



VIRTUAL ANNUAL MEETING

JUNE 4 2020

The Center for the Arts 2019 Annual Report

Tonight's Program

Annual Report
Phases of reopening
Survey Results
Fund the Need
Artist Moment
Gin and Jazz Gala
Renovation Summary
Special Announcement



Excited youth at Stunt Dogs performance,
November 2019. Photo: Elias Funez

Thank you to our Event Sponsors





STAFF

Amber Jo Manuel
David Spellman
Debi Curtis
Brynn Farwell
Peter Bevitori
Shane McKillop
Melissa Clark
Brienne Lucke
Jessica Ashton
Madison Harden
Azure Cravottableau

BOARD

Betsy Swann Brown
Rick Bergquist
Aaron Rutledge
Martin Polt
Kelly Lapham
Janice Dunn
Roger Stover
Walter Bringman
Jon Lee
Nancy Dewey
Huck Ingram
John Lamb
Jim Pyle
Tyson Tucker

ADVISORY COUNCIL

Julia Amaral
Sherry Bartolucci
Jon Blinder
Lucy Bottrell
Janet Cohen
Leo Granucci
Hindi Greenberg
David Jones
Lynn Kerby
Janet Lamb
Ken Meyers
Keith Porter
Frank Santos
Judy Seabridge
Barbara Thomas
John Volz
Ann Wilder

