



*The Williamsburg  
Players*

*Annual Report*

*2016-2017 Season*

*Our 60<sup>th</sup> Year*

Prepared for the August 6, 2017

Annual General Membership Meeting



# Table of Contents

Board of Directors and Managers ----- 4

Mission Statement ----- 4

Meeting Agenda ----- 5

Annual Meeting Minutes of August 2016 ----- 5

President’s Message ----- 7

Volunteer Director Annual Report ----- 9

Production Director Annual Report ----- 9

Technical Director Annual Report ----- 10

Season Development Director Annual Report ----- 10

Special Events & Education Director Annual Report ----- 12

Maintenance Director Annual Report ----- 13

2016-2017 Final Budget Report ----- 14

2017-2018 Proposed Budget ----- 21

Make a Targeted Donation ----- 27

Meet the Candidates ----- 29

Ballot ----- 30

# Current Board of Directors and Supervisors

## Board of Directors

President	Michael Westenberger
Vice President / Volunteers	Rani Wachter
Treasurer	Neil Hollands
Secretary	Vacant (Duties handled by Madoline Wallace)
Business	Vacant
Production Director	Brandon Lyles
Technical Director	Scott Hayes
Season Selection	Julie King
Ads & Sponsorships	Kimberlyn Williams-Middleton
Marketing & Media Relations	Vacant
Special Events & Education	Marcia Dadds
Facilities	Steve Olson
Member at Large	Connie Granger

## Managers

Attorney	Vacant
Webmaster	Scott Hayes
Playbill Designer	Lori Okay
Scholarship Program	Betsey Jo Spence
Box Office	Debbie Noonan
Concessions & Ushers	Bess Worley
Inventory	Jennifer & Carsten Berndt
“Art in the Lobby” & Props	Christina Westenberger
Costumes	Vacant
Season Selection Committee	Scott Hayes, Neil Hollands, Jason Kriner, Brandon Lyles, Brink Miller, Deborah Soderholm, Amy Stallings, Jim Taber, Les Waldren
Special Programs & Theater Development	Vacant
Lead Sound Engineer	John Trindle
Historians	Jim & Les Waldren

## Mission Statement

The Williamsburg Players is a non-profit community theatre committed to enriching and broadening the cultural life and experience of the Greater Tidewater community. Our mission is to present professional quality theatre productions that challenge, stimulate, and entertain our audiences, patrons and volunteers. Hands-on learning and scholarship programs provide opportunities for education, experience, personal growth, and challenge.

## **Annual Meeting Agenda August 6, 2017**

- Annual meeting declared open, confirm quorum is present (Michael Westenberger, President)
- Special Recognitions (Michael Westenberger, President)
- Reading & Approval of August 14, 2016 Annual Meeting minutes (Madoline Wallace, Acting Secretary)
- President's Remarks - Annual Report on the 2016-2017 Season (Michael Westenberger, President)
- Treasurer's Annual Financial Report for Fiscal Year 2016–2017 (Neil Hollands, Treasurer)
- 2017 Scholarship Award (Michael Westenberger, President)
- Election of the new Board of Directors (Michael Westenberger, President)
  - Recognition of board members whose term has concluded
    - Michael Westenberger, Rani Wachter
  - Recognition of board members who are eligible for re-election
    - Neil Hollands (at large)
  - Presentation of slate of nominations to the Board of Directors (Madoline Wallace, Acting Secretary)
  - Floor nominations for Board of Directors (Michael Westenberger, President)
  - Close nominations (Michael Westenberger, President)
  - Short Break, if required, to discuss interest offered to the organization by the nominee(s).
  - Election of Nominees to the Board of Directors by the membership (Madoline Wallace, Acting Secretary)
- Presentation of the 2017-2018 Operating Budget (Neil Hollands, Treasurer)
- Call for vote to amend or approve 2017-2018 Operating Budget (Michael Westenberger, President)
- Question and Answer Session
- Adjourn Meeting (Michael Westenberger, President)
- Short break, after which the Board Members will remain for brief meeting to elect Executive Officers for the 2017-2018 year

## Williamsburg Players 2016 Annual Meeting Minutes August 14, 2016

*(Due to circumstances beyond our control, we do not have access to the original minutes taken by Kathleen Walden. What follows are minutes recreated by Madoline Wallace.)*

The Annual Meeting was called to order by Michael Westenberger, President.

**Board members present:** Michael Westenberger, Neil Hollands, Kathleen Walden, Rani Wachter, and Scott Hayes

**Board members absent:** Brandon Lyles, Julie King, Marilyn Dalla Valle, Deborah Soderholm

Special Recognitions Jack Schaeffer, Trudy Foss, Sally Holzbach – call for moment of silence in honor of those who died within the past season.

August 9, 2015 Annual Meeting minutes were presented by Kathleen Walden, Secretary. Motion to approve made, seconded and carried.

Annual Report on the 2015-2016 Season presented by Michael Westenberger, President.

