

BCT MANAGEMENT, INC.

2016

ANNUAL REPORT

BUSKIRK-CHUMLEY THEATER

BCT BOX OFFICE

& DOWNTOWN VISITORS CENTER

114 E Kirkwood Avenue, Bloomington, Indiana • (812) 323 3020

BuskirkChumley.org • www.BCTBoxOffice.org

**BUSKIRK-
CHUMLEY
THEATER**

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REACHING OUT

BCT Management, Inc. (BCTM) is proud of the role we play in the development of new arts events and organizations. In 2016:

- We cheered with Cardinal Stage Company as they celebrated their 10th anniversary season, bringing *Oliver!* to the stage where they launched their very first production, *Our Town*, in 2006.
- We celebrated the sold-out crowds at the Bloomington Expressive Arts Training (BEAT) performances. BEAT just recently became a presenter at the BCT and immediately packed the house.
- We squeezed every last person we could into the two sold-out screenings of the Banff Mountain Film Festival and reminisced about the big risk IU Outdoor Adventures took when starting what is now a tremendously popular event.

Building on our experience in helping local producers create successful shows, BCTM held the first annual Arts Start Up workshop in March 2016. Participants pitched new ideas for arts events, workshopped business plans, and ultimately submitted proposals for new events at the BCT. We're proud to

bring Bloomington Vaudeville, a showcase for local talent, and Shimmy Con, a Middle Eastern dance performance and regional conference, to the stage in 2017.

Along the way, "BCT Presents" performances continued to reach new audiences, bringing *The Daily Show* comedian Hasan Minhaj's performance of *Homecoming King*, based on his experiences growing up Muslim in America; the Steeldrivers, a Grammy-nominated country bluegrass group; and the double bill of Sweet Honey in the Rock and Ladysmith Black Mumbazo, Grammy-winning artists exploring African and African American culture.

Our strong mix of astounding local performers and internationally-recognized artists has always been the secret to the BCT's success. This was an incredible year for growing new shows and reaching out to new patrons. Thank you to everyone listed in these pages as sponsors and donors; your support made these efforts possible.

Sincerely,



Danielle McClelland
Executive Director
Buskirk-Chumley Theater/BCT Management, Inc.

BCT MANAGEMENT, INC.
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Cynthia Brubaker
Diane Buzzell
Paul Daily
Catherine Dyar
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Ron Walker

Becky Barrick-Higgins
ex officio

We would also like to recognize Rachael Jones McAfee, Paula McDevitt, and Patrick Murphy for their service in 2016 before their departure from the board.

BCT Management, Inc. Staff as of December 31, 2016

Taylor Dean, *Concessions*
David DeSante, *Interim Technical Director*
Debby Ineich, *Concessions*
Charlie Jones, *Box Office Co-Manager*
Danielle McClelland, *Executive Director*
Jovita McCleod, *Box Office Co-Manager*
Morgan McGill, *Concessions*
Joe McManis, *Office Administrator*
Dave Perney, *Maintenance*
Ken Simpson, *Custodian*
Rebecca Stanze, *Associate Director*
Suz Strick, *Box Office Associate*
Teri Watkins, *Concessions*

We would like to recognize Jerry Lewis, Jacob Lish, and Nan Rockey for their service in 2016 before their departure from the staff.

2016 Student Associates

Liza Bartlett	William Henry	David Silverstein
Emily Beck	Grace Hertz	Jessica Smith
Sean Burdette	Jung-Yoon Kim	Anne Stichter
Amy Burgar	Aissa Maese	Jacob Zorn
Matthew Creek	Karrah Martin	
Qianqian Dong	Melissa Segarra	
Amanda Gomez	Sara Shurtz	

SUPPORT AND REVENUE

Rental Income	\$178,039
Performance Revenue	\$200,696
Support from the City of Bloomington	\$50,000
Other Customer Charges	\$100,599
In-Kind Donations	\$109,131
Contributions and Grants	\$134,382
Concession Revenue	\$79,454
Other Revenue	\$10,460
Interest Income	\$48
Total Operational Support and Revenue	\$862,809

EXPENSES

Program Costs	\$224,149
Payroll & Employee Benefits	\$404,607
Payroll Taxes	\$29,207
Utilities	\$35,087
Concession Expense	\$52,194
Office Expense	\$14,758
Repairs and Maintenance	\$54,488
Insurance	\$20,591
Public Relations	\$4,647
Professional Fees	\$16,382
Depreciation	\$933
Bank Charges and Credit Card Fees	\$23,069
Other Administrative Costs	\$11,349
Total Operational Expenses	\$891,461

