A Resource for the Whole Community

As BCT Management, Inc. heads into its 15th year operating the Buskirk-Chumley Theater, the future looks bright, and the road behind demonstrates tremendous growth in sustainable business development.

In 2015, the BCT executed its busiest year ever, with 239 days of use, or nearly five days out of every week, and the second highest number of patron visits ever, at 58,099.

Some of the highlights of those days include:

• two sold-out “BCT Presents” shows (Tig Notaro and An Evening with Keb’ Mo’) and eight BCT Presents shows with more than 300 in attendance

• record attendance at our promoter partner Cardinal Stage Company’s winter holiday performances of “Mary Poppins,” averaging more than 450 patrons at each show

• IU Jacobs School of Music jazz students had the opportunity to play on stage with legendary vocalist Bobby McFerrin

• local junior high gym teacher and former touring comedian Lance Fox returned to the BCT stage for another great performance of celebrity impersonations

• enterprising high school and college students staged a performance of “Alice in Wonderland,” taking advantage of the theater’s deep summer discounts

• New Voices Opera, founded by IU Jacobs School of Music students to support the development of new chamber opera, presented their first double bill at the Buskirk-Chumley Theater

Donors and sponsors also supported the Buskirk-Chumley Theater at the highest level ever in 2015, resulting in a very profitable year. As the two-year audited financials included here attest, BCT Management, Inc. has reached a new level of success, resulting in a new level of investment in this, Bloomington’s Community Theater.

Danielle McClelland
Executive Director
Buskirk-Chumley Theater/BCT Management, Inc.
BCT MANAGEMENT, INC.
2015 Board of Directors
Kevin Robling
  President
David Sipes
  Vice-President
Shaun McDermott
  Treasurer
Cynthia Brubaker
Diane Buzzell
Paul Daily
Catherine Dyar
Efrat Feferman
Rachael Jones McAfee
Patrick Murphy
Ron Walker
Paula McDevitt, ex-officio

2015 Student Associates
Liza Bartlett  Amanda Gomez  Jessica Smith
Emily Beck  Travis Guffey  Melissa Sommer
Anthony Berkley  Emily Hall  Anne Stichter
Sean Burdette  Anna Kosatka  Anna Tragesser
Kristen Byl  Jordan McCarty  Wendy Wong
Brandi Caruthers  Ella Need  Jacob Zorn
Rachael Dillon  Melissa Segarra
Ann Ellis  Elizabeth Shafer

Staff
Danielle McClelland, Executive Director
Jacob Lish, Technical Director
Rebecca Stanze, Associate Director
Joe McManis, Office Administrator
Charlie Jones, Box Office Co-Manager
Jovita McCleod, Box Office Co-Manager
Suz Strick, Box Office Associate
Dave Perney, Maintenance
Ken Simpson, Custodial
Jerry Lewis, Custodial

We would like to recognize Katie Moulton, Regine Richter McClain, Chris Arterberry, Paris Toler, Dan Baer, and Bennett Stegenga for service in 2015 before their departure from the staff.
**SUPPORT AND REVENUE**

- Rental Income ...................................................... $369,192
- Performance Revenue .............................................. $295,538
- Support from City of Bloomington ................................... $50,000
- Other Customer Charges ........................................... $254,744
- In-Kind Donations .................................................. $188,846
- Contributions and Grants ........................................... $207,414
- Concession Revenue ................................................. $168,821
- Other Revenue ...................................................... $30,094
- Interest Income ........................................................ $202

**Total Operational Support and Revenue** . . . . . . . . . . . . . . . . . . . . $1,564,851

**EXPENSES**

- Program Costs ...................................................... $352,656
- Payroll & Employee Benefits ....................................... $705,005
- Payroll Taxes ....................................................... $55,627
- Utilities ............................................................. $80,616
- Concession Expense ................................................. $61,286
- Office Expense ...................................................... $27,017
- Repairs and Maintenance ........................................... $58,704
- Insurance ........................................................... $33,268
- Public Relations ..................................................... $12,126
- Professional Fees .................................................... $15,382
- Depreciation ........................................................... $882
- Bank Charges and Credit Card Fees ................................ $45,453
- Other Administrative Costs ........................................ $16,491

**Total Operational Expenses** . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . $1,464,513

**Operational Net** .................................................. $100,338

**Net Assets, beginning of period**
- as previously reported ............................................. $184,050
- prior period adjustment related to property and equipment ...... ($111,174)

**Net Assets, as restated** ............................................. $72,876

**change in net assets** ................................................. $100,338

**Net Assets, end of period** ............................................. $173,214
If you have been to the BCT, you’ve met some of our volunteer ushers, the folks who make it possible for us to host hundreds, sometimes thousands, of patrons each week. Ushers greet our patrons as they arrive and wish them a good night as they leave. These volunteers answer questions with a smile, tear tickets, assist patrons in finding their seats, hand out programs, help distribute will-call tickets, and are prepared to assist in an emergency. Some of our ushers volunteer for a couple events each year, while others sign up for more than 20. The average length of an usher’s shift is four hours. With an average of seven ushers per event, our ushers contributed an estimated 4,592 hours in 2015.