Treasurer's Annual Financial Report for Fiscal Year 2015-2016 was presented by Neil Hollands, Treasurer. Gross Income was \$387,382.33. Gross Expenses were \$309,998.20. Net Income was \$77,384.13.

2016 Scholarship Award Scholarship Chairperson, Betsy Jo Spence, introduced and awarded a \$4,000 scholarship to Rachel Lucas.

Election of the new Board of Director (Michael Westenberger, President)

- Recognized Hugh Siggins whose term has concluded
- Recognized Connie Granger (at large) who is eligible for re-election
- Announced the resignations of Phil Cabibi (Vice-President), Olivia Bada (Marketing), Amy Payne (Season Selection), Deborah Soderholm (Special Events & Education)
- Slate of Nominations to the Board of Directors presented by Kathleen Walden, Secretary: Connie Granger (re-election), Julie King, Marcia Dadds and Kimberlyn Williams-Middleton to join the board
- Michael Westenberger called for nominations from the floor.
- No nominations from the floor-Nominations declared closed.
- Motion to accept the slate as presented made, seconded and passed

Neil Hollands, Treasurer, presented the 2016-2017 Proposed Budget. Motion to accept the Proposed Budget made, seconded and carried.

Question and Answer Session: No questions were fielded from the audience.

Motion to adjourn made, seconded and passed. Meeting adjourned by Michael Westenberger, President.

## President's Message for the 2017 Annual Report

Hello friends,

This is my final letter as your theatre President. It seems like just yesterday that I joined the board – although it was 3 ½ years ago! I started out in Marketing and then transitioned to Vice-President for one year and then President for these past two. Initially, my time on the board was challenging – lots of moving pieces, a lot of different (sometimes stubborn) personalities but in all honesty – we could express our differences and always put the theatre first – well, at least that was always the goal. I genuinely appreciate the support you have given me and the vote of confidence to lead the theatre – I am thankful for the opportunity to be involved with remarkable volunteers. I have made many new friends on this journey and hope to continue those friendships. As many of you know, my first term has come to an end and while I am eligible to run for a second term, I, along with my family, have decided it is time to step back. My children only have a few more years left before heading off to college and my wife and I will be focusing more time and attention on them over the next few years; which isn't to say we aren't going to be involved at the theatre – we just won't be leading any projects.

The 2016-2017 season has been an exciting year on the stage at the Williamsburg Players. We opened the season with *Jekyll & Hyde*, the Musical, directed by Jonathan McCormick. We then jumped right in to the election season by bringing you *The Best Man* directed by Neil Hollands. Third in our line-up was *Six Degrees of Separation* directed by Michael Epton followed by *Joseph and The Amazing Technicolor Dreamcoat* directed by Dana Margulies Cauthen and we wrapped up our regular season with *On Golden Pond* directed by Julie King. Throughout the season, we also offered other opportunities to enjoy the playhouse with children's shows and special events – hopefully you had an opportunity to experience our summer show, *Next to Normal*. This production was unique in that we produced the show in support of NAMI, the National Alliance on Mental Illness – specifically the Williamsburg chapter. Throughout the 6 show run, you, the audience members dug deep and were able to raise over \$3000 for the local chapter. It has been a fantastic season and I would like to thank all those involved in making these productions possible; for their time, their energy, and their passion.

While we have shared much success on stage this past year, we also lost two important people who were involved with the theatre for many years; Kathleen Walden and Peter Natale. Kathleen was most recently your theatre secretary and was involved in many productions over the years at the Williamsburg Players and other community theatres throughout the Peninsula. She always brought a smile and a unique energy to the room and will be missed dearly. Peter was involved in seeing the original theatre transformed into the space we are using today and he too was involved in many of the productions at the Players as well as throughout the area. Peter had a large personality and everyone knew when he was in the room. They will both be missed.

As I said, thank you again for the opportunity to serve this past year as your President. I had a great group of fellow board members, staff members, and volunteers to keep the theatre up and running and the success of the theatre was only possible because of them. Over this past year, this Board has accomplished much and I know you have seen and experienced their hard work and dedication. To

name a few of the improvements the theatre has seen; Sound improvements, lighting improvements, a refreshed website (thanks to Scott Hayes for the website conversion to the new format) – just to name a few of the improvements we've made to enhance your theatre experience - and the list doesn't stop there - we have a number of other improvements that will be phased in throughout the coming year.

In addition to those who have performed in the shows, volunteered to run the box office and concessions area, built sets, made costumes, collected props, ran lights, painted sets, moved furniture, styled hair, the list is endless....I would be remiss if I did not personally thank you; the season subscriber, the donor, the single ticket purchaser. Without your financial support we would not be able to bring you high quality productions and performances. We are also thankful to those organizations that have made generous contributions to our theatre; The Williamsburg Area Arts Commission, The York County Arts Commission, and the Kiwanis Club of Toano.

As we close out this past season I am excited to highlight the shows you will see in the 2017-18 season: *You're a Good Man Charlie Brown*, *Dandelion Wine*, *Lucky Stiff*, *Anne of Green Gables*, and *Jane Eyre* the musical. Thank you for renewing your season subscription for the upcoming season - it is truly one of the best values in town. If you haven't had a chance to renew, it is never too late.

