



# rep



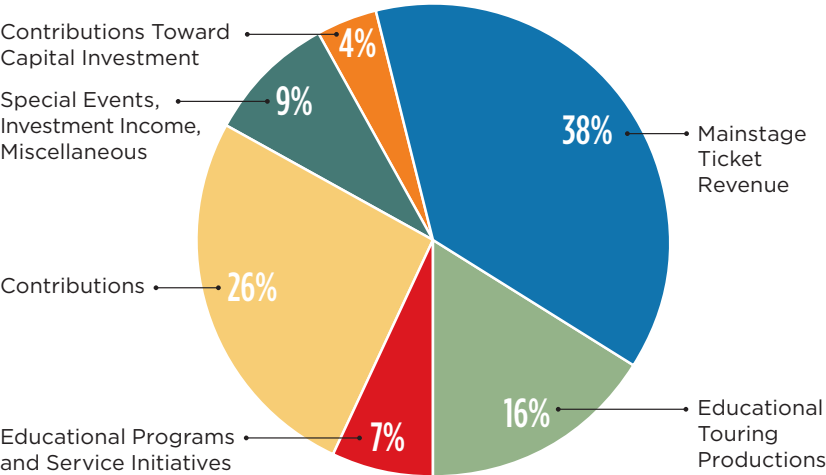
**VIRGINIA REPERTORY THEATRE**  
2016/17 ANNUAL REPORT



# FINANCES – FISCAL YEAR 2016

## Where did our money come from?

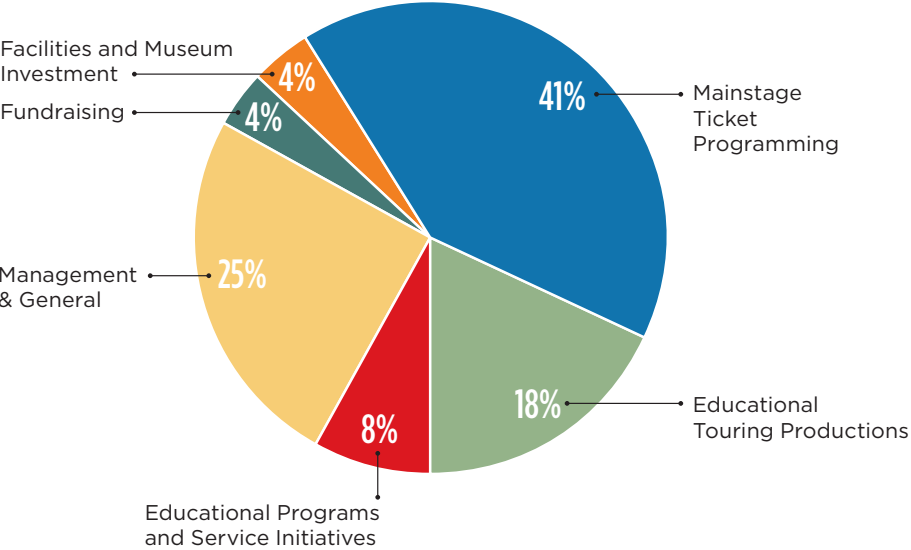
Mainstage Ticket Revenue	\$2,228,682
Educational Touring Productions	946,923
Educational Programs and Service Initiatives	397,949
Contributions	1,518,661
Special Events, Investment Income, Miscellaneous	549,818
Contributions Toward Capital Investment	252,000
<b>Total Receipts</b>	<b>\$5,894,033</b>



Virginia Repertory Theatre  
Summary of financial information for the  
year ended June 30, 2017 (Unaudited)

## How did we use it?

Mainstage Ticket Programming	\$2,307,586
Educational Touring Productions	1,044,171
Educational Programs and Service Initiatives	476,195
Management & General	1,405,080
Fundraising	210,483
Facilities and Museum Investment	217,382
<b>Total Expenditures</b>	<b>\$5,660,897</b>
<b>Net Receipts over Expenditures</b>	<b>\$233,136</b>



# 2016/17 YEAR IN REVIEW

Fiscal 2017 was a year of transition and growth at Virginia Repertory Theatre. Artistic Director Nathaniel Shaw completed his first year on the job, partnering with Phil Whiteway who completed his 42nd year as Managing Director. Co-founder Bruce Miller transitioned into his new role as Founding Producer, continuing his leadership of the company’s educational programming and fundraising. We finished the year with a record-breaking \$5,642,033 in operating revenue, exceeding expenses by \$198,518.