**2015 VOLUNTEER FACTS**

- **266** active volunteers
- **172** events with ushers
- **4,816** volunteer hours donated
- **7** ushers at each event, on average
- **8** ushers volunteering 20+ times
- **50** new volunteers trained

**VOLUNTEER OF THE YEAR**

The 2015 Jim Mahan BCT Volunteer of the Year Award for outstanding volunteer work was awarded to Millie Jackson. Millie is one of the most experienced ushers on the Buskirk-Chumley Theater’s team of volunteers. She has worked all types of events from rap music shows to theater productions by Cardinal Stage Company and never tires of answering any question theater patrons might have.
BLOOMINGTON PRIDE
THEATER
DAYS OF USE
by presenter

Cardinal Stage Company
First United Methodist Church, Open Door Service
The “BCT Presents” Series
IU African American Arts Institute
Private Events
IU Ballet Department
IU Theatre, Drama, & Contemporary Dance Department
Lotus Education & Arts Foundation
Bloomington Symphony Orchestra
Bloomington PRIDE
New Voices Opera
Solarium Productions
DAYS OF USE
by presenter

3
IU Jacobs School of Music
Limestone Comedy Festival
MOKB

2
Another Round
Blueline Style
InMotion Dance Company
City of Bloomington
The Dance Center
IU Media School
IU Outdoor Adventures
One Step Above Dance Studio
The Ryder Film Series
The Burroughs Century, Ltd.

1
Alpha Phi Alpha
Amethyst House
Arthur Murray Dance Studio
Bloomington Expressive Arts Training
Campus MovieFest
Center for Sustainable Living
Community Kitchen of Monroe County
DeZanars Productions
Foundation of Monroe County Community Schools
Gentleman’s Rule
Mark Haggerty
Helene G. Simon Hillel Center
Hoosier Tap Company
Indiana Moms for Gun Sense
Irrepressible Urges
IU College Arts & Humanities Institute
IU Department of Central Eurasian Studies
IU Student Foundation
Jenn Cristy
Ladies First
Lance Fox
Lighting Productions
Daryl Neher
One Pulse Entertainment
Pearl Productions
Pit Stop Music Festival

Pretty Boy Entertainment
Rigor Mortis Films
Scott Schirmer
Spirit of ’68 Promotions
Square Peg Concerts
Abbey Stemler
TEDxBloomington
Todrick Hall
WTIU
### BUSKIRK-CHUMLEY THEATER USE & ATTENDANCE

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<th>Year</th>
<th>Days of Use</th>
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BCT BOX OFFICE
USE & TICKET SALES

YOUR COMMUNITY TICKETS
No “convenience” fees and an informed local staff – this downtown non-profit ticketing service makes it easy for patrons to access tickets to events at the Buskirk-Chumley Theater and venues throughout Bloomington.

In 2015, the BCT Box Office sold tickets to events at various churches, the Monroe County Fairgrounds, Bloomington Playwrights Project, and the Ivy Tech John Waldron Arts Center, among others.

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<td>Tickets Sold</td>
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<th>Events at Other Venues</th>
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<td>Ticket Revenue</td>
<td>$172,471</td>
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46,670 TICKETS SOLD
86 PROMOTER PARTNERS
10,865 PATRONS SERVED
320 TICKETED EVENTS
Promoter Partners are individuals, artists, organizations, and companies who provide the community with events at local churches, schools, the Ivy Tech John Waldron Arts Center, Oliver Winery, and diverse venues across the community, with the help of the ticketing services provided by the BCT Box Office.

Bloomington Chamber Singers
Bloomington Collegiate Theatre
Bloomington Playwrights Project
Bloomington Stages
The Burroughs Century, Ltd.
Craig Brenner
City of Bloomington
Krista Detor
Different Drummer Belly Dancers & Iron Kitten Productions
Downtown Bloomington, Inc.
Humanetrix Foundation
Ivy Tech Community College
Jewish Theatre of Bloomington
Kaia
Kilimanjaro Education Outreach
Kiwanis Club of South Central Indiana
The Language Conservancy
LIFEDesigns
Monroe County Autism Foundation
Monroe County Branch NAACP
Monroe County CASA, Inc.
Quarryland Men’s Chorus
Shalom Community Center
Stages Bloomington
Upland Brewing Company
Windfall Dancers
BCT BOX OFFICE PATRONs
by address

- Monroe County: 78%
- Indy: 11%
- Other IN: 11%
- 2.5%
- 89%
- 6%
- 1.5%
- 1%

(Other states and US map also shown)
PREMIER SPONSORS - $10,000

Big Red Liquors
Ivy Tech Community College - Bloomington
Jo Throckmorton Filmworks
Midwest Color Printing
Trojan Horse Restaurant and Tavern

SUPPORT SPONSOR - $5,000

Bloom Magazine
BLU Boy Chocolate Cafe & Cakery
CFC Properties
IU Credit Union
Michael’s Uptown Cafe
Oliver Winery

