Where did our money come from?

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Mainstage Ticket Revenue</td>
<td>$2,228,682</td>
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<tr>
<td>Educational Touring Productions</td>
<td>946,923</td>
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<tr>
<td>Educational Programs and Service Initiatives</td>
<td>397,949</td>
</tr>
<tr>
<td>Contributions</td>
<td>1,518,661</td>
</tr>
<tr>
<td>Special Events, Investment Income, Miscellaneous</td>
<td>549,818</td>
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<tr>
<td>Contributions Toward Capital Investment</td>
<td>252,000</td>
</tr>
<tr>
<td><strong>Total Receipts</strong></td>
<td><strong>$5,894,033</strong></td>
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How did we use it?

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Mainstage Ticket Programming</td>
<td>$2,307,586</td>
</tr>
<tr>
<td>Educational Touring Productions</td>
<td>1,044,171</td>
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<tr>
<td>Educational Programs and Service Initiatives</td>
<td>476,195</td>
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<tr>
<td>Management &amp; General</td>
<td>1,405,080</td>
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<tr>
<td>Fundraising</td>
<td>210,483</td>
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<tr>
<td>Facilities and Museum Investment</td>
<td>217,382</td>
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<tr>
<td><strong>Total Expenditures</strong></td>
<td><strong>$5,660,897</strong></td>
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</table>

Net Receipts over Expenditures: **$233,136**

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

Carol Anne Love (Cal) Jennison
Chair

Jeffrey M. Gallagher
Vice Chair

Carter M. Reid
Secretary

Kenneth R. Lemelin
Treasurer

Dr. Monroe E. Harris, Jr.
Immediate Past Chair

Anne-Marie M. Anderson
Brad H. Booker
William H. Carter
Jewel Glenn Caven
Laura Lee Chandler
Josée Covington
Dan Cornell
T. Christopher Cox
Mary Butler Eggleston
Mary Claiborne Frediani
Jeffrey E. Galanti
William E. Garrison III
Thomas S. Gay
Lynn C. Greer
M. Addison Jones, Jr.
Kevin M. Kilgore
Mary Linhart

William A. Manson, Jr.
Carmella Maurizi
Suzanne W. Morris
Gail C. Ridgeway
George W. Riegel, Jr.
Martha Vannoy
Adrienne P. Whitaker

Ric Aarenstein
Donald B. Garber
Dr. Barbara Glenn
J. Theodore Linhart
Carolyn Paulette
Dr. Terrie H. Scheckelhoff
Charlie Whitaker
Steven R. Williams

Advisory Council

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

Angels ($25,000+)
Joséé & Bill Covington
Don & Betsy Garber
Cal & George Jennison
Ms. Vivian Keasler
Mary Ted Linhart
Sara Belle & Neil November
Carolyn & Bill Paulette

Producers ($15,000–$24,999)
Brenda & Tom Eggleston
Paul Galanti
Bill & Mary Garrison
Robert & Lynne L. Glasser
Mr. & Mrs. Stephen M. Goddard
Anne Rennolds Gray
Lynn Greer
Missy & Sandy Gullquist
Jim & Jane Hartough
Dolly Hintz
Mary Lou B. Hopkins
Mark Hourigan
Anne-Marie Irani & Larry Schwartz
James Klaus
Charlotte McCutcheon
Sue Ann Messemer
Suzanne & Rick Morris
Chris & Robin Nagle
Terry & Linda Ogger
John & Kim O’Grady
Karen & John Palen
Mr. Douglas H Pick
Barbara Quirk
Robert & Martha Rhodes
Barry & Gail Ridgeway
Jennifer & George Riegel
Donald M. Robelen
Cindy & Bob Roife
Barbara & John Rose
David & Linda Rose
Mr. John Rupp
Larry & Matilda Shifflett
Sandi & Dick Shirley
Lou Simpson & Tasha Fleming
Ms. Margaret R. Thomas
Ted & Katie Ukrop
Phila & Donna Whiteway

Stage Managers ($2,500–$4,999)
Mr. & Mrs. William V. Garner
Ken & Kathy Lemelin
Bessie S. Manz
John Moon & Abby Winship
Mr. & Mrs. Kenneth M. Perry
Mr. & Mrs. Joseph K. Reid III
S.R. & Amy M. Williams

Community Builders ($1,000–$2,499)
Ruth & Franco Ambrogio
Anonymous (2)
Mr. & Mrs. Robert Alexander
Peter S. & Marcia Alcorn
J & Anne-Marie Anderson
Brad & Frazier Armstrong
Page Bauder
Mr. & Mrs. Richard L. Beadles
Dr. John A. & Mary Jane Board
Annie & Roger Boeve
Brad & Jan Booker
Gray Booker
Zoe & Ben Bunnell
John & Kim Burgner
Mr. & Mrs. Douglas W. Burks
Elizabeth (Lee) Camp
Dean & Jewel Caven
Ron & Nancy Coles
T. Christopher Cox & Elsa Woodaman
Steve & Jammie Coy
Tom & Sheli Crowell
Virginia & Larry Eiben
Tom & Anne Garland
Farrell
Jeff & Amanda Galanti