Under the governance of a strong 29-member Board of Directors chaired by Cal Jennison, our work focused on four strategic goals:

- 1. **Maintain the artistic excellence** of all theatrical programming as it is presented in four RVA venues and a nationally prominent educational touring operation
- 2. **Integrate Nathaniel Shaw’s artistic leadership** across the company while introducing him to the community
- 3. **Launch *Space Baby*, the first programmatic initiative created for FIELD** (Family Involvement in Early Language Development)®, our revolutionary pre-literacy program
- 4. Under Nathaniel’s leadership, **create a full-blooded New Play Development program** to advance Virginia Rep’s contributions to American theatre.

## We proudly report significant progress on all four goals.

From July 1 until June 30 we produced and presented 35 critically acclaimed plays and musicals, serving a total annual audience of approximately 530,000. We earned a **record-breaking 58 award nominations** for artistic excellence from the Richmond Theatre Critics Circle. Winners will be announced on October 9. Our blockbuster Broadway musical *In the Heights* by Lin-Manuel Miranda (the creator of *Hamilton*) drew into downtown Richmond nearly **14,700 audience members of all ages, ethnicities, and socioeconomic backgrounds**.

Nathaniel Shaw began his job with Virginia Rep on July 1. After the August 18 opening of his Off Broadway production of *Touch* to rave reviews in NYC, he moved to Richmond with his wife Lisa Rumbauskas and their two young sons. He immediately set to work on our World Premiere production of *The End of War* by David L. Robbins and our summer musical *In the Heights*, directing both to **outstanding critical acclaim**.

**The script and design for *Space Baby* were created in the fall**, and performances for low socioeconomic status mothers and their babies/toddlers began on November 22. An independent, professional evaluation design was created and implemented by Dr. Adam Winsler, Associate Chair and Professor, Applied Developmental Psychology at George Mason University. With a top score of 5 indicating excellence, measurable outcomes thus far have averaged 4.74 across six criteria.

**Our New Play Development program took a GIANT step forward.** We opened the World Premieres of *The Charitable Sisterhood Christmas Spectacular* by Bo Wilson in December, and *The End of War* by David L. Robbins in March, both to critical acclaim. In December we conducted a two-week developmental workshop of *River Ditty* by Matthew Keuter.

Based on the success of this workshop, Tony and Olivier Award-winning producer Glass Half Full signed on as a future collaborator. **The World Premiere of *River Ditty* is now scheduled for April 2018** as a part of our Signature Season.

# 2016/17 BOARD OF DIRECTORS

<b>Carol Anne Love (Cal) Jennison</b> <i>Chair</i>	Anne-Marie M. Anderson Brad H. Booker William H. Carter Jewel Glenn Caven	William A. Manson, Jr. Carmella Maurizi Suzanne W. Morris Gail C. Ridgeway
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<b>Dr. Monroe E. Harris, Jr.</b> <i>Immediate Past Chair</i>	Lynn C. Greer M. Addison Jones, Jr. Kevin M. Kilgore Mary Linhart	Charlie Whitaker Steven R. Williams

## MADE IN VIRGINIA



Even as Virginia Rep advances in national visibility and impact, we maintain our longstanding dedication to the artists and audiences who live with us here in RVA. Our nonprofit company was founded in 1953 by six New York actors who left the Big Apple to participate in the earliest stages of America’s regional theatre movement. They believed that a true “American Theatre” must be built on a national network of authentic regional companies, not on Broadway alone. Ever since, all of us at Virginia Rep have embraced their commitment to build a professional theatre community in metro Richmond, and sustain a talent pool that surpasses in excellence anything one would expect to find in a metro area of our size.