Operational Net **(\$28,652)**

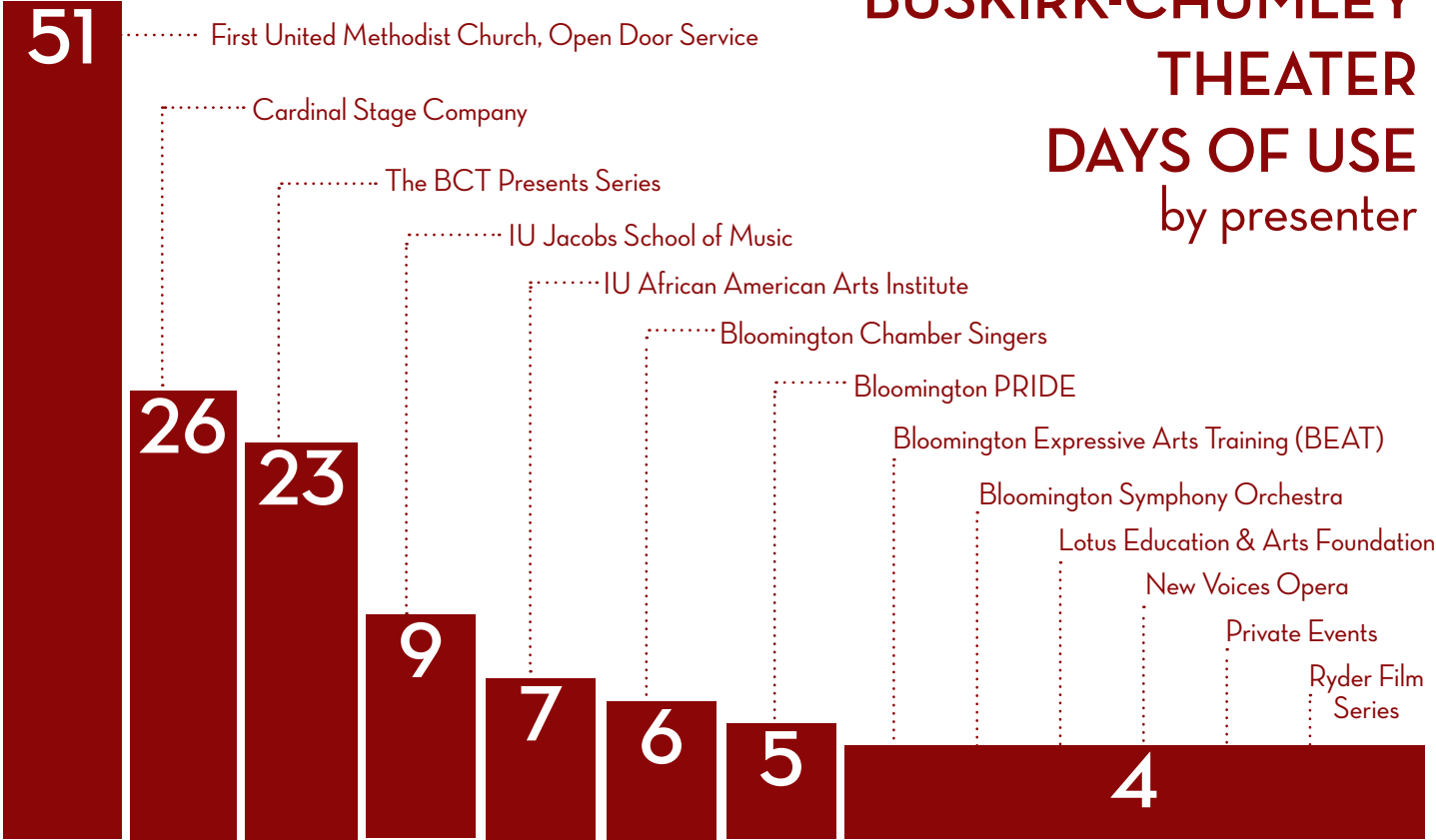
Net Assets

Beginning of Year	\$173,214
End of Year	\$144,562

2016 FINANCIAL REPORT

REVIEWED BY BLUE & CO., LLC

BUSKIRK-CHUMLEY THEATER DAYS OF USE by presenter



DAYS OF USE

by presenter

3

City of Bloomington
Limestone Comedy Festival, LLC
Spirit of '68 Promotions

2

Arthur Murray Dance Studio
The Dance Center
Hoosier Tap Company
IU Germanic Studies
IU Outdoor Adventures
Middle Coast Film Festival
Middle Way House
One Step Above

