

2019 ANNUAL REPORT BCT MANAGEMENT, INC.

BUSKIRK-CHUMLEY THEATER / BCT BOX OFFICE & DOWNTOWN VISITORS CENTER
114 E Kirkwood Avenue Bloomington, Indiana / (812) 323 3020 / BuskirkChumley.org & BCTBoxOffice.org

BCT MANAGEMENT, INC.

2019 BOARD OF DIRECTORS

Ilene Schaeffer *President*

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Vice-President

Shaun McDermott
Treasurer

Joi Cooper

Angie Figg

Mark Fraley

Erick Gjerdingen

Sara Laughlin

Ron Walker

Becky Barrick-Higgins
ex officio

We would also like to recognize Karen Boehlein for her service to the Board of Directors in 2019.

STAFF

as of December 31, 2019

Ava Clouden, *Box Office Associate*

Taylor Dean, *Concessions*

Skylar Delk, *Assistant Technical Director*

David DeSante, *Technical Director*

Jordan Ferguson, *Event Associate*

Anna Hopkins, *Concessions*

Charlie Jones, *Box Office Associate*

Sean McGill, *Concessions*

Kari Patrick, *Office Manager*

Wes Penland, *Concessions*

Dave Perney, *Maintenance*

Danielle McClelland, *founding executive director of BCT Management, Inc., left her position in December 2019. We thank Danielle for her years of visionary leadership, dedicated service, and love of the performing arts.*

Anthony Ross, *Concessions*

Noah Sandweiss, *Concessions*

Ken Simpson, *Custodian*

Rebecca Stanze, *Interim Executive*

Director & Associate Director

Paige Talbert, *Box Office Manager*

Teri Watkins, *Concessions*

Emma Young, *Box Office Manager*

We would also like to recognize TJ Bloomfield, Ian Carstens, Paul Powers, and myriad members of IATSE Local #618 for their service in 2019.

2019 STUDENT ASSOCIATES & INTERNS

Seth Blunt

Harleigh Bowers

Christian Bowling

Alec Castro

Sara Cruz

Jordan Ferguson

Samantha Fischer

Cassidy Garner

Sophia Hoffman

Abby Ladin

Tammy Lin

Sami Marshall

Velencia Posso

Lexi Schneider

Madeleine Varda

Marti Yoder

Eli Zingg

SUPPORT AND REVENUE

Performance Revenue.....	\$325,452
Rental Income	\$215,812
Support from the City of Bloomington.....	\$73,200
Other Customer Charges	\$134,611
In-Kind Donations	\$90,084
Contributions and Grants	\$160,744
Concessions Revenue	\$104,869
Other Revenue.....	\$18,172
Interest Income	\$382
Total Support and Revenue	\$1,123,326

EXPENSES

Program Services	\$929,123
Management and General.....	\$154,259
Fundraising.....	\$48,497
Total Expenses	\$1,131,879

Change in Net Assets..... (\$8,553)

Net Assets

Beginning of Year	\$219,722
End of Year	\$211,169

FINANCIAL REPORT

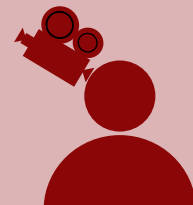
BCT MANAGEMENT, INC.
STATEMENT OF ACTIVITIES
YEAR ENDING DEC. 31, 2019

REVIEWED BY BLUE & CO., LLC

PROGRAMS

TELLING OUR STORY / CREATING OUR TOWN

In 2019, BCT Management, Inc. continued to develop this initiative to explore local history through filmmaking. Girls Inc. of Monroe County partnered with the BCT and the filmmaking team of Eric Ayotte, Charlie Jones, and Hadley Gephart to help girls to learn about the arts and culture history of Bloomington, including the history of the Buskirk-Chumley Theater, and basic filmmaking techniques. A resulting short film was shown on the big screen for the girls' families and the public. This year's project was made possible by grants from Indiana Humanities and the Zeta Chapter of Psi Iota Xi.



BCT MOVIE PARTNER PROJECT

This program honors our history as a movie theater and makes film programming more accessible by waiving the majority of the fees for community-minded film screenings. Our 2019 partners were:

IU School of Nursing

5B: Humanity and Healthcare. A World AIDS Day Reflection

City of Bloomington

WASTED! The Story of Food Waste

Cardinal Stage

The Room starring Tommy Wiseau

Indiana Forest Alliance

Wild & Scenic Film Festival

The Ryder Film Series

Free Solo: Live Beyond Fear; Oscar Shorts Film Festival; Heroes, Icons, Disrupters; Cat Film Festival; Dog Film Festival

Indiana Coalition for Public Education - Monroe County

Rise Above the Mark: Stand Up for Public Education

Play360, Inc.

