The theme of our 9th Annual Anything Goes Gala was The Show Will Go On, and truer words were never spoken. It was our first virtual Gala, and it was a robust and inspiring show unto itself. If you didn’t catch it live on January 23, be sure to watch it now from our website at VirginiaRep.org. It’s 81 minutes of fun and good cheer. Endless thanks to the over 120 individuals who worked for months to make the Gala happen.

Best of all, the Gala was just the beginning. In February, we began distributing our video production of Harriet Tubman and the Underground Railroad free-of-charge to Title I schools throughout Virginia, and, for a modest fee, to other schools statewide. We are currently offering Harriet Tubman and two other children’s plays for families to watch at home with video-on-demand at our website.

In April, we’ll begin our First Fridays mini-cabaret program, Evening Songs, directed by our Music Supervisor, Anthony Smith. Evening Songs will be a series of free half-hour concerts presented live and open air on the First Friday of every month at our historic Virginia Rep Center. In May, we will offer virtual performances of our internationally acclaimed child abuse prevention program, Hugs and Kisses, available to all 2nd through 4th graders in elementary school classrooms statewide.

And this summer, in accordance with public safety protocols, we will reopen our live performance series with a lavish musical comedy sure to delight everyone in our community. As a tribute to the late great Randy Strawderman (Barksdale’s Artistic Director, 1997-2001), who passed away last summer, we are recreating an all new iteration of one of his signature hits, Ella and Her Fella Frank, starring Desirée Roots and Scott Wichmann.

We know it seems like we’ve been dark, and we have been. But we’ve also been VERY BUSY! Take heart, friends. At Virginia Rep, our best shows are soon to come!
A YEAR AND A HALF IN REVIEW

Fiscal 2020 (and the seven months that followed) was one for the record books — a year and a half that gave credence to the old Yiddish adage, “Man plans and God laughs.” Only everyone concurs that God wasn’t laughing this time.

We began the fiscal year with a joyful summer production of *The Wiz*, followed in our November Theatre by the rollicking mystery/musical comedy *A Gentleman’s Guide to Love and Murder*, starring Scott Wichmann, Alexander Sapp, and Grey Garrett. A bright reimagining of Rodgers and Hammerstein’s classic *Cinderella* brought merriment throughout the holiday season, followed by August Wilson’s masterwork, *Fences*, which triumphed as the Richmond Theatre Critics’ Circle Best Play of the Year.

*Forever Plaid* kicked off our Hanover Tavern Season with a song, and the singing continued with Debra Wagoner in *Always … Patsy Cline*, followed by the suspenseful hijinks of *The 39 Steps*. The Theatre for Young Audiences version of *Tuck Everlasting* delighted audiences of all ages on our Children’s Theatre Season at Willow Lawn, followed by Katrinah Carol Lewis’ brilliant reinvention of our signature history show, *Harriet Tubman and the Underground Railroad*. *13* (featuring a super-talented, all-adolescent cast) won hearts on our Cadence Season in Theatre Gym (co-produced with Cadence Theatre), followed (almost) by the transcendent newness of *Small Mouth Sounds*.

Ah … “almost.” In early March, COVID-19 took center stage and everything — all our mainstage productions and all our statewide, regional and national tours — came abruptly to a halt. With all those production and performance cancellations, 100% of our earned revenue beat a hasty retreat.

But the bills kept coming. Virginia Rep is a major company — bringing in and sending out approximately $5.8 million per year. Beginning in March, the earned revenue may have stopped — but the mortgage payments, tax assessments, rental fees, insurance charges — you get the picture — all continued.

What’s a nonprofit to do?

Behave responsibly and move forward carefully, but with great optimism for the future — that’s what. We tightened every belt that could be tightened. Everyone on staff was either furloughed or laid off. We bid farewell to our Artistic Director of four years, Nathaniel Shaw.

And we turned to you for support — and YOU CAME THROUGH beyond our best expectations!

On January 23, 2021, we staged our annual *Anything Goes Gala* virtually with an ambitious “by this point in the year” goal of $680,000. And thanks to your love and care, we blew past that goal, with a total of $782,288 raised as of January 31, in support of our mission-driven work. From the bottom of our hearts, THANK YOU!

In this Annual Report, Plus Update, we’ll fill you in on everything that happened throughout all of fiscal 2020 and the first seven months of fiscal 2021. And we’ll share with you our current plans for reopening.

Also, we’ll personally thank MANY of you whose generosity made it possible.
We thank the many individuals and institutional funders who gave to Virginia Rep so generously between July 2019 and June 2020. All donors of $50 and more are listed on our website. The following lists reflect contributions of $500 and above received in fiscal 2020. 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 1263.