We are also excited to continue recognizing those who donate above and beyond the season subscription amount with the Giving Tree. Your support is important; allowing us to continue to provide extraordinary theatre, affordable tickets and outreach programs for our community. To recognize your generosity, your name will be prominently engraved on a "leaf" that will be placed on the Giving Tree which will be located in the lobby. This Tree will grow and expand as our membership (and your theatre) continues to grow - all thanks to you, our donors. We have several levels of membership available and any of our board members will be happy to discuss this exciting new recognition program as well as answer any questions you might have for making a donation amount which is not listed – up to and including naming rights to the theatre. To supplement the Giving Tree, we have updated our targeted donation list in the event you would like to sponsor a specific item for the theatre. This targeted donation list can be found on our website and any of the Board members would be happy to talk with you about this system focused program.

Please continue to provide feedback; your comments, your suggestions, your thoughts about the theater, the shows you experience, the shows you perform in – your Board of Directors wants to hear from you – it is one way for us to ensure we continue to improve your theatre experience.

We appreciate your support, your love and your dedication to the theatre.

I look forward to seeing the next season and I continue to be excited with the direction the theatre is headed. I trust you are as well. Thank you again.

Yours in theatre,

Michael Westenberger



## 2016-2017 Annual Reports

### Volunteer Director Report – Rani Wachter

This ends my three-year commitment as Volunteer Director for Williamsburg Players. It has been a pleasure volunteering as one of Williamsburg Players' board members. In the past three years, we have added nearly 400 volunteers and their contact information to our volunteer list. Sign Up invitations, for ushering and concessionaires get sent to 400 email addresses before each show. We have hosted several volunteer appreciation parties, tours, trainings, and gatherings. We have many "Break a Leg" posters in the dressing rooms. Dressing rooms have been cleaned and cleared for incoming casts when previous casts forgot to do so. We have been through many gallons of ice cream, balloons, baskets of candy, bottles of wine, and cards. There is now a page on our website with volunteer information, including an online volunteer form. You can now email the volunteer director directly

We have worked and played together to keep theater alive and well at Williamsburg Players. Please continue to volunteer your time and recruit others to help out at Williamsburg Players. If you are an actor, please consider working behind the scenes from time to time. If you have questions for the board, please ask them directly. Kindly, remember that board members are volunteers too with other full time jobs and that they are doing the best they can do to keep all the wheels turning. All board emails are posted on the website.

If you see a problem, be the solution.

Most of all, keep having fun!

Take care my dear WP family. Thank you for the wild ride!

### Production Director Report – Brandon Lyles

The state of the American theatre continues to evolve at the community level and we, as a Williamsburg institution with 60 years of history, must continue to grow and evolve with it. This is no simple task when there are many places competing for audience's attention and entertainment dollars. How do we provide a unique experience that engages our audiences, challenges our members, grows our talent and meets our financial obligations? How do we remain relevant at a time when there is a division between our audiences and talent in terms of offering the traditional, the modern or perhaps even the more evocative? These are the questions that we keep running up against and seek to resolve. Is there a simple answer? If there were, theatre companies throughout the country might be a lot happier and feel less pressure when making tough choices. As we move into our exciting 61st season, I believe we need to keep addressing these important questions while maintaining our focus on our mission.

For those who may not be familiar with our mission, here it is...

The Williamsburg Players is a non-profit community theater committed to enriching and broadening the cultural life and experience of the Greater Tidewater Community. Our mission is to present professional quality theater productions which challenge, stimulate, educate, and entertain our audiences, members and volunteers. Hands on teaching and scholarship programs provide opportunities for education, experience, growth, and challenge.

We continue to focus on elevating the quality of our offerings while using them to better educate all members involved in the productions. Seeking to achieve consistency in our operations will help us to achieve a higher quality in performance. I believe that we are beginning to see positive growth in this area and we will continue to make this a focus throughout our 61st season.

We are continuing to rent our facilities to various other community groups whenever we have availability. This past year, we have had more requests for rentals than we were able to accommodate. Recently, with the unfortunate closing of the Kimball Theatre, rental requests have grown considerably. We continue to try to accommodate as many requests as we can, but need to ensure that they do not cause hardships with our regular season offerings and already planned special events.

We are continuing to develop our volunteer base and throughout the season we have had the privilege of bringing in new talent in various areas. We are constantly seeking great people with a desire to help us achieve our mission. We know that we are nothing without the dedication of the many volunteers who come together to achieve something greater than themselves. I personally appreciate all of the dedication, hard work, and countless hours these talented people donate to our cause.

I appreciate the opportunity to serve on the Board of Directors and work with such great talent and friendly people who genuinely have the best interests of our mission at heart.

## Technical Director Report – Scott Hayes

Outside of normal maintenance, our lighting hardware was stable. Most of my time was spent lighting this season's shows. We are still investigating a LED CYC lighting system. Due to the cost (\$13,000) this project is on hold until funding is available.