The Paddling Film Festival World Tour

Second Baptist Church

Reverend Martin Chandler: Open To The Moment

Sycamore Land Trust

REEL ROCK Film Tour

The Project School

Project:Documentary

One County Film Company

Palace

Tim Stout

Eva A-7063 Screening with Q&A

PROGRAMS

Technical Theatre Training

Education, in many forms, is part of the Buskirk-Chumley Theater's mission. One of the many ways we seek to broaden the community's understanding about how to successfully plan and implement events is to open our free Technical Theatre Training sessions for I.A.T.S.E 618 stage hands to the general public. These sessions are available to any skill and experience level and include guest speakers who cover topics ranging from rigging & counterweight systems to audio signal flow.

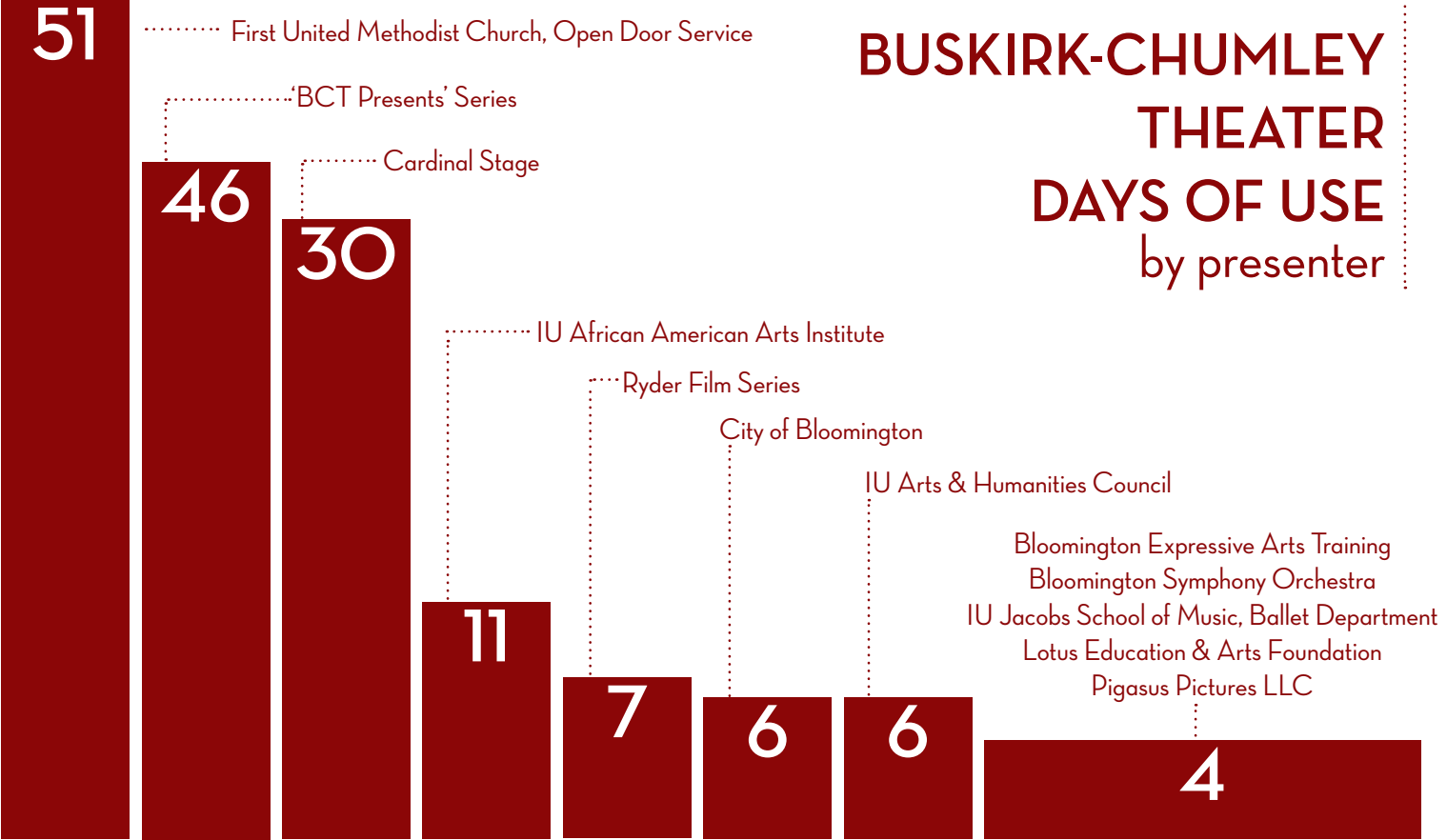
Our technicians hosted four sessions in 2019, with an average of nine attendees per session. Attendees include stage hands in training, promoters preparing for events at the Buskirk-Chumley Theater, promoters preparing for events at other venues, and community members who have a general interest in the field. Guest speakers included Wayne Jackson, owner/operator of Jackson Audio, and John DeLong, Stage Manager of the IU Auditorium.

