BUSY, BUSY, BUSY

BCT Management, Inc. (BCTM) and the Buskirk-Chumley Theater (BCT) celebrated the busiest year ever in 2017, with an average of more than four shows each week. Just 16 years ago, Bloomington doubted the Buskirk-Chumley Theater could survive, and many were skeptical that performers would use it. With the steadfast support of the City of Bloomington, Visit Bloomington, Downtown Bloomington, Inc., and our loyal sponsors and donors, we’ve come a long way.

The Bloomington arts community has grown tremendously, as well. BCT Management, Inc. has understood from the beginning that a thriving arts community is integral to the success of the theater and has been committed to offering concrete assistance and development opportunities as a key to achieving our mission. Many organizations have been born or grown to maturity at the BCT; Cardinal Stage Company, Limestone Comedy Festival, PRIDE Film Festival, and Lotus World Music Festival all continue to anchor the offerings on our stage and screen.

With the help of the BCTM’s Arts Start Up program, two new groups, ShimmyCon and Va-Va-Va Vaudeville! launched what they hope will become Bloomington traditions this year. The BCT Movie Partner Project made nine different film events possible, from the celebration of Nick’s English Hut’s 90th anniversary with a film by Duane Busick to the Indiana premiere of locally-produced The Good Catholic featuring Danny Glover and John C. McKinley.

It was also a tremendous year for concerts. Kris Kristofferson, Lucinda Williams, Robert Cray, Rhiannon Giddens, and Béla Fleck were top sellers for the ‘BCT Presents’ series. We welcomed new audiences to the theater with Mashrou Leila, the Middle East’s most controversial pop band, and A Si, an influential singer from China. Bloomington Symphony Orchestra filled the house, as did a Michael Jackson tribute performance.

Collaboration is what makes our historic theater hum with activity - collaboration between BCTM and its supporters, between BCTM and the amazing variety of people who have a vision for a performing arts event, between BCTM and its partner organizations. Thanks to amazing support and collaboration, it was a wonderful year to work together and see dreams come true.

Sincerely,

Danielle McClelland
Executive Director
Buskirk-Chumley Theater/BCT Management, Inc.
2017 BOARD OF DIRECTORS

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Shaun McDermott
Treasurer
Diane Buzzell
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Paul Daily
Catherine Dyar
Mark Fraley
Ilene Schaeffer
Becky Barrick-Higgins
ex officio

We would also like to recognize Efrat Feferman for her service in 2017.

2017 STAFF
as of December 31, 2017

Emily Beck, Concessions
Ian Bruemleve, Concessions
Taylor Dean, Concessions
David DeSante, Technical Director
Debby Ineich, Concessions
Matt McCarthy, Box Office Manager
Danielle McClelland, Executive Director
Kari Patrick, Office Manager
Dave Perney, Maintenance

Ken Simpson, Custodian
Anne Stichter, Event Manager
Rebecca Stanze, Associate Director
Anthony Ross, Concessions
Teri Watkins, Concessions
Emma Young, Box Office Manager

We would also like to recognize Charlie Jones, Jovita McCleod, Morgan McGill, Joe McManis, Brandi Smith, and Suz Strick for their service in 2017.

2017 STUDENT ASSOCIATES

Emily Beck
Sean Burdette
Zoe Carroll
Alec Castro
Emily Coe
Jordan Ferguson

Tiffany Fu
William Henry
Grace Hertz
Jung-Yoon Kim
Tammy Lin
Aissa Maese

Madeline Miller
Avery Hayden Pierce
David Silverstein
Jessica Smith
### SUPPORT AND REVENUE
- Rental Income: $212,206
- Performance Revenue: $268,312
- Support from the City of Bloomington: $50,000
- Other Customer Charges: $146,404
- In-Kind Donations: $105,572
- Contributions and Grants: $156,133
- Concession Revenue: $111,709
- Other Revenue: $16,901
- Interest Income: $58
- **Total Support and Revenue**: $1,067,295

### EXPENSES
- Program Costs: $297,724
- Payroll and Employee Benefits: $425,573
- Payroll Taxes: $30,960
- Utilities: $33,771
- Concession Expense: $49,288
- Office Expense: $18,054
- Repairs and Maintenance: $34,629
- Insurance: $14,858
- Public Relations: $12,184
- Professional Fees: $15,069
- Depreciation: $2,258
- Bank Charges and Credit Card Fees: $29,855
- Bad Debt: $7,736
- Other Administrative Costs: $13,455
- **Total Expenses**: $985,414

### Change in Net Assets
**$81,881**

### Net Assets
- Beginning of Year: $144,562
- End of Year: $226,443
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 2017, 15 aspiring presenters participated in a two-day event, workshopping new ideas and analyzing the details that transform a great idea into an amazing event.