2019 Annual Report



2019 Programs





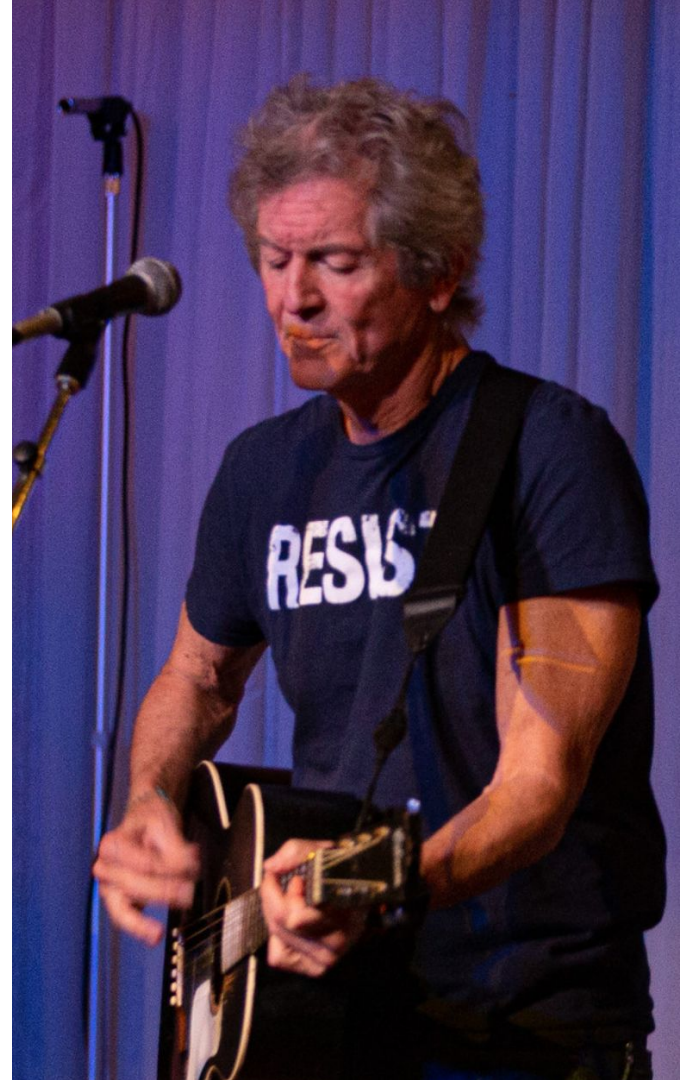
130+ Visual Artists

represented in Open
Studios Tour in **56 studios**,
plus **9 exhibits**



13,561
Patrons

at 28 shows generating
\$237,111 in ticket sales





1,335
Youth & Family

16
Summer
Camps with
135 Students

\$5k
in scholarships
awarded to
26 students

3 Family Fun Days for 1200 people



2019 Special Events

california WorldFest

MUSIC CONNECTS US ALL

\$499,147 ticket sales

↑ 5.75% increase over 2018



50+ Artists

847 Volunteers

561 Youth Tickets





CIRQUE AU CENTRE

\$136,455 Raised

↑ **38%** increase over 2018



We didn't do this alone



1,088

Members

↶ 52% returning



200
Volunteers

1,616
Donors

31
Staff

31
Board &
Advisors

51
Partners



2019 Financials

Earned Revenue

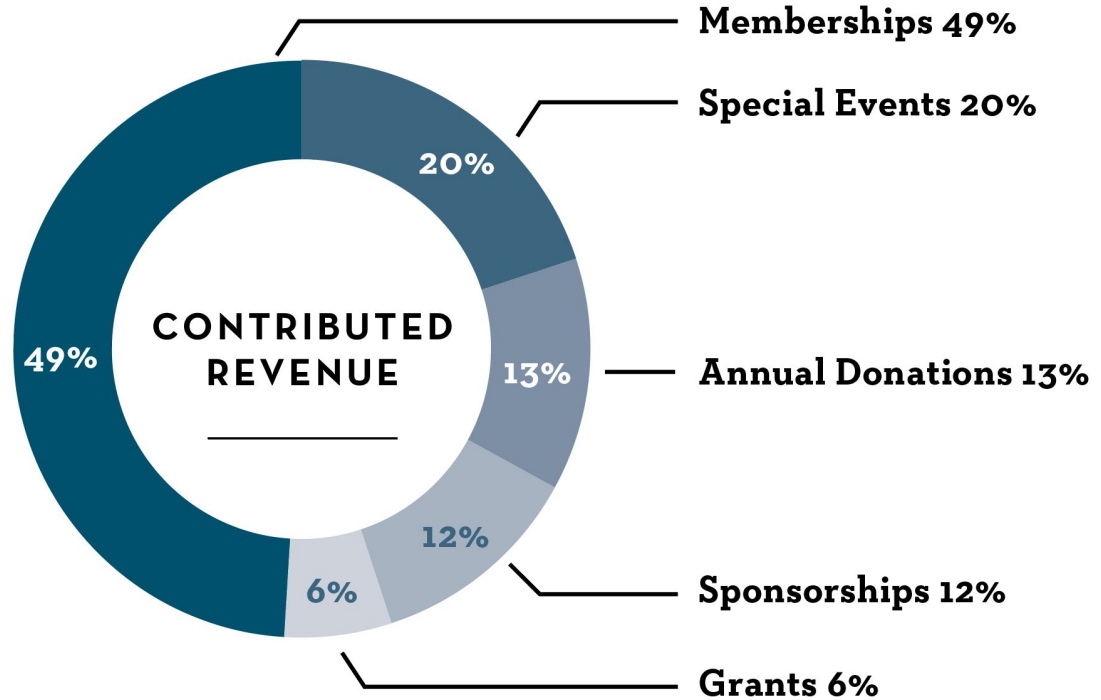
\$

Center Programming	250,337.97
WorldFest	707,862.16
Rentals	39,080.00
Center Other (gallery, facility fees)	20,531.26
Center Concessions	29,606.00
Total Earned Revenue	\$1,047,417.39

Contributed Revenue

\$

Annual Donations	21,049
Sponsorships (all)	10,769
Major Gifts	58,000
Memberships	204,659
Business	55,282
Grants - Govt & Foundation	30,000
Other - fundraisers, raffles	105,315
Youth Arts Donations	48,568
Total Contributed Revenue	533,641



