



2017

Ivoryton Playhouse

Annual Report



Statement of Purpose

The Ivoryton Playhouse Foundation is a non-profit organization, formed for the purpose of owning, restoring and operating the Playhouse, maintaining it's cultural, educational, entertainment and service value to the community at large.

The Foundation is committed to providing exceptional theatre experiences of high professional quality to enrich, enlighten, educate, and entertain the diverse audience in the Shoreline region and beyond.

Strong education and training programs are central parts of our commitment to the local and national artistic communities.

Mission: The Ivoryton Playhouse provides high quality professional theatre in a casual, historic setting at an affordable price.

Vision: The Ivoryton Playhouse will continue to bring the excitement of Broadway theatre to the historic village of Ivoryton for another one hundred years. A destination for people from far and wide, the Playhouse is the cultural heart of the village, and enriches everyone it touches.

The President's Message

March 27, 2018

Welcome to our Annual Meeting.

We are happy to announce that theatre now has 811 members - the highest we've ever had! Each and every one of you is important to this theatre and we thank you so much. This upward trend also extends to more subscriptions and an increase in ticket sales. All of this growth enables the Playhouse to keep producing high quality theatre on our stage.

It's expensive to bring Broadway to Ivoryton, but added income from larger audiences and generous contributions has meant that our productions can be of the highest quality. The percentage of seats filled has grown from 71% in 2014 to 87% in 2017 and we are headed for another big season with our knockout opening show, *The Fantasticks*, featuring David Pittsinger and Patricia Schuman.

We'd like to give a great round of applause to Overabove, our superb marketing company, for their assistance in continuing the development of the Ivoryton Playhouse brand. And, of course, the success of each season owes so much to Jacqui and her ability to secure wonderful plays, her dedicated staff, and the talented actors who love coming to perform on our stage.

The Board of Trustees and the staff at the Ivoryton Playhouse take our stewardship of the theatre very seriously. Improvements to the Playhouse this past year include new monitors for the front of the stage, and the purchase of a Clear-Com Wireless Intercom system that improves communication between the stage manager and run crew. Your contributions help us to afford these upgrades, as well as other projects throughout the year.

I'm also thrilled to report that we are ready to go public with our Making Space endowment campaign. As you may recall, our campaign is designed to give us "the space" we need to continue producing outstanding theatre. Specifically, we are focused on creating parking spaces, living spaces and, of course, preserving our historic, beloved performance space.

Our overall campaign goal was \$1.5 million, and we wanted to raise \$1 million from the people who know us best – our members, subscribers and sponsors – before we went public. I'm delighted to report we've achieved the goal we set for the "silent" phase of our campaign and it's all thanks to you! Many, many thanks!

We are also delighted to announce the launch of our planned giving program. We've named it the Ovation Society, and by inviting people to include the Playhouse in their estate plans, we're hoping to build our financial strength over time. I am a proud member of the Ovation Society and I hope you will become one too. If you'd like to know more about our planned giving program, feel free to talk with Krista or pick up a brochure.



Paula Merrick
President

The Year in Review

Amid the global uncertainty and political chaos that hung over the world in January 2017, there were also some good things that happened. Viola Davis received a star on the Hollywood Walk of Fame; women in Saudi Arabia were granted permission to drive and in Ivoryton, CT a wonderful new season, filled with new works, old friends and so much promise, was about to hit the Playhouse stage!

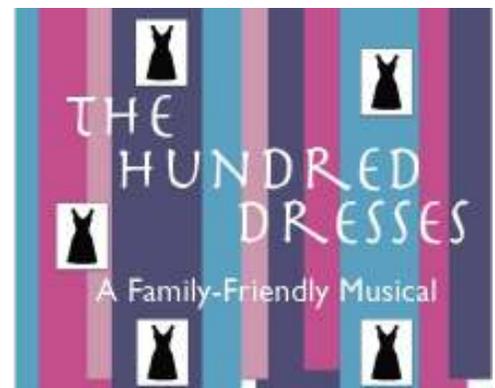
We opened the season with our first ever Women Playwrights Initiative which was a resounding success. A playwriting competition, spearheaded by Laura Copland, brought in over 140 plays. The four women writers, whose plays were chosen to be staged, arrived in Ivoryton for a week of workshops with directors and actors and the Initiative culminated in a weekend of staged readings on March 3 and 4 attended by over 200 people.