We purchased a 50'x18' black scrim which was used in two productions this year ("Six Degrees of Separation" and "On Golden Pond"). *Jane Eyre* is planning on using the scrim next spring.

Two portable speakers were acquired (one through a donation, one purchased). These were used in this season's cabarets, *Joseph and the Amazing Technicolor Dreamcoat*, and *Next To Normal*. These speakers can be used independently of our sound system via direct input or Bluetooth connections from phones and tablets – useful for auditions and rehearsals.

The speakers on the rear wall of the house were fixed. These speakers were moved to main speaker location to improve sound coverage in the seats.

Additional sound baffles are being built. Additional wall-pipes for lighting are also planned for the fall.

## Season Development Director Report – Julie King

I joined the Williamsburg Players Board of Directors last year, and have so enjoyed working with our volunteers and staff. It is an honor to be a part of this theatre community of dedicated and hard-working people.

The Season Selection Committee, which is my primary responsibility as Season Development Director, experienced a reorganization and defined purpose, which helped us prepare a slate of productions for consideration for the upcoming season. We met regularly, mostly monthly, and developed a master list of shows for consideration. Our group of eight completed multiple readings of more than fifty plays and musicals and compiled detailed reviews of each show.

At the end of the calendar year, we reviewed the shows submitted by interested directors who had completed the online submission form. We then invited directors whose productions seemed to suit our capabilities, audience, and mission to prepare a short presentation for the committee. These presentations were held individually with each director in January, and included a question-and-answer period with each director. From these resources, and much discussion, we presented a slate of shows and directors for the 2017-2018 season to the board for approval, which was given.

The reorganization of the committee worked very well and we will continue using this system through the upcoming year. I thank all the members of the committee for their diligence in completing the important tasks of reading, reviewing, and discussing so many plays and musicals. All are enthusiastic about theatre, the Players, and working together to complete our task.

We continually update the list of shows for consideration, using suggestions from our patrons who complete the online suggestion form, and suggestions from committee members. We are also exploring ways to encourage more directors to consider working with Williamsburg Players.

I look forward to the exciting challenge of filling the 2017-2018 season!

## Special Events and Education Director Report – Marcia Dadds

It's been a pleasure to work as Special Events and Education Coordinator. Deborah Soderholm created a smooth transition for me into this Special Events position.

Jeffrey Seyller cabaret series in the lobby was already established and I acted in essence as Production Manager for all three Cabarets in the series, (I was performer in the Music of Jason Robert Brown). This involved assisting with playbills, setting up the lobby, locating and recruiting ushers and concessionaires, adding pre-packaged cheese, cracker, fruit, and/or nut snack packs to concession menu offerings, creating social media event invites, listing the Cabaret series in local community event listings such as the VA Gazette, and WY Daily. I helped establish ongoing promotional relationship with WMBG radio and the VA Gazette for interviews and marketing not only for the cabaret but for each main stage show; created a marketing proposal and approached Jamestown Pie Company with proposal to sponsor/partner with Cabaret "Crazy Ever After" since the musical *Waitress* was featured in that Cabaret and it's all about pie! However, after much initial interest they decided against it at the last minute.

The lobby works very well for this type of musical venue and the series was well received and attended. Auditions went smoothly and there were many talented WP regulars and some new faces as well!

October 2016 Cabaret – "History Lessons – a rock cabaret"

December 2016 Cabaret – “The Music of Jason Robert Brown”

February 2017 Cabaret- “Crazy Ever After”

I communicated with Delores Jones of the Lambda Lambda Omega Chapter of Alpha Kappa Alpha about partnering with the theatre for a Special Event. She wanted to help fill seats with her many contacts in the community and promote a show and be able to get a piece of the ticket price. She was offered possibility of partnership with James Cameron show, but she was unavailable for the Feb 18 date.

I was instrumental in scheduling and acting as Production Manager for a lobby special performance event with James Cameron, who portrays historical character John Rollison. For this event, I created the playbill, set up the lobby, facilitated interview between VA Gazette and WMBG radio with Mr. Cameron, locating and recruiting ushers and concessionaires, created social media event invite, listed the performance in local community event listings such as the VA Gazette, and WY Daily. His event was well attended and between tickets and concessions we raised almost \$900 for the theatre. Mr. Cameron donated his services and plans to return again to the lobby on March 3, 2018.

I (and the Board) am currently having ongoing communication with Amy Stallings about potential Special event for Oct 2019. She is coordinating the 2019 Annual General Meeting of the Jane Austen Society of North America (JASNA), which is scheduled to take place at the Williamsburg Lodge October 4<sup>th</sup> through 6<sup>th</sup>, 2019. The conference is planned around the theme of Austen’s novel *Northanger Abbey*. In keeping with the theme, she plans to offer is a fully staged presentation of her musical version of *Northanger Abbey*, which she previewed and was well-received as a staged reading at the Williamsburg Library in July of 2015.