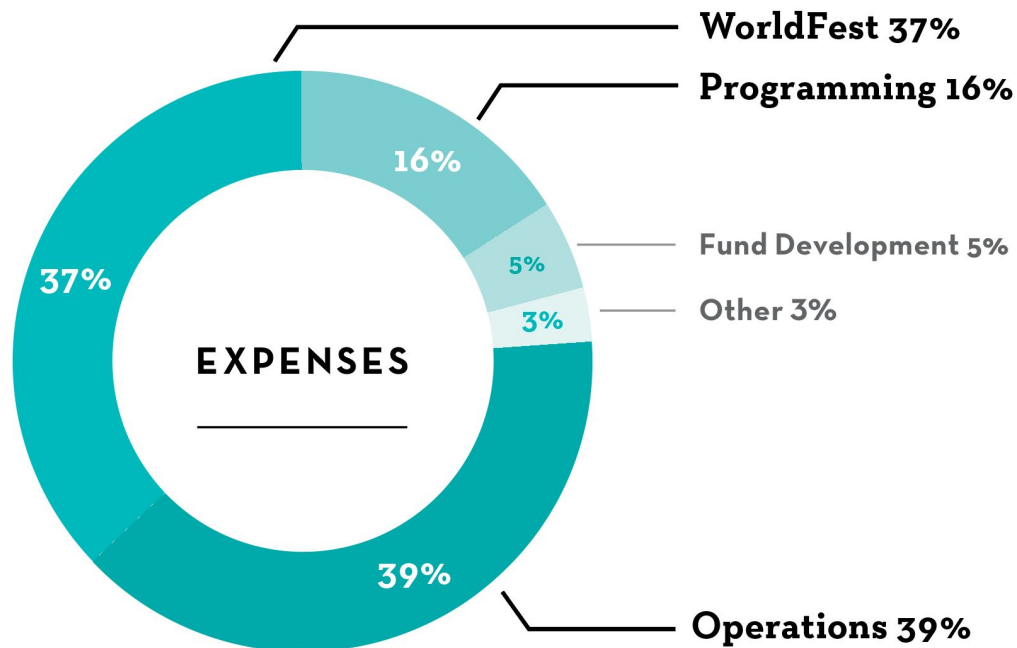
Expenses

\$

Center OnTheGo	263,229
WorldFest	631,617
Operations	662,265
Fund Development	77,187
Other - fundraisers, raffles, gallery	44,890
Center Concessions	9,322
Total Expenses	1,688,511

NET INCOME

- \$107,453



2020



On March 12, 2020

we opened our doors and then closed them after one show on March 13 due to Covid-19.



Our role to Co

- Rec
- Rai
- Em
- Rec
- (Pa
- Est
- dec
- arti
- Sha
- KXT

ART CENTER EMERGENCY FUND

#fundthecenter

\$150,000



100%
FUNDED
THANK
YOU!

Our Plans to Reopen The Center



Capacity Considerations

Phase 2

35
people

Phase 3

100-250
people

Phase Planning Reference Slide

Late Phase 2

Open Art Gallery and Box Office

Public can purchase tickets, t-shirts, water bottles and art.

Offering an exclusive Summer Menu for small parties.

Drive-In Concerts

Phase 3

25% Capacity or 100 people

Launch “From Center Stage” series featuring and broadcasting local artists

Outdoor Concerts

Dinner Theater

Summer Day Programs
(Both on location and virtual)

Late Phase 3 Planning

50% Capacity or 250 people

Small performances

Build up rentals

Expand adult and kids workshops and programs

Late Phase 2

35 Capacity



Phase 3

25% Capacity
or 100 People



Late Phase 3

50% Capacity
or 250 People





Summer
EXCLUSIVES

**Private Tour
& Sound
Demonstration**

10 ppl

**Dinner
on the
Stage**

10 ppl

**"Room to Celebrate"
Party Rentals**

< 35 ppl



We asked and you shared.



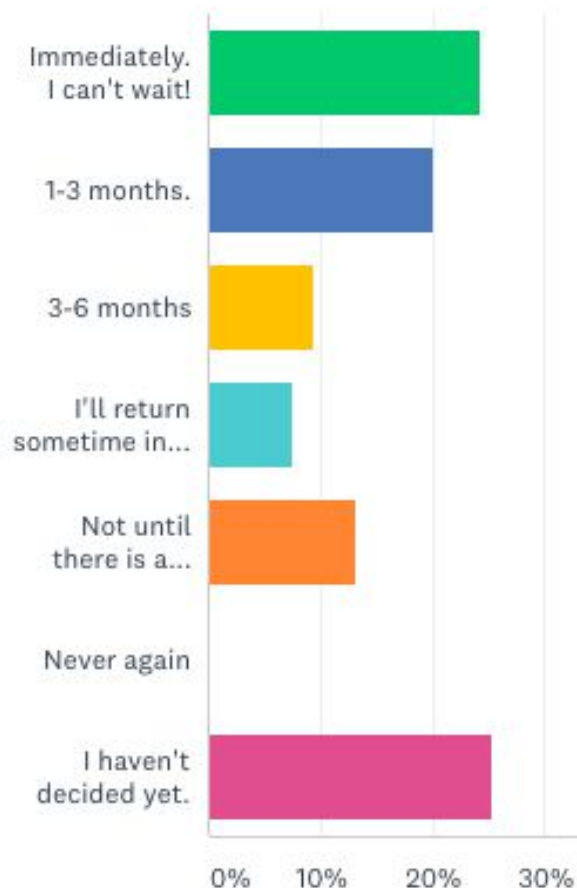
Reopening Survey Results

974 responses

Once Shelter-In-Place orders are lifted, when do you anticipate returning to live events inside music events?