The season officially opened on March 22 with a musical tribute to Ol' Blue Eyes, **MY WAY**, featuring the incomparable Rick Faugno who brought a talented cast of performers to Ivoryton to sing and dance their way through some of Sinatra's most beloved hits.

As part of our developing educational program, the Playhouse produced a poignant and lovely play for schools in April, *The Hundred Dresses*.

Directed by Dan Nischan, Playhouse Associate Artistic Director, this beautiful and truly inspiring show was sponsored by The Community Foundation of Middlesex County's Council of Business Partners Fund as part of its ongoing campaign for Bully Free Communities, The Bauman Family Foundation, Katrina Wall (Essex Dentist), and The Essex Community Fund.





In May, Sasha Brätt directed a nostalgic and moving production of Neil Simon's **BILOXI BLUES**. Set in 1943 in a boot camp in Mississippi, the play focused on a group of young men who were growing up as they got ready to head out to fight in the war.

We were especially honored to have veterans join us in the rehearsal process to help the actors understand life in the military and to share their stories with us.

The play received critical acclaim – Brooks Appelbaum said “Don’t miss this marvelous production of a deserved classic. Brätt’s directing and his cast make Simon’s script shine with special light and that is high praise indeed.”

Great balls of fire! **MILLION DOLLAR QUARTET** burst on to the Ivoryton stage in June and we are still “shakin’ all over”! Rock-n’-roll legends Elvis Presley, Jerry Lee Lewis, Carl Perkins, and Johnny Cash together for one of the most epic jam sessions the world has ever known? That’s what happened in **MILLION DOLLAR QUARTET**, the Tony-winning musical that brought to life this legendary session that occurred on December 4, 1956 at Sun Records Studio in Memphis, Tennessee. Directed by Sherry Lutken and with an outstanding cast of musicians, this show had us all dancing in the aisles.



Shakespeare’s Romeo and Juliet was transported to modern-day New York City in the breathtaking musical, **WEST SIDE STORY** which opened at the Ivoryton Playhouse on July 5th.

With book by Arthur Laurents, music by Leonard Bernstein, and lyrics by Stephen Sondheim, the original 1957 Broadway production ran for over 700 performances before going on tour, and garnered 6 Tony nominations.

Our production played to sold out houses and standing ovations – a real high point for the Ivoryton Playhouse and our multi-talented director and choreographer, Todd Underwood.



Todd also directed our August production of **SATURDAY NIGHT FEVER**. Disco is alive and well in Ivoryton! This show also played to sold out houses and on Saturday nights, after the performance, our disco under the tent was a glittering, bell bottomed success!

We also hosted some great community partnership events this summer that benefitted so many organizations including Essex and Ivoryton Libraries, Coalition on Housing and Homelessness, Shoreline Arts Alliance, YMCA, HOPE Partnership, BRAYCE, Vivid Ballet, The Rockfall Foundation and Lyme's Youth Services Bureau.

Our favorite community partnership, Little Wonders, which provides evenings out for patients undergoing treatment for cancer and their families, continued throughout 2017. To date the Playhouse has had the enormous pleasure of providing great theatre experiences at no charge to hundreds of patients and their families.

In September, we welcomed back Mike Reiss and another new play from this gifted and brilliant writer of The Simpsons. **I HATE MUSICALS: THE MUSICAL** featured Stephen Wallem, Bruce Connelly and a truly talented cast of actors that sang and danced their way through this a zany script that won audiences hearts and filled the theatre with laughter.

September was also Membership Month, and every day our trusty band of volunteers, headed by the indomitable Bonnie Stone, were at the theatre, signing up members to support the Playhouse. They did a fantastic job and this year our campaign increased by 7.5% in number of members and 19% in dollars raised.



