition as Artistic Director Nathaniel Shaw started his second year and Phil Whiteway served in his 43rd as Managing Director.

We finished the year with \$5,828,321 in operating revenue, exceeding expenses by \$264,455. Governed by a 31-member Board of Directors chaired by Cal Jennison, we proudly report significant progress in these four focus areas:

Artistic Excellence

We produced 33 critically acclaimed plays and musicals, serving an annual audience of 530,000. We earned **45 award nominations** and **11 wins** (including both **Best Play** and **Best Musical**) from the Richmond Theatre Critics Circle. Our Signature Season at our historic November Theatre drew into downtown 44,007 audience members of all ages, ethnicities, and socioeconomic backgrounds.

Nathaniel directed an award-winning ***West Side Story***, one of Virginia's entries into the International Bernstein Centennial. His wife, Lisa Rumbauskas, choreographed ***Mary Poppins***, earning an **Artsie Award for Best Choreography**. Matthew Couvillon elevated theatre dance in RVA, recreating the Jerome Robbins choreography for ***West Side Story***.

Strategic Planning

Our comprehensive Strategic Planning Process kicked into high gear in 17/18, providing a practical roadmap for an exciting future. Virginia Rep will focus on artistic excellence, commitment to community, upgrading facilities, securing our financial future, and implementing new communications strategies.

New Play Development

Nathaniel's World Premiere production of ***River Ditty*** by Matthew Mooney Keuter attracted the attention of Broadway/West End producers Glass Half Full, who plan a London production. Thanks to generous gifts to the Muriel McAuley Fund from Ted and Mary Linhart and Vivian Keasler, we sent actress/playwright Eva DeVirgilis around the world to conduct research on international concepts of women and beauty, to inform our upcoming World Premiere of Eva's new play ***In My Chair***.

Community Health and Wellness

Under the leadership of Bruce Miller, our Community Health and Wellness Programs continued to "use theatre to serve the community in exceptional ways." Partnering with Families Forward Virginia and the Virginia Department of Social Services, we celebrated the 35th Anniversary of ***Hugs and Kisses***, Virginia's principal child sexual abuse prevention program. We launched a new audience access program for blind children and adults, implementing tactile tours and, in partnership with Virginia Voice, live audio description. Working with George Mason University, we signed on to MasonARC, selected by the National Endowment for the Arts as one of eight arts research centers nationwide to test and document the role the arts play in child development.

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 2018. 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.

INDIVIDUAL CONTRIBUTORS

Angels (\$25,000+)

Josée & Bill Covington
Don & Betsy Garber
Cal & George Jennison
Ms. Vivian Keasler
Mary & Ted Linhart
Sara Belle & Neil*
November
Carolyn & Bill Paulette

Directors (\$10,000 - \$24,999)

Page Bauder
Mr. Roy E. Burgess
Patricia & Colin Campbell
Mr. & Mrs. Thomas F. Farrell
Dr. & Mrs. William M. Gottwald
Mr. & Mrs. Steven Markel
Bruce & Terrie Powers Miller
Mr. & Mrs. Joseph K Reid III
Mr. Gilbert Rosenthal

Stars (\$5,000 - \$9,999)

Dr. Mark Bladergroen & Mrs. Carmella Maurizi
J. Read Jr. & Janet Dennis Branch
Mr. & Mrs. R.H. Bunzl
Mr. & Mrs. James Carreras Jr.
J.P. Causey Jr.
Mr. & Mrs. William E. Collin
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Donna T. Douglas
Virginia Forster
Mary & David Frediani
Margaret R. Freeman
Ms. Carrie T. Galeski
Mr. & Mrs. Thomas F. Garner Jr.
Lynn Greer
Bruce & Janet Kay
Mrs. Margaret Pence
Mr. & Mrs. William B. Thalhimier Jr.
John Moon & Abby Winship
S.R. & Amy M. Williams

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Jane Beaver
Maura & Michael Bisceglia
Mark & Katherine Busser
Dean & Jewel Caven
Susan & John Davenport
Cliff Fleet & Fran Zimmel
Gonzalee Ford
Thomas S. Gay
Mr. Stephen Goddard
Paige Goodpasture
Mr. & Mrs. P. Christopher Guedri
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Nancy & Hugh Harrison
Dr. Catherine Howard & Jeffrey Gallagher
Ken & Kathy Lemelin
Meredith & Perry Miles
Barbara Quirk
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Fred W. Scott Jr.
Larry & Matilda Shifflett
Paul & Nancy Springman
Annie & Jimmy Stanley
Mr. & Mrs. James E. Ukrop
Phil & Donna Whiteway