Paul Galanti
Bill & Mary Garrison
Robert & Lynne L. Glasser
Mr. & Mrs. Stephen M. Goddard
Anne Rennolds Gray
Lynn Greer
Missy & Sandy Gullquist
Jim & Jane Hartough
Dolly Hintz
Mary Lou B. Hopkins
Mark Hourigan
Anne-Marie Irani & Larry Schwartz
James Klaus
Charlotte McCutcheon
Sue Ann Messemer
Suzanne & Rick Morris
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Karen & John Palen
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Robert & Martha Rhodes
Barry & Gail Ridgeway
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John & Kim Burgner
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Elizabeth (Lee) Camp
Dean & Jewel Caven
Ron & Nancy Coles
T. Christopher Cox & Elsa Woodaman
Steve & Jammie Coy
Tom & Sheli Crowell
Virginia & Larry Eiben
Tom & Anne Garland
Farrell
Jeff & Amanda Galanti

Edward & Alice Rivas
Edward & Alice Rivas

INSTITUTIONAL CONTRIBUTORS

Cornerstones ($50,000+)
Altria
E. Rhodes & Leona B. Carpenter Foundation
The Community Foundation Serving Richmond & Central Virginia
Dominion Energy
Lettie Pate Whitehead Foundation
The Linhart Foundation
Virginia Commission for the Arts

Angels ($25,000 - $49,999)
CultureWorks
William J. & Dorothy K. O’Neill Foundation
Robins Foundation
The Shubert Foundation
Union Bank & Trust
The Windsor Foundation

Producers ($15,000 – $24,999)
Arenstein Foundation
Roy E. Burgess II Fund of The Community Foundation
The Community Foundation
The Community Foundation
Cecil R. & Edna S. Hopkins Family Foundation
Gay & Erskine Love Foundation
Memorial Foundation for Children
TowneBank

Directors ($10,000 – $14,999)
Overton & Katharine Dennis Fund
Dominion Service Company
Launders Charitable Trust in memory of John D. (Jack) Welsh
Lewis & Butler Foundation National Endowment for the Arts
Anne Carter Robins & Walter R. Robins, Jr. Foundation
Richard & Linda Guillemart
Jessica & Addison Jones
Dr. & Mrs. Mark Jones
Les & Lewis Horton
Heidi & Bill Levasseur
Mr. & Mrs. Edwin Malecheck
Read & Cathy McGhee
June & Ken Pankey
Mary Lloyd & Randy Parks
Kathleen Patenaude
Sharon & Edson Pederson
Mrs. Margaret Pence
C. D.L. Perkins

Edward & Alice Rivas

Mary and J.P. Causey Jr. Fund of The Community Foundation
Circle S
Carrie T. and Edward W. Galeski Fund of The Community Foundation
R.E.B. Foundation
RVA Hospitality Group
Tarrant’s Café, Max’s on Broad, Tarrant’s West, RVA Valet
Barbara J. Thalheimer & William B. Thalheimer Jr. Family Fund of The Community Foundation
Village Bank

Co-Stars ($1,000 – $2,499)
Richard and Juanita Beadles Family Fund of The Community Foundation
Douglas W. And June M. Burks Charitable Fund of The Community Foundation
Ruth Camp Campbell Foundation
Ted and Laura Lee Chandler Fund of The Community Foundation
Dominion Service Company
Ernst & Young
Stephen M. and Cheryl G. Goddard Family Fund of The Community Foundation
Newport News Arts Commission
Nancy & Franklin Phillips Charitable Fund of The Community Foundation
Riverfront Investment Group
Kathryn and W. Harry Schwarzschild Fund
Harry A. Thomas Memorial Fund of The Community Foundation
Williamsburg Area Arts Commission

Community Builders ($500 – $999)
Loucks Family Foundation
The Micawber Foundation, Inc.
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<thead>
<tr>
<th><strong>ANNUAL REVENUE</strong></th>
<th><strong>$5,894,033</strong></th>
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<tbody>
<tr>
<td><strong>ANNUAL EXPENSES</strong></td>
<td><strong>$5,560,897</strong></td>
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<tr>
<td><strong>CONTRIBUTIONS</strong></td>
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<td><strong>COMPENSATION</strong></td>
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<tr>
<td><strong>ECONOMIC IMPACT</strong></td>
<td><strong>$19,269,153</strong></td>
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<thead>
<tr>
<th><strong>ANNUAL ATTENDANCE</strong></th>
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<tr>
<td>Signature Season (November Theatre)</td>
<td>43,216</td>
</tr>
<tr>
<td>Children’s Theatre Season</td>
<td>28,028</td>
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<tr>
<td>Hanover Tavern Season</td>
<td>9,132</td>
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<tr>
<td>Cadence Theatre Season</td>
<td>2,783</td>
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<tr>
<td>Tour to schools in Greater Richmond</td>
<td>65,900</td>
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<tr>
<td>Tour to VA schools outside RVA</td>
<td>75,500</td>
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<tr>
<td>National tour* outside VA</td>
<td>243,570</td>
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<tr>
<td>Camps, classes, service initiatives</td>
<td>73,900</td>
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<tr>
<td><strong>Total attendance - approximately</strong></td>
<td><strong>530,000</strong></td>
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* 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

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 DeVirgilis (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)

Photos by: Jason Collins, Jay Paul, Aaron Sutten