In October, we embarked on our third annual golf tournament fundraiser – this year in memory of Mark Yellin. Krista May worked with a terrific committee of volunteers and on October 9th we headed to Yale once again, on a rainy, windy autumn day, to raise funds for community and educational programs in Ivoryton, including the Illuminations. Sponsored by the Ivoryton Inn, Tower Labs, the Essex Branch of Wells Fargo, Liberty Bank Investment Services (Raymond James), Reynolds Garage & Marine, The Black Seal, Essex Golf Shoppe, Gowrie Group, Ivoryton Tavern, Marwin Mechanical Services and Shipman, Shaiken & Schwefel. The tournament was a resounding success and raised \$22,000.



The last show of our professional season was an audience favorite. **THE GAME'S AFOOT** was based on the local theatrical legend, William Gillette, and set at Gillette Castle. This production gave the Playhouse technical team the opportunity to shine. The set design, by Dan Nischan, was stunning and beautifully constructed by Tate Burmeister, Marcus Abbott, Steve Johnson, Holly Price, Rachel Smith and Noah Rice.

Our final production of the year was our community holiday show. This year, Sasha Bratt returned to direct a charming production of **IT'S A WONDERFUL LIFE: THE RADIO PLAY**. The cast included local performers and children and was a truly heartwarming, family show.

While the Illuminations shone brightly outside, we ended a fabulous year with a festive fundraiser with **AN IVORYTON PLAYHOUSE CHRISTMAS HOUR WITH DAVID PITTSINGER AND FRIENDS**. For two

sold out shows, David, Patricia Schuman, Carly Callahan, Charlie Widmer and Katie Weiser performed Christmas songs and holiday standards to delighted audiences.

What a magical way to end the season!

Jacqueline Hubbard
Executive/Artistic Director



This Institution is an Equal Opportunity Provider and Employer

Who We Are

Board of Trustees (2017)

Peter Amos (retired at end of 2017)
Suzy Burke
Bill Chatman
Joseph Ettore, *Vice President*
Ralph Guardiano
Harvey Hoberman
Jacqueline Hubbard, *Artistic / Executive Director*
Bill Jacaruso
Al Jaffe
Thomas Johnston
Lamar LeMonte (retired at end of 2017)
Hank McInerney, *President*
Paula Merrick
Norman Needleman, *Treasurer*
Susan Origlia, *Secretary*
Toni Robinson
Bonnie Stone



Recommend the election of the following officers to serve a one year term:

President	Paula Merrick
Vice President	Joe Ettore
Secretary	Susan Origlia
Treasurer	Norman Needleman

Recommend for Election of new Trustees for the class expiring at the end of 2023:

Carly Callahan Bill French

Other Trustees of the Board serving in 2018:

Class with Term expiring at the end of 2019: Paula Merrick

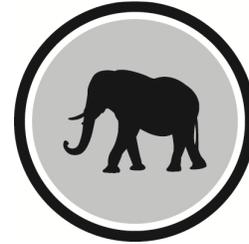
Class with Term expiring at the end of 2020: Suzy Burke, Joe Ettore, Harvey Hoberman, Bill Jacaruso

Class with Term expiring at the end of 2021: Bill Chatman, Ralph Guardiano, Hank McInerney, Norman Needleman, Susan Origlia, Bonnie Stone

Class with Term expiring at the end of 2022: Al Jaffe, Thomas Johnston, Toni Robinson

Honorary Life Members

Centerbrook Architects
Sherry & Herb Clark
Eileen and James Daily
Essex Savings Bank
Ian Hubbard
Lucy Weed



Legal Counsel

Campbell Hudson

Life Trustees

Jacqueline Hubbard
Peg Quirin

Honorary Historian

Henry Josten
Brenda Milkofsky



Administration and Production (2017)