### INDIVIDUAL CONTRIBUTORS

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- Don & Betsy Garber
- Lynn Greer
- Jeff Gallagher & Catherine Howard
- Ms. Vivian Keasler
- J. Theodore & Mary Linhart
- Suzanne C. Pollard
- Ms. Vivian Keasler
- J. Theodore & Mary Linhart
- Suzanne C. Pollard
- Neil* & Sara Belle*

#### Producers ($15,000 – $24,999)

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- Larry & Matilda Shifflett
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- Jeff Thomas
- Ted & Katie Ukrop
- Charles & Norvell Whitaker
- S.R. & Amy Williams
- Dr. Leanne Yanni

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* deceased
Many thanks to our donors for Fiscal Year 2021 (starting July 1, 2020). Names are updated monthly at bit.ly/varepdonors. A complete list of FY2021 donors will be published in the next annual report.

And special thanks to the many in-kind, corporate, and individual donors who supported our 2021 Virtual Anything Goes Gala, The Show Will Go On. Visit bit.ly/varepdonors for a complete list.

Damon Pearson
John Rupp
Joe & Virginia Sandford
Paul & Vicki Saunders
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  - Altria
  - Disney Theatrical Group
  - E. Rhodes & Leona B. Carpenter Foundation
  - Lettie Pate Whitehead Foundation
  - The Shubert Foundation
  - Virginia Commission for the Arts

- **Angels ($25,000 - $49,999)**
  - Atlantic Union Bank
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  - Dominion Energy
  - Overton & Katharine Dennis Fund

- **Producers ($15,000 - $24,999)**
  - Cecil R. & Edna S. Hopkins Family Foundation
  - Community Foundation for a Greater Atlanta
  - Roy E. Burgess II* Fund

- **Directors ($10,000 - $14,999)**
  - Arenstein Foundation
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  - Lewis and Butler Foundation
  - R.B. Foundation
  - Robins Foundation
  - Sonabank
  - TowneBank

- **Stars ($5,000 - $9,999)**
  - Anonymous
  - Barbara J. Thalhimer & William B. Thalhimer Jr. Family Fund
  - Capital One Bank

- **Community Foundation for a greater Richmond**
  - Covington Travel
  - JR & JD Branch Family Fund, a donor Advised Fund of Davenport Donor Advised Program
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- **Stage Managers ($5,000 - $4,999)**
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  - Commonwealth Personnel
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  - Kjellstrom + Lee Inc.
  - Lewis Insurance Associates
  - MidMarket Corporation
  - PGA Tour Charities
  - South State Bank

- **Community Builders ($1,000 - $2,499)**
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  - Glave & Holmes Architecture
  - Harry A. Thomas Fund
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- **PricewaterhouseCoopers Riverfront Investment Group
  - RSM US
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  - Department of Justice Services
  - Little Nomad
  - Loucks Family Foundation
  - Markel Corporation
  - The Micawber Foundation Inc.
  - United Way of Greater Richmond & Petersburg

- **Ensemble ($250 - $499)**
  - Kroger
  - Network for Good

- **Curtain Raisers ($100 - $249)**
  - Amazon Smiles
  - GE Foundation
  - Spring Creek Baptist Church

- **Company ($50 - $99)**
  - Local Governments & Schools United Way Campaign

Donations under $50 are shown at bit.ly/varepdonors.
**VIRGINIA REP BY THE NUMBERS**

In an average year, this is a typical snapshot of who we serve and what it costs.

<table>
<thead>
<tr>
<th><strong>ANNUAL REVENUE</strong></th>
<th><strong>ANNUAL ATTENDANCE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$5,800,000</td>
<td>Signature Season (November Theatre) 44,000</td>
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<tr>
<th><strong>ANNUAL EXPENSES</strong></th>
<th><strong>Children's Theatre Season</strong> 30,000</th>
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<tr>
<td>$5,800,000</td>
<td>Hanover Tavern Season 11,000</td>
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<tr>
<th><strong>CONTRIBUTIONS</strong></th>
<th><strong>Cadence Theatre Season</strong> 4,000</th>
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<tr>
<td>$1,800,000</td>
<td>Tour to schools in Greater Richmond 63,000</td>
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<tr>
<th><strong>COMPENSATION</strong></th>
<th><strong>Tour to VA schools outside RVA</strong> 97,000</th>
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<tbody>
<tr>
<td>Paid to Richmond-based artists and staff $3,100,000</td>
<td>National tour* outside VA 244,000</td>
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<tr>
<th><strong>ECONOMIC IMPACT</strong></th>
<th><strong>Camps, classes, service initiatives</strong> 17,000</th>
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<tbody>
<tr>
<td>Statewide $19,100,000</td>
<td>Total attendance – approximately 510,000</td>
</tr>
</tbody>
</table>

* 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.

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**Virginia Repertory Theatre**

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VirginiaRep.org