1

Amethyst House
Another Round
Balalaika & Domra Association
Bemused Entertainment

1

Center for Sustainable Living
Community Kitchen of Monroe County
Tyler Ferguson
Gadabout Film Festival
Hip Hop ConnXion
Hoosiers for Common Sense Healthcare
IU College Arts & Humanities Institute
IU Center of Sexual Health Promotion
IU Hillel Center
IU Media School
IU Residential Programs & Services
IU Turkish Student Association
Lightning Productions
The Main Squeeze
No Road Entertainment
One Pulse Entertainment
Prettyboy Entertainment
Sounds of Indiana
The Stone Age Institute

BUSKIRK-CHUMLEY THEATER USE & ATTENDANCE

2016	Days	Attendance
Total Days of Use	201	49,915
Rental	178	43,522
BCT Presents	23	6,393
2015	Days	Attendance
Total Days of Use	239	58,099
Rental	220	52,698
BCT Presents	19	5,401
2014	Days	Attendance
Total Days of Use	222	59,472
Rental	206	53,900
BCT Presents	16	5,572
2013	Days	Attendance
Total Days of Use	210	49,763
Rental	188	43,031
BCT Presents	22	6,732
2012	Days	Attendance
Total Days of Use	238	49,573
Rental	215	42,974
BCT Presents	23	6,599



ARTISTS, SPEAKERS, AND
FILMS PRESENTED
ON THE BCT STAGE

BCT BOX OFFICE USE & TICKET SALES

YOUR COMMUNITY TICKETS

The BCT Box Office & Downtown Visitors Center provides an affordable ticketing service for events happening all across the community, from Taste of Bloomington to the Bloomington Playwrights Project. With no “convenience” fees and an informed local staff, this downtown, nonprofit service makes it easy for patrons to access tickets for all types of events!

The BCT staff also provide assistance to hundreds of visitors to downtown Bloomington. Visitors from across the state, country, and world come to Bloomington for business and pleasure, and we work hard to connect them with all that our community has to offer.

51,924
TICKETS SOLD

12,599

PATRONS SERVED

229

TICKETED
EVENTS AT THE
BCT & OTHER
VENUES

46

PROMOTERS RENTING
THE BUSKIRK-CHUMLEY
THEATER

23

PROMOTERS USING
THE BCT BOX OFFICE
TO PROMOTE EVENTS
ELSEWHERE IN THE
COMMUNITY

BCT BOX OFFICE PROMOTER PARTNERS

Promoter partners are individuals, artists, organizations, and companies who provide the community with entertainment and education at local churches, the Monroe County Fairgrounds, the Monroe Convention Center, and many other venues across the county with the help of the ticketing services provided by the BCT Box Office.

