# 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 Kevin Robling Vice-President Shaun McDermott Treasurer

Joii Cooper Angie Figg Mark Fraley Erick Gjerdingen Sara Laughlin Ron Walker

Becky Barrick-Higgins ex officio

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

### 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

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	
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)
	(4 - 7000)
Net Assets	
Beginning of Year	\$219,722
End of Vear	\$211.160

## 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 lota 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**

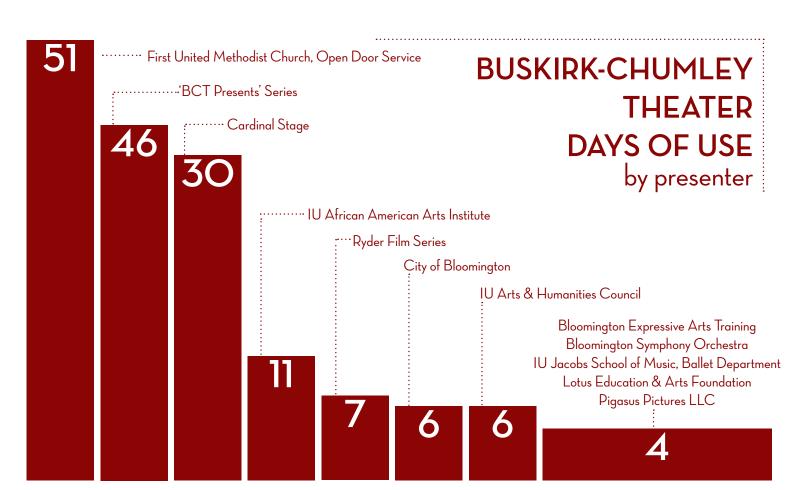
Education, in many forms, is part of the Buskirk-Chumley Theater's mission. One of the many ways we seek to broaden the community's understanding about how to successfully plan and implement events is to open our free Technical Theatre Training sessions for I.A.T.S.E 618 stage hands to the general public. 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.



## **DAYS OF USE** by presenter, continued

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

The Greater Bloomington Chamber of Commerce Hip Hop ConnXion Indiana Coalition for Public Education -Monroe County Indiana Forest Alliance 1U 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

The Project School
Paul Sikwo-Bajon
Play36O,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





## **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





19,158

UNDUPLICATED PATRONS ATTENDING BCT EVENTS



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

## 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

lvy 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

**TED**xBloomington

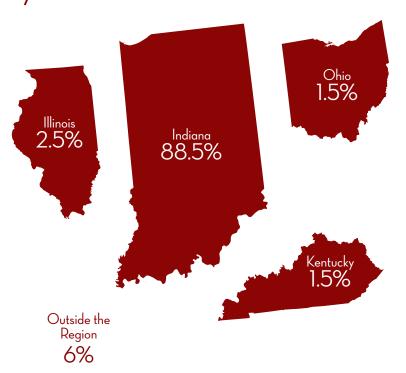
United Presbyterian Church

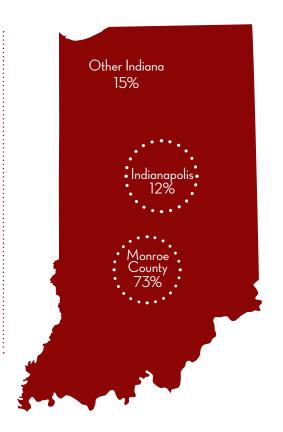
Voces Novae

WFHB Community Radio

X-it Enterprises

## BCT BOX OFFICE PATRONS by address





#### **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.

## **VOLUNTEERS**

"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

average # of events worked by each usher

**39** VIP ushers (volunteering 36+ hours)

average # of ushers at each event

15 ushers volunteering 60+ hours

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**





#### 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 & Cakery

Chem Dry of Bloomington

Midwest Color Printing

Republic Services

Safe Space Life Coaching

#### **FRIFND**

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.









## **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**

#### **DONOR LEVELS**

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

#### **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**

Bob Arnove
Paul & Judi Bosler
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

Marsha R. Bradford & Harold Dumes
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
Matthew and Samantha Stuebe family
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Jennifer Hottell & Michael Voyles Jim & Shirley Mahan Tim Mayer Lee & Maria McKinley Craig and Jennifer Newton Gary & Melony Paine Stephanie Powers Timothy J. Riffle & Sarah M. McConnell Tom & Cynthia Roberts Alan & Ann Schertz Kathy Schick & Nicholas Toth Stone & Green Stone, a component fund of the Community Foundation of Bloomington & Monroe Co. Anne Veldman Brian Werth & Susan Failey Allen R. & Nancy B. White Sherril York Charly & Martha Zuppann

#### **APPLAUSE DONORS**

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#### APPLAUSE DONORS, continued

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Angie Figg

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Jason Hill & Hannah Bolte

Jeffrey Hineman James Hoeksema

P.J. Hensler

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Susan Jones David Kasper Wanda Katinszky Katrina Kerr Leah Ketcham Vicki King Myra Kirk

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David & Sarah Washington Jerry & Elisabeth Weger Voith Williamson

Keith Williamson Kevin Wininger 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!