To achieve this goal, we annually employ several of the most accomplished artists working on Broadway to perform side-by-side with the finest theatre professionals living and working here in Central Virginia. With this summer’s hit musical *In the Heights*, our magnificent scenery was designed by Tony-nominated Broadway artist Anna Louizos, but every board, brick, and brace was built, forged, and painted here in RVA. The dynamic choreography came from the creative mind of Karla Garcia (on artistic leave from the Broadway cast of *Hamilton*), but our actors came mostly from the ranks of Virginia’s finest. Our leading lady, Arielle Jacobs, came to Virginia Rep fresh from her star turn as Princess Jasmine in the original Australian company of Disney’s *Aladdin*, after playing Nessarose in the Broadway cast of *Wicked*.

While this year’s hit Broadway musicals *Hamilton*, *The Great Comet*, and *The Prince of Broadway* were earning standing ovations in the Big Apple, stand-out performers within those productions were the very same artists you’ve learned to love in shows here at Virginia Rep. If you’re looking for an honest-to-goodness Broadway experience in RVA, you’re most likely to find it in your historic November Theatre.

As an added benefit, because we are your local professional regional theatre, made in Virginia, the majority of the dollars you spend on tickets and contributions stays here in Richmond. **In fiscal 2017, with your support, we provided the equivalent of 527 full time jobs. Our overall economic impact across the Commonwealth was \$12,707,670.**



# 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 2017. We have made every effort to list individual names correct. If we have made an error, please accept our apologies and contact our development office at 783-1688, ext. 1123.

## INDIVIDUAL CONTRIBUTORS

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## INSTITUTIONAL CONTRIBUTORS

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Harry A. Thomas Memorial Fund of The Community Foundation  
Williamsburg Area Arts Commission

**Community Builders (\$500 - \$999)**  
Loucks Family Foundation  
The Micawber Foundation, Inc.



# 2016/17 AT-A-GLANCE

## ANNUAL REVENUE

\$5,894,033

## ANNUAL EXPENSES

\$5,560,897

## CONTRIBUTIONS

\$1,770,661

## COMPENSATION

paid to Richmond-based  
artists and staff

\$2,674,095

## ECONOMIC IMPACT

in Greater Richmond

\$19,269,153

## ANNUAL ATTENDANCE

Signature Season (November Theatre) 43,216

Children's Theatre Season 28,028

Hanover Tavern Season 9,132

Cadence Theatre Season 2,783

Tour to schools in Greater Richmond 65,900

Tour to VA schools outside RVA 75,500

National tour\* outside VA 243,570

Camps, classes, service initiatives 73,900

**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  
**59 nominations and 17 awards** for excellence from  
Richmond Theatre Critics Circle

### Virginia Repertory Theatre

114 West Broad Street  
Richmond, VA 23220  
(804) 783-1688  
[virginiarep.org](http://virginiarep.org)

VIRGINIA

rep

### Actor Photo Credits:

Christie Jackson (*Violet*, produced in partnership with Cadence Theatre); Edgar Cavazos and Gabi Campo (*In the Heights*); Wolf J. Sherrill and Nicklas Aliff (*The End of War*); Anthony Wright (*Airline Highway*); Scott Wichmann, Jason Marks, Landon Nagel (*1776*); Chauncey Trask and Matt Polson (*Beauty and the Beast*); Josh Marin and JJ Caruncho (*In the Heights*); Jan Guarino and Debra Wagoner (*Charitable Sisterhood*); Cast (*Airline Highway*); Keaton Hillman (*1776*); Cast (*A Christmas Story: The Musical*); Eva DeVirgillis (*The End of War*); Alan Sader and Landon Nagel (*Da*); Cast (*In the Heights*); Jim Bynum (*The Little Engine that Could*); Grey Garrett (*Rabbit Hole*)

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