FAN SPONSOR - $2,500

FARMBloomington
Hyatt Place - Bloomington
Old National Bank
DONORS

ENCORE DONORS
Ted Jones
Miah & Jonathan Michaelsen
Steve & Kathy Weller

MARQUEE DONORS
Greg & Irene Martz
Danielle McClelland & Susan Ferentinos
Rob & Jane Parry
Kevin Robling & Jenny Stephens
The Stardance Band
& Mark Wiedenmayer

SPOTLIGHT DONORS
Paul & Courtney Daily
Thomas G. Gallagher
Jenny Johnson
Limestone Comedy Festival
Michael & Mary Lostutter
Patrick Murphy
Dr. Jill Reitmeyer
Jesse P Slokum
David Stringer
Tim & Young Ae Tresslar
Annie Walters
Bill & Mary Weeks

OVATION DONORS
Kim Alexander & Bruce Johnson
Andrew M. & Kimberly M. Allard
Thom & Rosemary Balbier
Mark & Katy Bradford
Steve & Becky Carter
Norris & Catherine Chumley
Sandy & Devin DeWeese
Stephanie & Gordon Dyott
EJ Ernsberger & Brandi Host
Efrat Feferman
Lori & Preston Garraghty
Rob Stone & Karen Green Stone
Daniel Grundmann & Julie Paris
April Heltsley
Wayne Jackson
Glorianne Leck & Susan Savastuk
Mallor Gradner Attorneys
Rachael McAfee
Mark E. Need
Craig Newton
Lorraine Merriman Farrell
Frona Powell
Tom & Cynthia Roberts
Ann & Alan Schertz
Suzanne Eckes & Chris Shaw

APPLAUSE DONORS
Alain Barker & Liz Rosdeitcher
David & Jo Basey
Mark W. Bender
Marsha Bradford & Harold Dumes
Patrick Brantlinger
Barb & Neal Bridgett
Geoffrey Brown
Cynthia J. Brubaker
Lori Byers
Dawn Callahan & Mike Hamilton
Brian & Elise Calvi
Leanne Ellis & Jim Caughlin
James Cherry
Sandra Clark
Jane Clay & Gary Hafner
Mike Conway
Wayne Craig
Betty & Jerry David
Jef & Pam Davidson & Family
Sam Davis

DONOR LEVELS
ENCORE $2000+
MARQUEE $1000+
SPOTLIGHT $500+
OVATION $250+
APPLAUSE $100+
CAST $50+
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CAST MEMBER DONORS
Marielle Abell
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The BCT receives an Arts Operating Support Level II Regional Initiative Grant from the Indiana Arts Commission. The following agencies enable the Buskirk-Chumley Theater to receive this funding:

The Buskirk-Chumley Theater is owned by the City of Bloomington and operated by BCT Management, Inc., a private non-profit organization. The mission of BCT Management, Inc. is to develop the Buskirk-Chumley Theater as a high-quality and widely accessible community resource and performance venue, operated in a fiscally responsible manner. Support from the City of Bloomington, Indiana University, the Indiana Arts Commission, corporate sponsors, and our many community donors helps maintain this historic community resource and brings a wide diversity of programming to the stage each year.
OUR PATRONS SAY...

“I love the Buskirk-Chumley Theater because it is an invaluable community resource, functioning as place of inspiration, collaboration, and celebration.”

“We are so fortunate in Bloomington to have such world class artists at the BCT.”

“You not only provide a wide variety of valuable arts and cultural events to the community, you bring the community together under one roof.”

“[The BCT] is very much a local theater and the performances that are held there very much reflect that. It is evident that the people of Bloomington are a priority for BCT.”

“We love the Buskirk-Chumley Theater because the shows are consistently entertaining and worth the expense. I love contributing to this gem in our community.”

“[The BCT] adapts well to a number of uses -- community events, local theater, and national acts. It can be either homelike or exciting, depending on what’s going on.”

“It’s somehow grand and intimate at the same time!”

ADDITIONAL SUPPORT
Long-term institutional support comes from these community organizations:
“All proceeds from the Garden Gala auction... provide our pantry patrons the opportunity to learn how to grow and cook nutritious food on their own.”
—Mother Hubbard’s Cupboard

“Your generosity allows Monroe County CASA to continue to serve our community’s most vulnerable population - children involved in the court system due to abuse or neglect...”
—Monroe County CASA

“Thank you for supporting... our efforts to provide students of all ages increased access to professional theatre.”
—Cardinal Stage Company

“This [donation] will allow students to engage in exciting internship and professional development experiences across the country and the world.”
—IU’s School of Public and Environmental Affairs

“Your generosity helps us make the dream of homeownership a reality for Monroe County families currently living in inadequate homes.”
—Habitat for Humanity of Monroe County

“Your generous donation... will assist in providing necessities to the individuals most in need in our community.”
—Sans Souci
The Buskirk-Chumley Theater is a beautiful and unique location for fundraising events that support charities in Bloomington and across the world. We are pleased to play such an active role in the improvement of our community by supporting these organizations in the production of their events.