The musical, *Next to Normal*,” as a Special event on main stage was already established in the WP calendar when I joined the Board. For this event, I was point of contact between the “Next to Normal” production team and the National Alliance on Mental Illness (NAMI) chapter in Williamsburg. It was agreed that this production of *Next to Normal* would be in support of NAMI. I also arranged for VA Gazette interviews with production team and NAMI plus the WMBG radio interview. The Community event promotional listings were also part of my responsibility as well as inviting area mental health professionals to friends and family night and as soliciting mental health professional ads for the playbill. The production raised \$3,170 in support of NAMI.

I (and the Board) met with Sydney Moore, professional Director, Actor and Meisner workshop teacher from Chicago who has relocated to Williamsburg. She was initially interested in conducting an adult only acting workshop in residence at the theatre with WP. Due to the demands of her specific program proposal, scheduling her significant and very detailed space needs around our already jammed calendar at the theatre was unfortunately not possible.

The Special Event on main stage called Leading Ladies and starring local Broadway veteran Tiffany Haas was proposed by Jeffrey Seyller for September 29-October 1. His proposal was presented to me and accepted by the Board. Auditions for local area women are scheduled for Monday, August 7.

I have had the pleasure of arranging for two upcoming musical concerts, one in the lobby and one on main stage:

- Phil Poteat has agreed to bring his incredible local, vocal and piano talent to our lobby for his one man musical evening at 7 pm on Friday night November 24, 2017. He was last seen at WP in “The Music of Jason Robert Brown” and sang back-up vocals for *Next to Normal*.
- Robert Hodge, popular worldwide and local area classical pianist and vocalist as well as WMBG personality, is tentatively scheduled for a main stage concert on Saturday night November 25, 2017 at 8 pm.

*A Christmas Carol* starring Brink Miller will be performed on our main stage December 7-9 and 14-16. Brink Miller reprises his role as Ebenezer Scrooge, having portrayed the character in Atlanta for over 20 seasons. This Special Event was previously arranged before my tenure, but I am pleased to be Production Manager for this family classic.

I am also continuing discussions with Jeffrey Seyller who is interested in continuing with 3 performances each of another two lobby Cabarets—February 23, 24, 25 and April 27, 28 and 29. The titles of his shows are yet to be determined, but are likely to include per WP patron and donor feedback, well known vocal numbers from classic Broadway composers.

## Maintenance Director Report – Steve Olsen

Maintained all systems and had them serviced,

Purchased new shed and had it painted.

Built sound panel frames.

Ordered light ladders.

## Treasurer's Report – Neil Holands

As can be seen with the closings and fiscal shortages that have affected the Kimball Theater, the Virginia Shakespeare Festival, and the long-running Poquoson Island Players to name a few, the economics of theater are, to say the least, challenging.

We entered our 60<sup>th</sup> Season with major financial challenges. After three years of steadily improving finances, the Players were faced with the loss of our largest benefactor, just after the new year's budget had been adopted. Without her, we began the year with a \$45,000 hole in our budget plans. We had to drop or postpone some planned upgrades, most notably the hope to hire a half-time employee to take the pressure off our all-volunteer Board. Due to careful management, we managed to finish the year with only a \$9,000 shortfall, retaining a carryover nest egg of just under \$250,000. This year's budget begins with more hope, as budget expectations have been readjusted to reflect new realities.

I'd like to thank my fellow Board members of the last three and a half years, and all of the volunteers who have given us their time to keep our costs under control and the amazing talents that have made profits high. I'd like to thank the generous donors that make the Williamsburg Players more fiscally healthy than many neighboring theaters, despite an unusually large mortgage for an amateur theater. Together, we have brought the theater from a precarious financial position after the remodel to relative fiscal health, despite a market in which critical season ticket sales are in decline at theaters across the nation. We must remain vigilant to continue to break even until economics and social trends again turn in favor of the live entertainment, but I'm optimistic that we can do so, and with the flair that made season 60 one of great flair and diversity with a great variety of shows and special events to meet the needs of a variety of local theater-goers.

It takes hundreds of people filling a multitude of roles on stage and off to make the Williamsburg Players one of great American community theaters. Please keep striving with us to create more stories and experiences that the people of our community can share.

### FINAL BUDGET REPORT FOR THE 2016-2017 SEASON

<b>EXPENSES</b>				
		Budgeted	Actual	Difference
<b>ADMINISTRATIVE EXPENSES</b>				
	Books, Subscriptions, Software	\$ 500.00	\$ 347.86	\$ 152.14
	Membership Dues	\$ 1,800.00	\$ 600.00	\$ 1,200.00
	Office Equipment	\$ 1,000.00	-	\$ 1,000.00
	Office Supplies	\$ 600.00	\$ 775.13	\$ (175.13)