EVENT SUPPORT
Outside of the seminar, the BCT staff works tirelessly to support all the events at the theater and for which we ticket. Experienced promoters or those who are creating an event for the first time may need advice on anything from ticketing strategies, to minimizing equipment rental expenses, to deciding what day of the week or time of day might best suit their audience. As Bloomington’s Community Theater, we are dedicated to ensuring the success of all performing arts.

BCT MOVIE PARTNER PROGRAM
This program celebrates film in all forms, honors our history as a movie theater, and makes film programming more accessible to all. This program provides an opportunity for anyone to screen a film or present an event featuring film on Sunday, without paying the usual rental fee. Our 2017 movie partners were:

- The Ryder Film Series
  - International Children’s Film Festival, Oscar Shorts Film Festival, Ryder Film Festival
- The Project School
  - The Watsons Go to Birmingham
- The Center for Sustainable Living
  - Time to Choose
- Rachel Glago
  - REEL ROCK 12
- Andy Mahler
  - Whatever Comes Next
- Duane Busick
  - A Benchmark in the History of Nick’s English Hut
- The Updraft
  - The Secret Life of Pets

TELLING OUR STORY / CREATING OUR TOWN
Under development with a variety of partners, this project seeks to help children build storytelling skills, learn more about our local history as it relates to arts and entertainment, and explore their own family history.
DAYS OF USE
by presenter

1

Amethyst House
Andy Mahler
Bob Arnove
El Centro Comunal Latino
Community Kitchen of Monroe County
Danny Dash Andrews Entertainment

2

Another Round
Arthur Murray Dance Studio
Center for Sustainable Living
The Dance Center
Dance Network Alliance Corp
I'm Shmacked
IU Outdoors
Middle Way House
One Step Above
Quarryland Men’s Chorus
ShimmyCon LLC

3

Bloomington PRIDE
IU Jacobs School of Music
Limestone Comedy Festival LLC
Middle Coast Film Festival
Ryder Film Series

Duane Busick
Friends of the Library
Hillel Center
HipHop ConnXion
Indiana Arts Commission
InMotion Dance Company
IU Asian Culture Center
IU College Arts & Humanities Institute
IU Residential Life
John Payne
Kiwanis Club of South Central Indiana
Lightning Productions
Modern Sky Entertainment
MOKB Presents
One Pulse Entertainment
Paul Siwko-Bajon
Pretty Boy Entertainment
The Project School
Rachel Glago
Rich Hardesty
Scout Society, LLC
Spirit of ’68 Promotions
The Back Door
The Updraft
WFIU Public Radio
### Theater Use & Attendance

#### 2017
- **Total Days of Use**: 287  
  - **Attendance**: 64,595
- **Rental**: 249  
  - **Attendance**: 54,977
- **BCT Presents**: 38  
  - **Attendance**: 9,618

#### 2016
- **Total Days of Use**: 201  
  - **Attendance**: 49,915
- **Rental**: 178  
  - **Attendance**: 43,522
- **BCT Presents**: 23  
  - **Attendance**: 6,393

#### 2015
- **Total Days of Use**: 239  
  - **Attendance**: 58,099
- **Rental**: 220  
  - **Attendance**: 52,698
- **BCT Presents**: 19  
  - **Attendance**: 5,401

#### 2014
- **Total Days of Use**: 222  
  - **Attendance**: 59,472
- **Rental**: 206  
  - **Attendance**: 53,900
- **BCT Presents**: 16  
  - **Attendance**: 5,572

#### 2013
- **Total Days of Use**: 210  
  - **Attendance**: 49,763
- **Rental**: 188  
  - **Attendance**: 43,031
- **BCT Presents**: 22  
  - **Attendance**: 6,732

**A 43% increase!**

### Artists, Speakers, and Films Presented on the BCT Stage

3,059
YOUR COMMUNITY TICKETS
The BCT Box Office & Downtown Visitors Center provides an affordable ticketing service for events happening all across the community, from the Women’s History Month Lunch to the latest Stages Bloomington production. With no “convenience” fees and a staff available seven days a week in person and over the phone, this downtown, nonprofit service makes it easy for patrons to access all types of performing arts and community events.

Staff also provide assistance to hundreds of visitors to downtown Bloomington from across the state, country, and world. They connect visitors with all that downtown, and the broader community, has to offer.
Promoter partners are individuals, artists, organizations, and companies who organize events at venues across the community, ranging from the Monroe County Fairgrounds to local churches. The BCT Box Office supports successful events by providing a local, nonprofit ticketing service.