Jacqueline Hubbard, *Artistic / Executive Director*

Krista May, *Managing Director*

Daniel Nischan, *Associate Artistic Director*

Todd Underwood, *Associate Artistic Director*

Michael Morris, *Resident Musical Director*

Susan McCann, *Box Office Manager*

Diane Mizejeski, *Office Manager*

Claudia Volano, *Development Associate*

Marcus Abbott, *Resident Production Designer*

Tate R. Burmeister, *Technical Director*

Rachel Smith, *Assistant Technical Director*

Holly Price, *Production Assistant / Prop Mistress*

Noah Rice, *Master Carpenter*

Steve Johnson, *Shop Manager*

Ray Smith, *Audio Consultant*

Anne Hudson, *Photographer*

Balance Sheet

ASSETS

Total Cash and Investments	\$ 1,456,530
Fixed Assets	
Building and Improvements	\$ 1,312,514
Furniture, Fixtures and Equipment	\$ 82,180
Land	\$ 189,500
Vehicle	\$ 5,000
ACCUM. DEPRECIATION	<u>(\$ 821,968)</u>
Total Fixed Assets	\$ 767,226
Other Assets	
Cash - Restricted	\$ 23,749
Closing Costs	<u>\$ 2,436</u>
Total Other Assets	<u>\$ 26,185</u>
TOTAL ASSETS	<u>\$ 2,249,941</u>

LIABILITIES & EQUITY

Liabilities	
Current Liabilities	\$ 196,047
Long Term Liabilities	<u>\$ 234,768</u>
Total Liabilities	\$ 430,815
Net Assets	
Temp Restricted Net Assets	\$ 978,729
Unrestricted Net Assets	<u>\$ 840,397</u>
Total Equity	<u>\$ 1,819,126</u>
TOTAL LIABILITIES & EQUITY	<u>\$ 2,249,941</u>

As of December 31, 2017

Final Audit

Statement of Activities

	Approved Budget 2018	Actual 2017	Approved Budget 2017
Ordinary Income/Expense			
Income			
MEMBERSHIP	\$ 190,000	\$ 186,920	\$ 160,000
CONTRIBUTIONS	\$ 95,000	\$ 66,699	\$ 95,000
FUNDRAISING	\$ 104,000	\$ 116,699	\$ 71,000
PROGRAM	\$ 1,517,800	\$ 1,478,006	\$ 1,369,000
Total Income	\$ 1,906,800	\$ 1,848,324	\$ 1,695,000
Expense			
OFFICE	\$ 416,200	\$ 395,822	\$ 392,500
THEATER	\$ 137,450	\$ 134,026	\$ 133,100
FUNDRAISING	\$ 74,000	\$ 80,768	\$ 57,400
PROGRAM	\$ 1,274,150	\$ 1,195,929	\$ 1,107,000
Total Expense	\$ 1,901,800	\$ 1,806,545	\$ 1,690,000
Net Ordinary Income	\$ 5,000	\$ 41,799	\$ 5,000

As of December 31, 2017

Final Audit

Thank You to Our Sponsors

2017 Season and Show Sponsors

Celebrity Cruises	Overabove
The Clark Group	Pasta Vita
Essex Meadows	The Safety Zone
Essex Printing	Saybrook Country Barn
Essex Savings Bank	Sennheiser Electronic Corporation
Guilford Savings Bank	Tower Laboratories, Ltd.
Hamilton Connections	Webster Bank
KeyBank	Wells Fargo (Essex Branch of)
Middlesex Hospital	

Our thanks to Michael A. Dattilo and Frank Perrotti, Executive Producers

2017 Foundations

The Bauman Family Foundation
Community Foundation of Middlesex County
- Council of Business Partners
- The Griffin Family Fund
- The Jacaruso Family Fund
- The Jones Family Fund
Sari A. Rosenbaum Fund for Women & Girls
Peach Pit Foundation
Elsie Childs Fund
Essex Community Fund
Essex Lions Club
Eversource “Dollars for Doers”
The Max Showalter Foundation, Inc.
Rotary Club of Essex

With Support from:

Department of Economic and
Community Development

Office of the Arts

Connecticut
still revolutionary