Arts Start Up Workshops and Seminar

The Arts Start Up Seminar connects the expertise of the BCT staff and partners to community members who want to create the next big thing in Bloomington. Applying the philosophy and business approach of entrepreneurship and the startup industry, the seminar involves a day-long workshop and the creation of a business plan. Completing both elements can result in a rent subsidy at the BCT or the Ivy Tech John Waldron Arts Center. Short, single-topic workshops can help lay the groundwork for the seminar or assist aspiring promoters in particular areas.

In 2019, workshops and seminars were held at the Monroe County Public Library and The Mill.

BUSKIRK-CHUMLEY THEATER DAYS OF USE by presenter



DAYS OF USE

by presenter, continued

- 3** Bloomington PRIDE
IU Jacobs School of Music
Limestone Comedy Festival
MotionArts LLC
Spirit of '68 Promotions
Private Events
- 2** Another Round
Dance Network Alliance
IU Outdoor Adventures
Middle Way House
One Step Above Dance Company
The Dance Center
- 1** Amethyst House
Arthur Murray Dance Center
Being Bloomington: Being Peace
Center of Sustainable Living
Centerstone
Friends of the Library / Monroe
County Public Library Foundation

- 1** The Greater Bloomington
Chamber of Commerce
Hip Hop ConnXion
Indiana Coalition for Public Education -
Monroe County
Indiana Forest Alliance
IU Health - Alzheimer's Resource Service
IU School of Nursing
IU Transportation Demand Management
IU Arts & Humanities Institute
IU Center for Rural Engagement
IU Platform
IU The Media School
Kiwanis Club of South Central Indiana
Ladies First
Lightning Productions, LLC
Mad Hatter Shows
Midway Music Speaks
Monroe County Opioid
Advisory Commission
One County Film Company

- 1** The Project School
Paul Sikwo-Bajon
Play360, Inc.
Quiet Mind Touring LLC
Road Rubber Comedy
Second Baptist Church
Stone Belt
Sycamore Land Trust
TEDxIndianaUniversity
Tim Stout
USA International Harp
Competition, Inc.
WTIU Public Television

2019	Days of Use	Attendance
Total	246	58,287
Rental	200	46,371
BCT Presents	46	11,916
2018	Days of Use	Attendance
Total	246	57,709
Rental	209	49,002
BCT Presents	37	8,707
2017	Days of Use	Attendance
Total	287	64,595
Rental	249	54,977
BCT Presents	38	9,618
2016	Days of Use	Attendance
Total	201	49,915
Rental	178	43,522
BCT Presents	23	6,393
2015	Days of Use	Attendance
Total	239	58,099
Rental	220	52,698
BCT Presents	19	5,401

THEATER USE & ATTENDANCE



ARTISTS, SPEAKERS, AND
FILMS PRESENTED
ON THE BCT STAGE

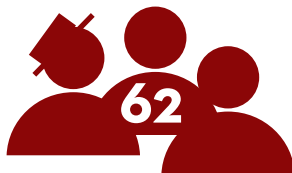


PATRONS ATTENDING
THE 40 FREE PUBLIC
EVENTS AT THE BCT

BCT BOX OFFICE USE & TICKET SALES

YOUR COMMUNITY TICKETS

Tickets, event details, information about activities in downtown Bloomington and beyond... the BCT Box Office & Downtown Visitors Center provides all this and more. We can give you access to the hottest events in town, from Taste of Bloomington to the Bloomington Playwrights Project's latest hit. With no "convenience" fees and staff available in person and over the phone seven days a week, this downtown nonprofit service makes it easy for locals and visitors to connect with all that Bloomington has to offer.