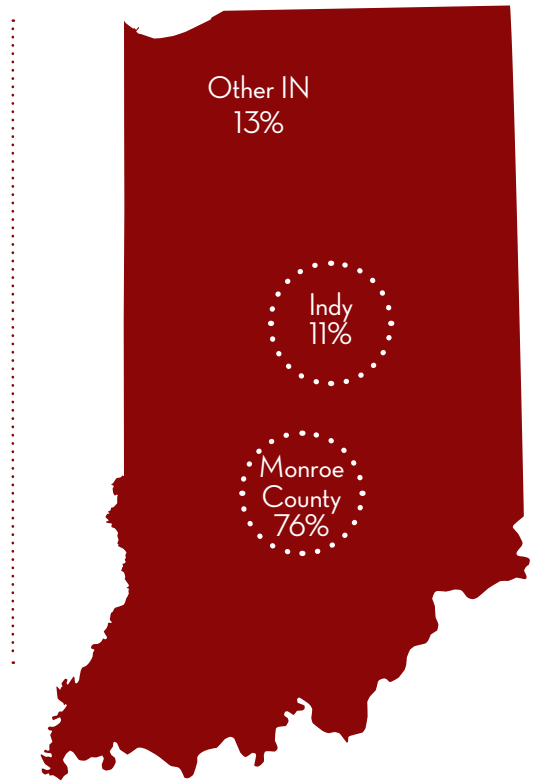
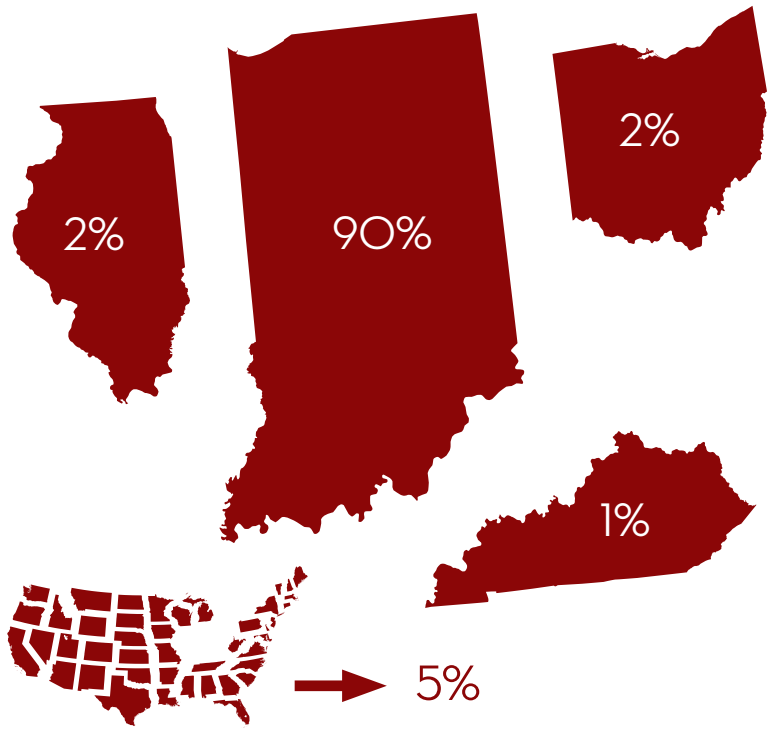
Arvin Ingenuity LLC
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Bloomington Playrights Project
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Different Drummer Belly Dancers
Ivy Tech John Waldron Arts Center
Jewish Theatre of Bloomington
Kilimanjaro Education Outreach
Kiwanis Club of South Central Indiana
Monroe County Autism Foundation
Monroe County Branch NAACP

Ryder Film Series
Quarryland Men's Chorus
Shalom Community Center
Solarium Productions
Stages Bloomington
Stone Belt
Taste of Bloomington
Vienna Juvenile Sketch Comedy

BCT BOX OFFICE PATRONS

by address



VOLUNTEERS

Without our volunteer ushers, the myriad events at the Buskirk-Chumley Theater would not be possible. Ushers greet patrons as they arrive and wish them a good night as they leave, ensuring that a visit to the theater begins and ends with a smile. Ushers also tear tickets, assist with seating, distribute programs, sell merchandise, and, most importantly, assist patrons in emergencies. Our usher corps shared 3,848 hours of their time with us in 2016, with an average shift of four hours. Our VIP ushers, our most highly-trained and involved volunteers, gave a total of 2,232 hours during the year.

Volunteers also serve on our poster team, which helps spread the word about “BCT Presents” events by crisscrossing the community with stacks of posters. In 2016, this team promoted 19 events and helped raise awareness of the theater in all corners of Monroe County.

VOLUNTEERS OF THE YEAR

The 2016 *Jim Mahan BCT Volunteer of the Year Award* for outstanding volunteer work was awarded to Bob and Penny Austin.

Bob and Penny are among our most dependable, experienced, and fun volunteers. Their positive attitude and willingness to help wherever they are needed is invaluable. They always fill their roles with confidence and dedication, going above and beyond to help events run smoothly. They are also fun to have around! Bob and Penny both volunteered for more than 20 events in 2016, and we truly appreciate their time and energy.

2016 VOLUNTEERS BY THE NUMBERS

173 active volunteers

172 events with ushers

6 average # of events worked by each usher

7 average # of ushers at each event

34 ushers volunteering 12+ times

19 ushers volunteering 20+ times

56 new volunteers trained

PREMIERE PLUS



A COOK GROUP COMPANY



IU Credit Union

SPONSORS

PREMIERE

Cardinal Spirits

Ivy Tech Community College - Bloomington

SUPPORT

Big Red Liquors

Bloom Magazine

FARMbloomington

Michael's Uptown Cafe

Oliver Winery

Trojan Horse Restaurant and Tavern

FAN

Fields of Agape

Hyatt Place - Bloomington

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Casey Jones

Steve & Becky Carter

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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Tony Tadey

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Wade Lewis
Alex Lopes & Claudia Costa
Margaret Ludwig

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Amina Shabani
Alaina Shonkwiler
Jay Sissom
Gary Staley

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Christy White
Rich & Janet Wienman
Susan & Andy Williams
Beata Winnicka
Anne & Gordon Wishard
Mark & Diana Zukerman
The 40vers

OTHER SUPPORT

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



Long-term institutional support comes from these community organizations:

visitbloomington.com



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, grants, corporate sponsors, and our many community donors helps maintain this historic community resource and brings a diversity of programming to our stage each year, including events that educate, entertain, and inspire.