1 out of 4 Can't Wait!



Reopening Survey Results

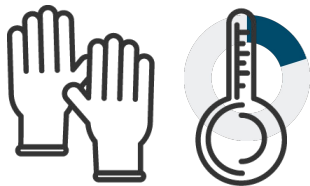
974 responses

What safety measures
are most important to you
when returning to the theater?



35-40%

want staff & patrons
to be required to
wear masks



<20%

Want staff to wear
gloves and perform
temperature checks



<50%

want hand sanitizer stations,
seats wiped down & limits
on capacities



Reopening Survey Results

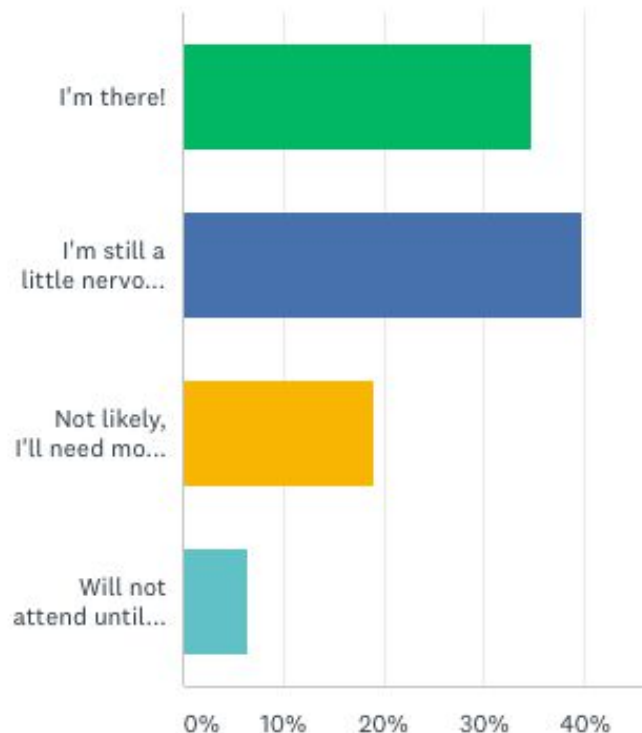
974 responses

If all safety measures are adhered to,
what is the likelihood you would
attend an event today?



74%

are likely to attend



The Arts...

are kindling for the economy

and culture sector is an \$878 billion industry

generate \$31.47 per person per event beyond the cost of admission

help us to better understand other cultures

unify communities



The Arts...

brief courses and media
help us to better
understand other cultures
understand other cultures



The Arts... unify communities



FUND THE NEED

Brianne to stop screen share
to allow AJ to do the ASK,

Debi to drop link for clickbid
in chat & instruct to login

AJ to cue Melissa to start
ClickBid screen share.



Special Guest Speaker

Laura Bird Burhenn





GIN &
JAZZ
GALA

09.18.2020

The Renovation









EXIT

PIONEER
ARTS

SPRING
MEMBERSHIP
Show & Sale

DID YOU KNOW...
The Center established it's youth programming with the understanding that the arts, including after school and summer programs, are essential to the growth and development of our youth. Youth programs are a vital part of the Center's mission to provide a safe and supportive environment for all youth in our community.

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The Center's youth programs are recognized for great leadership & commitment by the community. Youth programs are a vital part of the Center's mission to provide a safe and supportive environment for all youth in our community.

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CENTER

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CENTER

ROLAND ELECTRO 2

Why did we renovate?

There were necessary repairs and upgrades totaling over \$1.5 Million.

Repairs:

- Seats 75 years old
- No HVAC
- Electrical Dated
- Roof Leaked
- Exterior Wall Leaked
- Rotting Framing
- Fire Alarm Dated
- Limited ADA access

What was improved?

The Center is now a state of the art facility that is already attracting the attention of world class artists.

Improvements:

- ADA front entrance
- Copper Loop System
- More restrooms
- Sound & Broadcast Room
- Added green rooms
- Market share
- Flexible seating
- 200 more seats

Construction Budget Vs. Actual

Project Budget:

\$4.3 Million*



Actual Cost:

\$6.2 Million*



Cost Diff.