PROMOTERS BRINGING
EVENTS TO THE
BUSKIRK-CHUMLEY
THEATER



EVENTS AT THE
BCT & OTHER
VENUES



PROMOTERS USING
THE BCT BOX OFFICE
TO PROMOTE EVENTS
HELD AT OTHER
VENUES



UNDUPLICATED PATRONS
ATTENDING BCT EVENTS

BCT BOX OFFICE PROMOTER PARTNERS

Bloomington and Monroe County are rich in promoter partners: the individuals, artists, organizations, and companies who organize events at venues across the community. The BCT Box Office helps these events succeed by providing a local nonprofit ticketing service and promotional support.

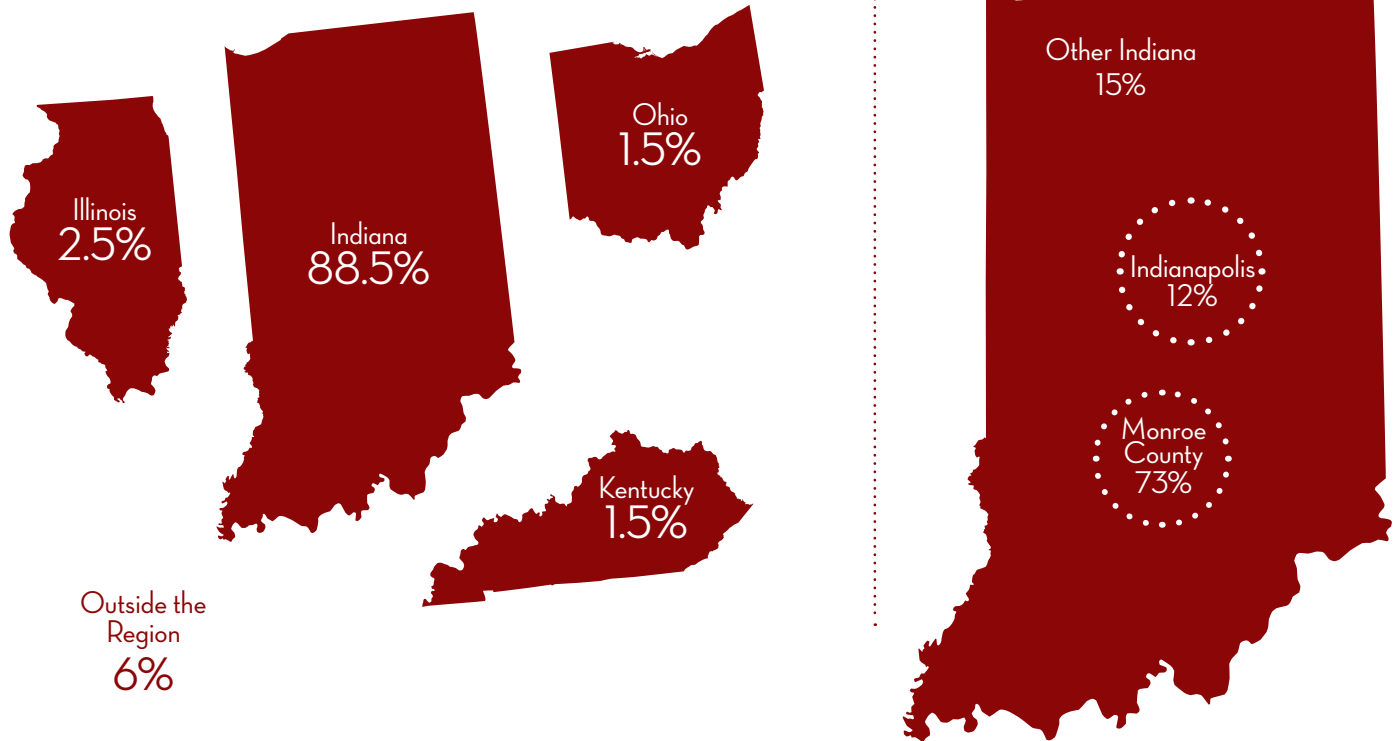
African American Arts Institute
Bloomington Boogies
Bloomington High School South Chorus
Bloomington Playwrights Project (BPP)
Bloomington Roots, LLC
Cardinal Stage
City of Bloomington
City of Bloomington,
Commission on the Status of Women