Additional 2016 funding included a grant from the City of Bloomington's Commission on the Status of Women, which allowed our executive director to attend a professional development conference. In addition, funding from Indiana Humanities allowed us to expand and revise our exhibit on the history and influence of the theater since its construction in 1922.

The BCT receives an Arts Operating Support Level II Regional Initiative Grant from the Indiana Arts Commission.



ART WORKS.
arts.gov



INDIANA ARTS
COMMISSION

PEOPLE SAY...

"I've seen many movies at the old Indiana Theater so it holds many fond memories. I like it that, in the restoration, the old 'feel' of the theater remained intact."

-- Patron at Keb' Mo' concert

"This was our first visit but we will definitely be back."

-- Fan of Pigen Theatre Co.

"All of us on the Amethyst Board really appreciate all your help in making this such a good fundraiser and a fun event."

-- Sandy Washburn, Amethyst House

"I remember seeing movies there when I first came to Bloomington in the 60s. Especially with the iconic signage, it speaks to me of the value Bloomington has for its history, and for the arts."

-- Carrie Newcomer fan

"I like that it is intimate and brings you closer to the artists. I like the feeling of stepping back in time."

-- Patron at John Mayall concert

"We are greeted like family."

-- Fan of Sweet Honey in the Rock & Ladysmith Black Mombazo concert

"If the BCT did not offer the Arts Start Up program, my dream of creating Shimmy Con may not have become a reality."

-- Eiko Kocher, Shimmy Con founder

"I am a fan because there is a variety of shows and volunteer opportunities; I think the venue is a community treasure."

-- Patron at Carrie Newcomer concert

"I feel lucky to live in a place where there are so many people and organizations that value arts, culture and a sense of community."

-- Indiana University student working on a class project

"Historic theaters are my favorite buildings. Love that the BCT is central to downtown and the seats are all great."

-- Fan at Del McCoury concert

"It reflects the best of Bloomington."

-- Fan at Hasan Minhaj performance

"It is a big honor for me to be part of this lovely family and I will be so proud to say that I am an alumni of the Buskirk-Chumley Theater."

-- Qianqian Dong, summer intern

TICKET DONATIONS

Each year, the Buskirk-Chumley Theater donates dozens of ticket vouchers to other nonprofits for auctions or raffles at their fundraising events. The BCT is pleased to support a wide variety of community initiatives in this way.

"Your [donation] helps us support our mission of educating Congolese students in leadership and problem solving skills that demonstrably improve their lives and the lives of their families and community."

-- Giving Back to Africa

"We are grateful to have you as a partner in our mission: providing therapeutic equine programs to individuals with disabilities, impairments and chronic illnesses."

-- People and Animal Learning Services

"Our [event] raised funds for the preservation and conservation of exhibits at the History Center."

-- Monroe County History Center

COMMUNITY SUPPORT

FUNDRAISERS The Buskirk-Chumley Theater hosts an amazing diversity of events over the course of a year, including fundraisers that support local charities. We are pleased to play such an active role in the improvement of our community by supporting the production of these events.



ARTS START UP SEMINAR The annual Arts Start Up Seminar applies the philosophy and business approach of entrepreneurship and the start up industry to offer enterprising artists, organizers, and promoters the opportunity to learn the basics of imagining, planning, and executing a successful event.

In 2016, fifteen aspiring presenters participated, resulting in two events chosen for continued support: Shimmy Con, a conference on Middle Eastern dance, and Bloomington Vaudeville, a celebration of local talent.

BCT MOVIE PARTNER PROGRAM This program strives to make film programming more affordable and accessible for the community - and honors our history as a movie theater - by offering a rent-free option on Sundays for film screenings. In 2016, movie partners included:

- The Ryder Film Series
The Oscar Short Film Festival, The Ryder Film Festival,
The Halloween Film Festival
- Hoosiers for Common Sense Healthcare
FIX IT: Healthcare at the Tipping Point
- Turkish Student Association
Crossing the Bridge
- Gadabout Film Festival
Instant Gratification Movie Challenge
- Tyler Ferguson
Men in the Arena