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

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.
## SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Rental Income</td>
<td>$178,039</td>
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<tr>
<td>Performance Revenue</td>
<td>$200,696</td>
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<tr>
<td>Support from the City of Bloomington</td>
<td>$50,000</td>
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<tr>
<td>Other Customer Charges</td>
<td>$100,599</td>
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<tr>
<td>In-Kind Donations</td>
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<tr>
<td>Contributions and Grants</td>
<td>$134,382</td>
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<tr>
<td>Concession Revenue</td>
<td>$79,454</td>
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<tr>
<td>Other Revenue</td>
<td>$10,460</td>
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<tr>
<td>Interest Income</td>
<td>$48</td>
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<tr>
<td><strong>Total Operational Support and Revenue</strong></td>
<td><strong>$862,809</strong></td>
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## EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Program Costs</td>
<td>$224,149</td>
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<tr>
<td>Payroll &amp; Employee Benefits</td>
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<tr>
<td>Payroll Taxes</td>
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<td>Utilities</td>
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<td>Office Expense</td>
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<td>Repairs and Maintenance</td>
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<td>Insurance</td>
<td>$20,591</td>
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<td>Public Relations</td>
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<td>Professional Fees</td>
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<td>Depreciation</td>
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<td>Bank Charges and Credit Card Fees</td>
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<td>Other Administrative Costs</td>
<td>$11,349</td>
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<tr>
<td><strong>Total Operational Expenses</strong></td>
<td><strong>$891,461</strong></td>
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**Operational Net** ............................................... **($28,652)**

**Net Assets**

<table>
<thead>
<tr>
<th>Net Asset</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$173,214</td>
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<tr>
<td>End of Year</td>
<td>$144,562</td>
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</table>
Days of Use by Presenter

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

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

3
- City of Bloomington
- Limestone Comedy Festival, LLC
- Spirit of ‘68 Promotions

1
- Amethyst House
- Another Round
- Balalaika & Domra Association
- Bemused Entertainment
<table>
<thead>
<tr>
<th>Year</th>
<th>Days of Use</th>
<th>Attendance</th>
</tr>
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<tbody>
<tr>
<td>2016</td>
<td>201</td>
<td>49,915</td>
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<tr>
<td></td>
<td>Rental</td>
<td>43,522</td>
</tr>
<tr>
<td></td>
<td>BCT Presents</td>
<td>6,393</td>
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<tr>
<td>2015</td>
<td>239</td>
<td>58,099</td>
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<tr>
<td></td>
<td>Rental</td>
<td>52,698</td>
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<tr>
<td></td>
<td>BCT Presents</td>
<td>5,401</td>
</tr>
<tr>
<td>2014</td>
<td>222</td>
<td>59,472</td>
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<tr>
<td></td>
<td>Rental</td>
<td>53,900</td>
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<tr>
<td></td>
<td>BCT Presents</td>
<td>5,572</td>
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<tr>
<td>2013</td>
<td>210</td>
<td>49,763</td>
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<tr>
<td></td>
<td>Rental</td>
<td>43,031</td>
</tr>
<tr>
<td></td>
<td>BCT Presents</td>
<td>6,732</td>
</tr>
<tr>
<td>2012</td>
<td>238</td>
<td>49,573</td>
</tr>
<tr>
<td></td>
<td>Rental</td>
<td>42,974</td>
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<tr>
<td></td>
<td>BCT Presents</td>
<td>6,599</td>
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</tbody>
</table>
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.
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
Bloomington Boogies
Bloomington Chamber Singers
Bloomington Fashion Collective
Bloomington Playrights Project
City of Bloomington
  Dept. of Community & Family Resources
  Commission on the Status of Women
Community Justice & Mediation Center
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

- Monroe County: 76%
- Indy: 11%
- Other IN: 13%

- 90% of patrons are from Indiana.
- 2% of patrons are from Illinois.
- 1% of patrons are from Kentucky.
- 5% of patrons are from other states.

- 2% of patrons are from other states.
- 2% of patrons are from Illinois.
- 5% of patrons are from Kentucky.
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 postering 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.

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

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.
Cardinal Spirits  
Ivy Tech Community College - Bloomington

Big Red Liquors  
* Bloom Magazine  
* FARMbloomington  
* Michael’s Uptown Cafe  
* Oliver Winery  
* Trojan Horse Restaurant and Tavern

Fields of Agape  
Hyatt Place - Bloomington

Bloomington Bagel Company  
Delphi Signs  
ISU May Agency
ENCORE DONORS
Ted Jones

MARQUEE DONORS
Greg & Irene Martz
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David E. Stringer

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& Susan Montgomery
Catherine Dyar
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EJ Ernsberger & Brandi Host
Tom Gallagher
Wayne Jackson
Jenny Johnson
Mallor Grodner Attorneys
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Dr Jill Reitmeyer
Jo Throckmorton & Jillian Kinzie
Tim & Young Ae Treslar

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   Marsha R. Bradford
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Efrat Feferman
Rob Stone & Karen Green Stone
Julie Paris & Daniel Grundmann
Glenda Schulz & Faith Hawkins
April Heltsley
Jamie Hickman
Ruth E. Hickman
Martin & Linda Kaplan
Peter & Wanda Katinzky
Glorianne Leck & Susan Savastuk
Michael & Mary Lostutter
Rachael McAfee
Danielle McClelland &
   Susan Ferentinos
Michael McGregor
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Tom & Cynthia Roberts
Ann & Alan Schertz
Chad Schulteis
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Susan Wannamaker
Charly & Martha Zuppan