Bloomington Boogies
Bloomington Playwrights Project
Bloomington Youth Theater
Bloomington Meals on Wheels, Inc.
City of Bloomington
  Black History Month Committee
  Commission on the Status of Women
Ivy Tech John Waldron Arts Center
Ivy Tech Student Productions

Jewish Theatre of Bloomington
Kilimanjaro Education Outreach
Kiwanis Club of South Central Indiana
Monroe County NAACP
Quarryland Men’s Chorus
Rhino’s Youth Center
Ryder Film Series
Shalom Community Center
ShimmyCon LLC

Solarium Productions
Sounds of Indiana
Sounds of South
Stages Bloomington
Taste of Bloomington
The Language Conservancy
United Presbyterian Church
BCT BOX OFFICE PATRONS
by address

Illinois 2%
Ohio 1%
Kentucky 1%
Other States 6%

Indiana 10%
Monroe County 78%
Other Indiana 12%
When you enter the Buskirk-Chumley Theater, you are greeted by one of our dedicated ushers. Another tears your ticket, hands you a program, and helps you find your seat. Our all-volunteer usher corps makes every event, from the Béla Fleck & Abigail Washburn concert to the annual Dancing with the Celebrities fundraiser, a successful, community-based experience. Our usher corps shared 4,241 hours of their time with us in 2017. Our VIP ushers, the most highly-trained and involved volunteers, are essential to our volunteer program but each of our ushers works hard to ensure your BCT experience is enjoyable and safe.

Our Street Team is also made up of volunteers. They help spread the word about ‘BCT Presents’ 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.

**VOLUNTEER OF THE YEAR**

The 2017 Jim Mahan BCT Volunteer of the Year Award for outstanding volunteer work was awarded to Steve Furr.

Steve is a relatively new volunteer who has quickly become one of our most helpful and dependable ushers. He is calm, competent, and positive, fulfilling every task with confidence and making the event experience smooth (and fun!) for all. In 2017, he contributed more than 120 hours of volunteer time, at over 30 events, and we’re so grateful to have him as a member of our usher community.

**2017 VOLUNTEERS BY THE NUMBERS**

- **154** active volunteers
- **8** average # of events worked by each usher
- **8** average # of ushers at each event
- **39** new ushers trained
- **47** VIP ushers (volunteering 36+ hours)
- **5** ushers volunteering 100+ hours: Carolyn VandeWiele, Gail Dunning, Jim Mahan, Kathie Durkel, and Steve Furr
- **22** ushers volunteering 60+ hours in 2017
2017 SPONSORS

PREMIERE
BLOOM Magazine
Cardinal Spirits

SUPPORT
FARMbloomington
Hyatt Place Bloomington
Ivy Tech Community College - Bloomington
Oliver Winery
Trojan Horse
Uptown Cafe

FAN
Räke Cabinet & Surface Solutions
Fields of Agape

FRIEND
Absolute Electric & Maintenance
BLUBoy Chocolate Café
Chem-Dry of Bloomington
Delphi Signs

Old National Bank
Richard Malone, MD
The Tailored Fit
## DONORS

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- Dr. John E. Thiel

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- Tracy Bee & Matthew Hicks

### DONOR LEVELS
- **ENCORE** $2,000+
- **MARQUEE** $1,000+
- **SPOTLIGHT** $500+
- **STANDING OVATION** $250+
- **APPLAUSE** $100+
- **CAST MEMBER** $50+
APPLAUSE, continued

Jeff & Becky Bloomgarden
David Boonshoft
Maarten Bout & Andrea Havill
Barb & Neal Bridgett
Dave Brodin & Tiffany Kinney
Geoffrey Brown
Jan Bulla-Baker & Jack Baker
Michael Burton & Sue Riegsecker
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Diana Lambdin & Frank Lester
Cheryl Lieberman
Curt Lively
Randy & Jennifer Lloyd
Karma Lochrie
& Elizabeth Cure
Diann Lock
Ludwig Wallcovering
Donna Lafferty
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Christine Mathieu
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Jane McLeod & Steve Krahne
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Howard D. Mehlinger
Robert Meitus
Molly Mendota
Mike & Becca Moore
Patrick & Glenda Murray
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Suzanne O’Connell
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& Lily Bonwich
“Brother” William Morris
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Susan Sullivan
Jeff Sutherland & Leah Weaver
Cheryl Sweeney
Marcia Taylor & Jim Lemon
James Thomas
Lori Tussey
Chris Waggoner
Carolyn & Buck Walters
John Warner
David & Sarah Washington
Sherry Watkins
Cheri & David Weiler
Bob & Sandy Weith
Marcy & Michael Wenzler
Dorothy Wilson
Gordon & Anne Wishard
Richard Wolf
Susan Yoon & John Keith
Eva Zogorski
40overs Hip Hop
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 partners:

Support from our sponsors, in the form of direct financial support and in-kind donations makes it possible for the Buskirk-Chumley Theater to host events that entertain, inspire, and educate.