Postage, Shipping & Delivery				\$ -
	Bulk Mail Expense	\$ 2,000.00	\$ 1,065.00	\$ 935.00
	General Mailing Expense	\$ 700.00	\$ 954.35	\$ (254.35)
	Post Office Fees	\$ 200.00	\$ 60.00	\$ 140.00
Telephone & Internet				\$ -
	Internet	\$ 1,200.00	\$ 1,736.58	\$ (536.58)
	Internet	\$ 1,400.00	\$ 1,442.62	\$ (42.62)
<b>TOTAL ADMINISTRATIVE</b>		<b>\$ 9,400.00</b>	<b>\$ 6,981.54</b>	<b>\$ 2,418.46</b>
<b>HOSPITALITY EXPENSES</b>				
	Annual Meeting	\$ 400.00	\$ 323.31	\$ 76.69
	Bereavement	\$ -	\$ 284.83	\$ (284.83)
	Concessions	\$ 2,600.00	\$ 1,818.46	\$ 781.54
	Concessions-Alcohol	\$ 1,200.00	\$ 1,097.55	\$ 102.45
	Gifts & Plaques	\$ 500.00	\$ 384.61	\$ 115.39
	Lobby/Public Space Improvements	\$ 2,500.00	\$ 4,625.07	\$ (2,125.07)
	Subscriber/Donor Development	\$ 1,400.00	\$ 831.52	\$ 568.48
	Volunteer Development	\$ 1,200.00	\$ 249.06	\$ 950.94
<b>TOTAL HOSPITALITY</b>		<b>\$ 9,800.00</b>	<b>\$ 9,614.41</b>	<b>\$ 185.59</b>
<b>MISCELLANEOUS EXPENSES</b>				
	Art in Lobby	\$ 1,000.00	\$ 415.87	\$ 584.13
	ArtsPeople Ticketing Fees	\$ 8,000.00	\$ 8,616.70	\$ (616.70)
	Authorize.Net Cred. Charges	\$ 400.00	\$ 397.25	\$ 2.75
	Ches. Bank Charges	\$ 9,000.00	\$ 9,018.94	\$ (18.94)
	Gala Seed Money	\$ 2,000.00	\$ -	\$ 2,000.00
	General Expenses	\$ 3,500.00	\$ 3,661.38	\$ (161.38)
	Insurance (Non-Employee)	\$ 6,000.00	\$ 6,820.10	\$ (820.10)
	Reserved Funds	\$ 5,000.00	\$ -	\$ 5,000.00

	Scholarship Awards	\$ 2,500.00	\$ 2,500.00	\$ -
<b>TOTAL MISCELLANEOUS</b>		<b>\$ 37,400.00</b>	<b>\$ 31,430.24</b>	<b>\$ 5,969.76</b>
<b>OCCUPANCY EXPENSES</b>				
	Alarm Monitoring	\$ 400.00	\$ 336.00	\$ 64.00
	Grounds Maintenance	\$ 4,750.00	\$ 3,000.00	\$ 1,750.00
	HVAC Maintenance	\$ 4,500.00	\$ 2,664.99	\$ 1,835.01
	Janitorial Services	\$ 4,500.00	\$ 3,200.00	\$ 1,300.00
	Maintenance Improvement & Repair	\$ 5,500.00	\$ 2,479.57	\$ 3,020.43
	Maintenance Supplies	\$ 1,500.00	\$ 297.45	\$ 1,202.55
	Pest Control	\$ 600.00	\$ 520.00	\$ 80.00
	Misc. Tools & Equipment	\$ 2,000.00	\$ 44.99	\$ 1,955.01
	Mortgage	\$ 34,000.00	\$ 33,706.95	\$ 293.05
	Mortgage Interest	\$ 79,145.00	\$ 77,387.73	\$ 1,757.27
	Electricity	\$ 14,500.00	\$ 13,260.95	\$ 1,239.05
	Natural Gas	\$ 950.00	\$ 763.14	\$ 186.86
	Waste Management	\$ 1,300.00	\$ 1,117.79	\$ 182.21
	Water & Sewer	\$ 4,000.00	\$ 2,923.43	\$ 1,076.57
<b>TOTAL OCCUPANCY EXPENSES</b>		<b>\$ 157,645.00</b>	<b>\$ 141,702.99</b>	<b>\$ 15,942.01</b>
<b>OTHER PERSONNEL EXPENSES</b>				
	Accounting Fees	\$ 2,200.00	\$ 1,400.00	\$ 800.00
	Employee Fees	\$ 20,000.00	\$ -	\$ 20,000.00
	Legal Fees	\$ 150.00	\$ -	\$ 150.00
<b>TOTAL OTHER PERSONNEL</b>		<b>\$ 22,350.00</b>	<b>\$ 1,400.00</b>	<b>\$ 20,950.00</b>