APPLAUSE DONORS
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Jeff Bloomgarden
Betsy Borns
Barb & Neal Bridgett
Geoffrey Brown
Cynthia Brubaker
David Busch
Lori Byers
Dawn Callahan & Mike Hamilton
Brian & Elise Calvi
Duncan Campbell & Cathy Spiaggi
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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Gary Clayton
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Wayne Craig
Jeffrey & Cindy Lou Cregar
Betty & Jerry David
Pam & Jef Davidson & Family
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Theresa deMatas
Elizabeth & Robert DeVoe
Romayne & Damon Dorsey
Tom & Cindy Duffy
Kathie Durkel
Dr. Luke & Shannon Eades
Leanne Ellis
Sheri Fella
Frank & Martha Fitzgerald
Malcom Fleming
Patricia L. Foster
Anne Fraker
Suz Frederickson
David Friedel & Ann Mahrdt
Beth Gazley & Carl Weinberg
Anthony Gerth
Darrell Gilmore
Dana Goode
Gabrielle Goodwin & Robert Downey
Christopher & Nancy Goss
Charles Gray
Amy Greely
Stephen Gregg
Tom & Kati Guevara
Jeff & Trish Gustaitis
Clark Hadley
Christopher & Emily Haile
Jackie Hall
Jo & Steve Ham
Russell & Constance Hanson
Jim & Jane Heckman
Steve Hendricks
Tyler Henke
Heritage Trail Cafe & Coffee Roaster
LuAnne & Bill Holladay
Jennifer Hotell & Michael Voyles
Tom Hougham & Ann Deutch
W. Kelly & Linda Innis
Lucas Johnson
Helene Jones
Kathy & Tom Kalotta
Al & Julie Kamarauskas
John & Mary Kennedy
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Laura Krise
Faron Lake
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In Memory of Russell Alexander Martin
Gordon & Sue Means
Patrick & Glenda Murray
Cyndi & Dale C. Nelson
Judith Oetingter
Harold & Denise Ogren
Gary & Melony Paine
Jean & Frank Parker
Deborah Piston Hatlen & Merrill Hatlen
John Ray
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Don & Melinda Seader
Nancy Shin
Charlie & Linda Sinex
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Margaret Sitzman
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Cindy Spahr
John Spieth
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Rebecca Stanze
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Carney & Dorothyann Strange
Tony Tadey

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Steven & Kathleen Weller
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Ralph Zuzolo
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Stephanie Burks
Jeffrey & Carol Buszkiewicz
Rita & Hannah Calvert
Tina Carter
Mark & O’Connell Case
Martina Celerin & Jim Drummond
Chat Chatterji
Rhonda D Clower
Annie Corrigan & Sarah Gordon
Judy & Jack Crandall
Dennis Cromwell
Jack E. Davis
Sandra Dolby
Jack Doskow
Allan & Ann Edmonds
David & Tyler Kate Ferguson
Mark Figg
Lucy Fischman
Flynn/Wittmann Family
Lee Formwalt
Jan K. Gardner
Peter Giordano
Mary Goetzte
George Gregor
Charlotte Griffin
David B. Gudkese, M.D.
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Mark Hurley
G. Bruce Johnson
Leah Ketcham
Joseph Kieler
Myra Kirk
Jason Kramer
Lane Lewis
Wade Lewis
Alex Lopes & Claudia Costa
Margaret Ludwig
Russell Lyons
Kevin S. MacDowell
Pam MacLaughlin
Thomas Martin
William D. Marvin
Matheu Architects, PC
Luci McKeen
Ellen Michel
Jason Miller & Sarah Carmichael-Miller
Jim & Bevo Muehling
Suzanne O’Connell & Eric Fritz
Tim & Angela O’Malley
Jennifer Palmer
Leslie Parrish
Marvin & Terry Pate
Chris Paulsen & Deanna Medsker
Natalie Perfetti
Roger & Nancy Pfingston
Ron & Frona Powell
Mike Prentice
James Quinn
Charles L. Railsback
Betsy Reinbold & Tana McElhinney
Bob & Pat Schenkenfelder
Ewan & Lyndsey Schmid
Beth Sego
Peter Seybold & Cindy Bergquist
Amina Shabani
Alaina Shonkwiler
Jay Sissom
Gary Staley

DONORS
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& Barbara Thornburg
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Buck & Carolyn Walters
Sherry Watkins
Bob & Sandy Weith
Christy White
Rich & Janet Wienman
Susan & Andy Williams
Beata Winnicka
Anne & Gordon Wishard
Mark & Diana Zukerman
The 40vers
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:

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

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.
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 Pigpen 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.

- Community Kitchen of Monroe County
- The Bloomington Chefs’ Challenge
- Cardinal Stage Company
- Rocky Horror Picture Show
- Amethyst House
- An Evening with Greg Brown
- Center for Sustainable Living
- Trashion Refashion Show
- Arthur Murray Dance Studio on behalf of numerous charities
- Dancing with the Celebrities
- Middle Way House
- Love Songs for a Lasting World

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