Community Builders (\$1,000 - \$2,499)

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Mr. & Mrs. Robert M. Alexander
Ruth & Franco Ambrogi
Ms. Lynn Anderson
Brad & Frazier Armstrong
Mr. & Mrs. Richard L. Beadles
Dr. John A. & Mary Jane Board
Anne & Roger Boeve
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Lynn L. Clayton
The Rev'd. Dr. E. Allen Coffey & Dr. Deborah Waters
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Tom & Sheri Crowell



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Brenda & Tom Eggleston
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Karen & John Palen
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Barry & Gail Ridgeway
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David & Linda Rose
Barbara & John Rose
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Mr. & Mrs. James E. Ryan Jr.
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Martha V. Singdahlsen
Marjorie Perrin & Parke Smith
Kelly & Jonathan Stalls
Brian & Kate Stark
Ms. Margaret Thomas

Mandy & Billy Tornabene
Ted & Katie Ukrop
Jill & Mark Webb
Rafe & Amy Wilkinson
Women's Club of Bon Air

Co-Stars (\$500 - \$999)

Carroll W. & Christopher R. Andrews
Reid & Lisa Ashe
Kurt Baese
Warren & Christie Beam
Richard K. & Anne H. Bennett
John & Peggy Borgard
Matthew & Heather Boyce
Zoe & Ben Bunnell
Dr. & Mrs. Charles Burch III
Dr. John B. H. Caldwell
William H. Carter
Mr. & Mrs. Herbert A. Claiborne III
Druanne & Ralph Cummins
Angela & Sean Cusack
Kay & Philip Davidson
Carolyn A. Davis
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Ms. Mary Butler Eggleston
Howard & Leigh Ann Feller
Nancy & Jerry Finch
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Mr. & Mrs. Robert B. Giles
Roy Grier
Richard & Linda Guilmart
Catherine C. & Kitty Harlow
Jack & JoAnn Harris
Ms. Mary Harrison
Cynthia & Shep Haw
Les Lewis & Ron Howard
Ms. Joanne Katsantonis

* deceased



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Ms. Hope Kestle
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Manuel & Carolyn Loupassi
Jeff & Mary Ann Markunas
Read & Cathy McGehee
Allen & Diane Neergaard
Kelly & Christy O'Keefe
Mary Lloyd & Randy Parks
Kathleen Patenaude
Jay & Casey Payne
Edward & Alice Rivas
Barbara &
Ronny Robertson
Sara. L. Rugg
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William & Aletta Tate
Alice & Richard Tilghman
Pat Vastano &
Dennis Lieberman
Mr. Edward Villanueva
Mollie Watts
Sandra H. & Roger C. Wiley
Dave Winter
Christy Wise &
Robert Axelrod
Mr. & Mrs. John Wright
Helen & Wil Zuelzer

INSTITUTIONAL CONTRIBUTORS

Cornerstones (\$50,000+)

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E. Rhodes and Leona B.
Carpenter Foundation
Dominion Energy

Lettie Pate Whitehead
Foundation, Inc.
The Linhart Foundation
The Shubert Foundation Inc.
Virginia Commission for
the Arts

Angels (\$25,000 - \$49,999)

The Community
Foundation Serving
Richmond &
Central Virginia
CultureWorks
Union Bank & Trust

Producers (\$15,000 - \$24,999)

Arenstein Foundation
The Community
Foundation for
Greater Atlanta
Gay & Erskine Love
Foundation
TowneBank

Directors (\$10,000 - \$14,999)

Overton & Katharine
Dennis Fund
Lewis & Butler Foundation
McGuireWoods LLP
Anne Carter Robins and
Walter R. Robins Jr.
Foundation

Stars (\$5,000 - \$9,999)

Bank of America
Estes Foundation
Gray Holdings LLC
Peachtree House
Foundation

Riverfront Investment
Group
R.E.B. Foundation
The Supply Room
Village Bank

Stage Managers (\$2,500-\$4,999)

Chesapeake Corporation
Covington Travel
Davenport & Company LLC.
Flippo Lumber
Greater Lynchburg
Community Trust
Kjellstrom & Lee, Inc.
Lewis Insurance
Associates
Network For Good
NewMarket Corporation
PricewaterhouseCoopers
Williamsburg Area Arts
Commission
Willis Towers Watson
Worth Higgins
York County Arts
Commission

Co-Stars (\$1,000 - \$2,499)