<b>PRODUCTION EXPENSES</b>				
General Production				
	Backstage Improvements	\$ 2,500.00	\$ 197.64	\$ 2,302.36
	Box Office	\$ 400.00	\$ 442.48	\$ (42.48)
	Construction	\$ 1,500.00	\$ 718.59	\$ 781.41
	Light and Sound	\$ 5,000.00	\$ 3,619.86	\$ 1,380.14
	Misc. Expenses	\$ 3,000.00	\$ 1,985.01	\$ 1,014.99
	Season Selection	\$ 200.00	\$ 278.35	\$ (78.35)
2015-2016 Season	Late Expenses	\$ -	\$ (9.32)	\$ 9.32
2016-2017 Season	1-Jekyll & Hyde PM	\$ 6,200.00	\$ 3,598.02	\$ 2,601.98
	1-Jekyll & Hyde WP	\$ 3,200.00	\$ 3,207.16	\$ (7.16)
	2-The Best Man License	\$ 1,040.00	\$ 1,040.00	\$ -
	2-The Best Man PM	\$ 3,300.00	\$ 3,111.04	\$ 188.96
	2-The Best Man WP	\$ 2,700.00	\$ 2,429.82	\$ 270.18
	3-Six Degrees of Separation License	\$ 1,300.00	\$ 1,300.00	\$ -
	3-Six Degrees of Separation PM	\$ 3,300.00	\$ 1,307.34	\$ 1,992.66
	3-Six Degrees of Separation WP	\$ 2,500.00	\$ 2,033.51	\$ 466.49
	4-Joseph & the Amazing Technicolor Dreamcoat PM	\$ 6,200.00	\$ 4,564.65	\$ 1,635.35
	4-Joseph & the Amazing Technicolor Dreamcoat WP	\$ 3,200.00	\$ 2,942.11	\$ 257.89
	5-On Golden Pond License	\$ 1,300.00	\$ 1,300.00	\$ -
	5-On Golden Pond PM	\$ 3,300.00	\$ 1,392.81	\$ 1,907.19
	5-On Golden Pond WP	\$ 2,500.00	\$ 1,816.32	\$ 683.68
Children's Theatre				
	CT1-Christmas with Santa	\$ 845.00	\$ 795.00	\$ 795.00
	CT2-Follow Me	\$ 845.00	\$ 795.00	\$ 50.00
	CT3-Storybook Tales	\$ 375.00	\$ 375.00	\$ -
2017-2018 Season	Show Licenses	\$ 18,000.00	\$ 24,099.62	\$ (6,099.62)
<b>TOTAL PRODUCTION EXPENSES</b>		<b>\$ 72,705.00</b>	<b>\$ 63,340.01</b>	<b>\$ 9,364.99</b>

<b>PUBLICITY EXPENSES</b>				
	Advertising (Season/General)	\$ 3,000.00	\$ 1,710.81	\$ 1,289.19
	Advertising 1-Jekyll & Hyde	\$ 1,400.00	\$ 1,048.85	\$ 351.15
	Advertising 2-The Best Man	\$ 1,400.00	\$ 1,028.70	\$ 371.30
	Advertising 3-Six Degrees of Separation	\$ 1,400.00	\$ 588.70	\$ 811.30
	Advertising 4-Joseph & the Amazing Technicolor Dreamcoat	\$ 1,400.00	\$ 788.70	\$ 611.30
	Advertising 5-On Golden Pond	\$ 1,400.00	\$ 788.70	\$ 611.30
	Advertising Childrens Theatre	\$ 1,200.00	\$ 294.35	\$ 905.65
	Advertising-Graphics	\$ 1,000.00	\$ 250.00	\$ 750.00
	Advertising Special Events	\$ 2,000.00	\$ 857.33	\$ 1,142.67
	Season Brochure Printing	\$ 5,000.00	\$ 5,019.55	\$ (19.55)
	<b>TOTAL PUBLICITY EXPENSES</b>	<b>\$ 19,200.00</b>	<b>\$ 12,375.69</b>	<b>\$ 6,824.31</b>
	<b>SPECIAL EVENTS EXPENSES</b>			
	Backwards Broadway	\$ 1,200.00	\$ 802.58	\$ 397.42
	Cabaret Series	\$ 3,000.00	\$ 4,801.99	\$ (1,801.99)
	Children's Summer Theater	\$ 7,500.00	\$ -	\$ 7,500.00
	Next to Normal	\$ 8,000.00	\$ 6,845.40	\$ 1,154.60
	John Rollinson	\$ 1,200.00	\$ -	\$ 1,200.00
	<b>TOTAL SPECIAL EVENTS</b>	<b>\$ 20,900.00</b>	<b>\$ 12,449.97</b>	<b>\$ 8,450.03</b>
	<b>TOTAL EXPENDITURES</b>	<b>\$ 349,400.00</b>	<b>\$ 279,294.85</b>	<b>\$ 70,105.15</b>