Comprehensive Financial Consultants
Ivy Tech Student Productions
Jewish Theatre of Bloomington
Kilimanjaro Education Outreach
Monroe County Branch NAACP
Quarryland Men's Chorus
Resilience Productions
Shalom Community Center
Solar for All

South Central Community Action Program
Stages Bloomington Company
Taste of Bloomington
TEDxBloomington
United Presbyterian Church
Voces Novae
WFHB Community Radio
X-it Enterprises

BCT BOX OFFICE PATRONS

by address



VOLUNTEERS

VOLUNTEER OF THE YEAR

The 2020 *Jim Mahan BCT Volunteer of the Year Award* for outstanding volunteer work was awarded to **Madeleine Varda**.

When Madeleine joined the BCT usher team in June 2019, she really hit the ground running! Despite joining us halfway through the year, she accumulated more volunteer hours (224 to be exact) in 2019 than any other usher. Madeleine also worked as our Artist Hospitality & Postering Intern during the fall semester. She is a greatly appreciated member of our team, and we are grateful to accept the donation of her time and talent.

“Welcome to the Buskirk-Chumley Theater!” “Can I help you find your seat?” Our volunteer usher corps is essential to every event held at the theater. They assist patrons, answer questions, support our staff in emergencies, and occasionally help to evacuate the building. They also work to make sure everyone feels welcome, an essential aspect of our community-focused organization. **In 2019, our ushers gave 4,224 hours of their time.**

We also benefit from the generosity of our other volunteers, including photographers, office assistants, and our street team. The street team helps to spread the word about upcoming events by distributing posters to supportive stores and restaurants. We appreciate this team’s efforts to raise awareness of the theater in all corners of Monroe County.

2019 VOLUNTEERS BY THE NUMBERS

139 active volunteers

9 average # of events worked by each usher

8 average # of ushers at each event

28 new ushers trained

39 VIP ushers (volunteering 36+ hours)

15 ushers volunteering 60+ hours

9 ushers volunteering 100+ hours:
Gary Arbeiter, Patty Denison, John DePaemelaere, Kathie Durkel, Alice Karp, Jim Mahan, Susan Montgomery, Karen Rudicil, and Madeleine Varda

2019 SPONSORS

PREMIERE PLUS



IU Credit Union

Bloom | magbloom.com
MAGAZINE | Bloomington's Community Website

**GRAZIE!
ITALIANO**

PREMIERE

Cardinal Spirits
FARMbloomington
Oliver Winery
Trojan Horse
Uptown Cafe
Limestone Post

SUPPORT

CFC Properties, Inc.
Ivy Tech Community College - Bloomington
Räke Cabinet & Surface Solutions

FAN

BLU Boy Cafe & Bakery
Chem Dry of Bloomington
Midwest Color Printing
Republic Services
Safe Space Life Coaching

FRIEND

Dr. Lisa Baker, DDS
Millican Realty
Monroe County CASA
Old National Bank
Susan Rudd Designs
Carthage Mill, LLC

OTHER SUPPORT



The Buskirk-Chumley Theater is owned by the **City of Bloomington** and operated by BCT Management, Inc., a

private nonprofit. We truly appreciate the support we received from the city in 2019!

Thank you to community members who show their support for the BCT during everyday tasks. We receive support from the **Amazon Smile** and **Kroger Community Rewards** programs when shoppers designate BCT Management, Inc. as their benefitting nonprofit.

Jackson Audio donated a digital audio console to the theater in 2019. This Midas PRO2 console further deepened the technological resources we are able to offer our varied local performers and nationally touring artists. Both groups give the BCT high marks for everything from friendliness to technological expertise.

Long-term institutional support comes from these **community partners**:



We appreciate the support we receive from Jeff Norris Photography. Jeff and Siobhan's work help to make our materials sparkle and they are just so much fun to work with!

BCT Management, Inc. launched a search for a new executive director in 2019. Special thanks go to our **Executive Search Committee** members: Sandi Clark, Angie Figg, Becky Higgins, Sara Laughlin, Gabe Gloden, Shaun McDermott, Ilene Schaeffer, Rebecca Stanze, Jo Throckmorton, and Bob Zaltsberg.