Sponsors include downtown businesses that recognize the BCT as essential to the vibrancy of Bloomington as well as those who appreciate that our historic theater is a perfect match for their products. For example, thanks to the support of Fields of Agape, our concessions staff popped organic popcorn for the first time in 2017.
COMMUNITY QUOTES

“BCT is my favorite venue for live performances anywhere. The restoration of the building looks fantastic and I am always impressed by the acts BCT attracts. It’s always worth the trip to Bloomington for a show at BCT.”
-- Patron at Sierra Hull concert

“We love every performance we’ve seen at BCT! It is great to just be swept away with the performance itself and be taken to another place and time.”
-- Fan of Stage Flight Circus Arts

“I love the community ownership/volunteer aspect of the place.”
-- Fan of Marc Cohn

“A comfortable, intimate venue that has a knack for programming that suits the eclectic tastes of the Bloomington community. The BCT is an important anchor in the BEAD district, a gathering place for rest, reflection and artistic stimulation.”
-- Patron at the Mary Wilson concert

“The BCT is my favorite thing about Bloomington. It puts on fantastic shows and has a great staff and wonderful customer service. I’ve seen dozens of shows there and will continue to be a loyal member.”
-- Fan of Kris Kristofferson

“This internship and everyone involved has helped me grow, not only professionally, but also as a person.”
-- Madeline Miller, former summer intern

“Thank you for enriching our community and our lives through wonderful, diverse entertainment.”
-- BCT supporter

“A true Bloomington gem, rescued for all of us to enjoy.”
-- Patron at Marc Cohn concert

“I’m new to Bloomington and I am enjoying attending fine events within walking distance of home.”
-- Fan of Béla Fleck & Abigail Washburn

“I have lived in Bloomington for almost 60 years and attended many movies at the Indiana, along with the Princess and Harris Grand theaters. I have many good memories of all of those theaters and enjoy the fact that I can see good entertainment at the BCT.”
-- Patron at the Olate Dogs performance

“I grew up in Bloomington and as a kid I watched cowboy movies, “News of the Day” and the serial “Flash Gordon” on Saturday afternoons at the Indiana [Theater]. It’s nice to see the old theater still in use today.”
-- Fan of Béla Fleck & Abigail Washburn

“Thank you so much for making the BCT a safe place to learn and grow for the past three semesters! It has been a great privilege to learn from you and to participate in the life of the BCT.”
-- Grace Hertz, former graduate assistant

“It’s the cherry on top of an already great city.”
-- Fan of Maceo Parker

“I’m new to Bloomington and I am enjoying attending fine events within walking distance of home.”
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“Thank you so much for making the BCT a safe place to learn and grow for the past three semesters! It has been a great privilege to learn from you and to participate in the life of the BCT.”
-- Grace Hertz, former graduate assistant

“It’s the cherry on top of an already great city.”
-- Fan of Maceo Parker
COMMUNITY SUPPORT

TICKET DONATIONS
In 2017, the Buskirk-Chumley Theater donated tickets to more than 30 nonprofit and community organizations for their auctions and raffles. In total, these donations were valued at $1,500, and we are pleased to expand our impact across the community by supporting important initiatives in this way.

“All of the proceeds from our exciting event go toward our scholarship fund, which helps the school continue to serve low-income families.”

-- Harmony School

“Thanks to your donation and the donations of others in the community, we were able to raise over $7,500 for Middle Way House and the Maurer School of Law’s Protective Order Project.”

-- Women’s Law Caucus

“The funds raised allow us to continue to bring educational and inspiring events to the community.”

-- City of Bloomington Black History Month Committee

FUNDRAISERS
The Buskirk-Chumley Theater hosts an amazing diversity of events each year, including fundraisers in support of local charities. We are proud to play such an active role in events that benefit these organizations.

Community Kitchen of Monroe County
The Bloomington Chefs’ Challenge
Amethyst House
Rory Block w/ local guest Austin Lucas
Cardinal Stage Company
Rocky Horror Picture Show
Sycamore Land Trust
REEL ROCK 12
Center for Sustainable Living
Trashion ReFashion Runway Show
Arthur Murray Dance Studio
on behalf of numerous charities
Dancing with the Celebrities
Middle Way House
Love Songs for a Lasting World