Camp Foundation
EDC
Fife-Davis Charitable Trust
Hourigan Construction Corp
Local Governments
and Schools
United Way Campaign
Nancy & Franklin Phillips
Charitable Fund of
The Community
Foundation

Rahal Immigration Law PLC
RSM US LLP
Kathryn & W. Harry
Schwarzschild Fund
Harry A. Thomas
Memorial Fund of The
Community Foundation

Community Builders (\$500 - \$999)

KPMG LLP
Kroger
Loucks Family Foundation
The Micawber
Foundation, Inc.
Nanchard Morganson
Charitable Fund
Newport News Arts
Commission

Ensemble (\$250 - \$499)

AMICA Mutual Insurance
Company
Google Inc.
Metropolitan Life
Insurance
Company
Northern Trust at Chicago
Community Foundation
GE Foundation

Curtain Raisers (\$100 - \$249)

circle S studio
Coille Limited Partnership
PGA Tour Charities
Charles R. Pruett &
Associates
Silpe Foundation

ACCESS VIRGINIA REP

Our 65-year history is based on a commitment to make our theatre performances inclusive of and accessible to everyone. We actively welcome all individuals and groups from our community. We strive to eliminate barriers to experiencing our performances just as our Barksdale Theatre founders did in 1954 when they broke the Jim Crow laws. Pursuing justice and equality, they invited the President of Virginia Union University and 40 students and faculty leaders to sit alongside the white audience at the Hanover Tavern, marking it the first time in Virginia history that a theatre audience was made up of mixed races. In 1975, Theatre IV founders established that “no one will be turned away due to inability to pay.” By continuing to prioritize audience access for all, we take theatre to the public with our touring programs and offer adaptive services and technologies to audience members so everyone can fully participate.

Audience demand for these four Audience Access programs is particularly notable:

- **Community Tickets** - reduced or no-cost tickets to individuals and groups that can’t afford the ticket price to our Richmond performances or touring shows.
- **Theatre Access for the Blind and Vision Impaired (TAB)** - select scheduled performances offering a pre-show tactile tour and real-time audio descriptions of visual parts of a performance.
- **Sensory Friendly Performances** - reduced sensory-stimulation performances for children and adults on the autism spectrum and their families.
- **Theatre Access for the Deaf and Hard-of-Hearing** - hearing induction loop that works with digital hearing aids to amplify the performance audio.

Our staff, casting, performances, tours, Audience Access programs, and community health and wellness programs, are all carefully selected and delivered to promote comprehensive inclusion where each person is valued, respected and welcomed.

2018/19 BOARD OF DIRECTORS

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Secretary

Kenneth R. Lemelin
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Charlie Whitaker
Steven R. Williams

2017/18 AT-A-GLANCE

ANNUAL REVENUE

\$5,828,321

ANNUAL EXPENSES

\$5,563,866

CONTRIBUTIONS

\$1,789,290

COMPENSATION

Paid to Richmond-based artists and staff

\$3,100,045

ECONOMIC IMPACT

Statewide

\$19,153,036

ANNUAL ATTENDANCE

Signature Season (November Theatre) 44,007

Children's Theatre Season 30,143

Hanover Tavern Season 11,286

Cadence Theatre Season 4,449

Tour to schools in Greater Richmond 60,090

Tour to VA schools outside RVA 121,550

National tour* outside VA 248,050

Camps, classes, service initiatives 10,427

Total attendance - approximately 530,002

* 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.

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



Actor Photo Credits: Cast (*West Side Story*); Trezana Beverley (*A Raisin in the Sun*); David Janosik, Louise Ricks and Christina Ramsey (*Knuffle Bunny*); Jonathan Brent Burgard and Katrinah Carol Lewis (*River Ditty*); Duke Lafoon and Violet Craghead-Way (*Fun Home*); Lexi Langs, Maggie Roop, and Irene Kuykendall (*Crimes of the Heart*); Anthony Cosby, Nicole Pearson, and William Anderson (*Songs from the Soul*); Stacey Cabaj (*Mary Poppins*); Catherine Shaffner (*Erma Bombeck: At Wit's End*); Jasmine Coles (*A Raisin in the Sun*); Taylor Cannon and Abigail Cook-Robinson (*Akeelah and the Bee*); Brandon Carter and Betsy Struxness (*Shakespeare in Love*); Happy Mahaney (*Appropriate*); Susan Sanford (*Appropriate*).

Photos by: Jason Collins, Jay Paul, Aaron Suttan

Virginia Repertory Theatre
114 West Broad Street
Richmond, VA 23220
(804) 783-1688
virginiarep.org