The BCT receives an Arts Operating Support Level II Regional Initiative Grant from the **Indiana Arts Commission** to support the 'BCT Presents' series and ensure our stage is available to local artists.



INDIANA ARTS
COMMISSION
MAKING THE ARTS HAPPEN



National
Endowment
for the Arts
arts.gov



COMMUNITY

TICKET DONATIONS

In 2019, the Buskirk-Chumley Theater donated tickets to 40 community organizations for their fundraising auctions and raffles. In total, these donations were valued at almost \$2,000, and we are pleased to expand our impact across the community by supporting important initiatives in this way. Benefiting organizations ranged from LifeDesigns to American Cancer Society, from Mother Hubbard's Cupboard to Sycamore Land Trust.

IMPORTANT CONVERSATIONS

We pride ourselves on being a place for the community to gather for important discussions as well as the performing arts. Just a few of the events that inspired conversation and action among our patrons in 2019 were:

An Evening with Sam Quinones
presented by Centerstone

Love is Listening

presented by IU Health's Alzheimer's Resource Service
5B: Humanity and Healthcare. A World AIDS Day Reflection,
presented by IU School of Nursing

The Power of Words: Margaret McMullen
presented by MCPL's Friends of the Library

Biggest Little Farm

Presented by the City of Bloomington

FUNDRAISERS

Events hosted by the Buskirk-Chumley Theater each year include fundraisers in support of local charities. We are proud to play such an active role in events that benefit these organizations and our community.

Amethyst House

An Evening with Anders Osborne

Cardinal Stage Company

Rocky Horror Picture Show & The Room

Center for Sustainable Living

Trashion ReFashion Runway Show

Community Kitchen of Monroe County

The Bloomington Chefs' Challenge

Indiana Forest Alliance

Wild & Scenic Film Festival

Indiana Coalition for Public Education

Rise Above the Mark: Stand Up for Public Education

Stone Belt ARC

Belt Out Loud!

Sycamore Branches/Sycamore Land Trust

REEL ROCK Film Tour

Middle Way House

Love Songs for a Lasting World

Play 360, Inc.

The Paddling Film Festival World Tour

DONORS

ENCORE DONORS

Constance Cook Glen & James Glen
Sara Laughlin
In Memory of Russell A. Martin
Paige & William John Schmuhl
Dr. John E. Thiel
The Stone Age Institute

MARQUEE DONORS

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Patrick Counts & Tracy Sexton
Cheri & Tim DeBruicker
Scott & Suzanne Fuson
Preston & Lori Garraghty
Patrick & Ashley Leone
Rob & Jane Parry
The Stardance Band
c/o Mark Wiedenmayer
Scotty Wilson

SPOTLIGHT DONORS

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Kenneth Buzzard
Todd & Samantha Eads
Brenda Espinoza
Bryony Gomez-Palais & Armin Vit
Stephen & Jo Ham
Jenny & Don Herdrich
In honor of Phil M. Jackson
Diana Lambdin & Frank Lester
Howard & Donna Lodge

Cheryl & Shaun McDermott
Ellyn Pruitt
Ed & Jan Ryan
Ilene A. Schaeffer
Wayne & Maggi Schuman
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Tim & Young Ae Tresslar
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Stone & Green Stone, a component
fund of the Community Foundation of
Bloomington & Monroe Co.
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Sherril York
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APPLAUSE DONORS

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Babette Ballinger
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Jennifer Bass & Michael Hamburger
Mark & Mary Clare Bauman
Karl Berron
Jeff & Becky Bloomgarden

DONOR LEVELS

ENCORE \$2,000+
MARQUEE \$1,000+
SPOTLIGHT \$500+
STANDING
OVATION \$250+
APPLAUSE \$100+
CAST MEMBER \$50+

APPLAUSE DONORS, continued

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In memory of Bruce Fletcher
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Sally Henderson
PJ Hensler
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Jeffrey Hineman
James Hoeksema
Rob & Marilyn Horlander
Brandi M. Host
Anita Jagt
Janko's Little Zagreb
Susan Jones
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Wanda Katinsky
Katrina Kerr
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Calvin Meisenheimer
Debbie Melloan
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Robert Mixner
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Keith Williamson
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Gordon & Anne Wishard
Donna & Richard Wolf
Bruce Wong

*The Buskirk-Chumley
Theater is deeply
appreciative of all
the support received
from individuals
in the community.
Thank you for caring
for Bloomington's
Community Theater!*