\$1.9 Million*

Estimated Duration
of Construction:

10 Months



Estimated Duration
of Construction:

18 Months



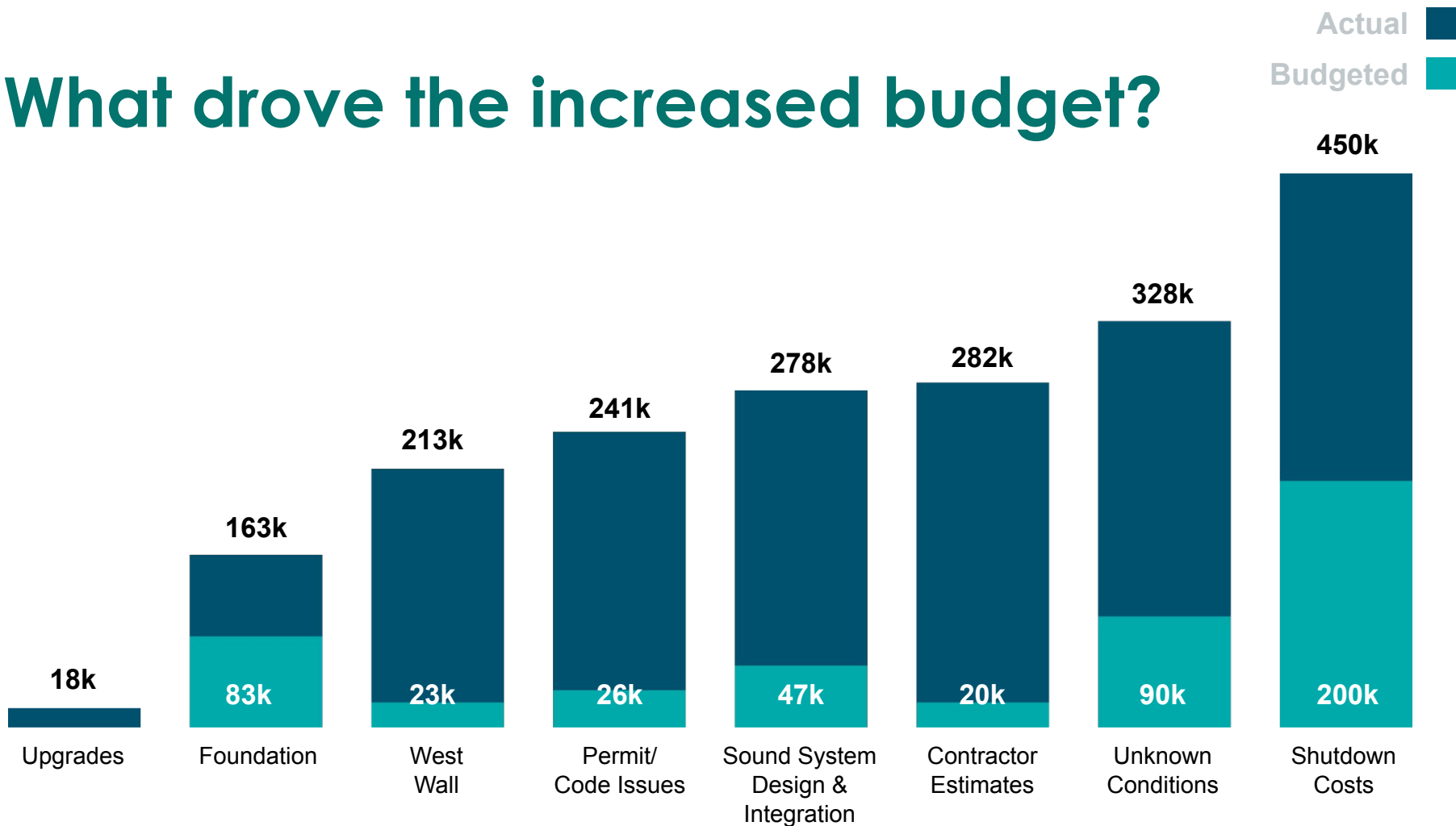
Duration Diff.

8 Months

*Including refinancing original mortgage



What drove the increased budget?



The Debt

We currently have deferment plans
for two loans: \$1.5 million with
private lender \$3.6 million with RVCB