<b>INCOME CONTRIBUTED SUPPORT</b>				
	Current Season Miscellaneous Gifts	\$ 75,000.00	\$ 28,323.59	\$ 46,676.41
	Current Season Subscription Gifts	\$ 14,500.00	\$ 17,335.00	\$ (2,835.00)
	Upcoming Season Subscription Gifts	\$ 19,000.00	\$ 20,930.00	\$ (1,930.00)
Local Government Grants				
	Williamsburg Area Arts Council	\$ 10,000.00	\$ 10,000.00	\$ -
	York County Arts Council	\$ 1,800.00	\$ 1,800.00	\$ -
Nonprofit Grants	Kiwanis Club of Toano	\$ -	\$ 500.00	\$ (500.00)
<b>TOTAL CONTRIBUTED SUPPORT</b>		<b>\$ 120,300.00</b>	<b>\$ 78,888.59</b>	<b>\$ 41,411.41</b>
<b>EARNED REVENUES</b>				
	Advertising--Playbill Ads	\$ 4,000.00	\$ 1,415.00	\$ 2,585.00
	Advertising--Show Sponsors	\$ 6,000.00	\$ 4,700.00	\$ 1,300.00
	Concessions	\$ 4,000.00	\$ 2,953.33	\$ 1,046.67
	Concessions-Alcohol	\$ 4,400.00	\$ 3,836.34	\$ 563.66
	Gift Certificate Sales	\$ 100.00	\$ -	\$ 100.00
	Interest Earned	\$ 300.00	\$ 304.45	\$ (4.45)
	Miscellaneous Revenue	\$ 100.00	\$ -	\$ 100.00
	Rent Revenue	\$ 10,500.00	\$ 13,304.00	\$ (2,804.00)
Season Subscriptions				
	Current Season Subscriptions	\$ 33,000.00	\$ 34,334.00	\$ (1,334.00)
	Upcoming Season Subscriptions	\$ 48,000.00	\$ 41,025.00	\$ 6,975.00
Production Ticket Sales				
	1-Jekyll & Hyde	\$ 22,000.00	\$ 21,885.00	\$ 115.00
	2-The Best Man	\$ 12,000.00	\$ 8,322.00	\$ 3,678.00
	3-Six Degrees of Separation	\$ 12,000.00	\$ 7,660.00	\$ 4,340.00

	4-Joseph & the Amazing Technicolor Dreamcoat	\$ 23,000.00	\$ 27,450.00	\$ (4,450.00)
	5-On Golden Pond	\$ 12,000.00	\$ 11,562.00	\$ 438.00
Children's Theatre				
	CT1-Holidays around the World	\$ 600.00	\$ 224.00	\$ 376.00
	CT2-Freedom Songs	\$ 550.00	\$ 105.00	\$ 445.00
	CT3-Take a Giant Leap	\$ 550.00	\$ 196.00	\$ 354.00
<b>TOTAL EARNED REVENUES</b>		<b>\$ 193,100.00</b>	<b>\$ 179,276.12</b>	<b>\$ 13,823.88</b>
<b>SPECIAL EVENTS/FUNDRAISING</b>				
	Broadway Cares Donations	\$ -	\$ (2,962.10)	\$ 2,962.10
	Backwards Broadway	\$ 4,500.00	\$ 4,755.00	\$ (255.00)
	Cabaret--History Lessons	\$ 2,000.00	\$ 2,920.00	\$ (920.00)
	Cabaret--Jason Robert Brown	\$ 2,000.00	\$ 1,471.00	\$ 529.00
	Cabaret--Crazy Ever After	\$ 2,000.00	\$ 2,088.00	\$ (88.00)
	Children's Summer Camp	\$ 13,000.00	\$ -	\$ 13,000.00
	Additional Special Event	\$ 5,000.00	\$ -	\$ 5,000.00
	James Cameron/John Rollison Event	\$ -	\$ 780.00	\$ (780.00)
	Next to Normal Presales	\$ 2,500.00	\$ 3,408.00	\$ (908.00)
	Targeted Donations	\$ 5,000.00	\$ 1,600.00	\$ 3,400.00
	Hunchback of Notre Dame Co-Production	\$ -	\$ (2,000.00)	\$ 2,000.00
<b>TOTAL SPECIAL EVENTS/FUNDRAISING</b>		<b>\$ 36,000.00</b>	<b>\$ 12,059.90</b>	<b>\$ 23,940.10</b>

<b>TOTAL INCOME BUDGET</b>		<b>\$ 349,400.00</b>	<b>\$ 270,224.61</b>	<b>\$(79,175.39)</b>
<b>TOTAL EXPENDITURES BUDGET</b>		<b>\$ 349,400.00</b>	<b>\$ 279,294.85</b>	<b>\$ 70,105.15</b>
<b>NET FOR 2016-2017</b>				<b>\$ (9,070.24)</b>

## PROPOSED BUDGET REPORT FOR THE 2017-2018 SEASON

<b>EXPENSES</b>			
		Last Year	2017-2018
<b>ADMINISTRATIVE EXPENSES</b>			
	Books, Subscriptions, Software	\$500.00	\$400.00
	Membership Dues	\$1,800.00	\$1,800.00
	Office Equipment	\$1,000.00	\$800.00
	Office Supplies	\$600.00	\$800.00
Postage, Shipping & Delivery			
	Bulk Mail Expense	\$2,000.00	\$1,400.00
	General Mailing Expense	\$700.00	\$600.00
	Post Office Fees	\$200.00	\$100.00
Telephone & Internet			
	Internet	\$1,200.00	\$1,400.00
	Telephone	\$1,400.00	\$1,400.00
<b>TOTAL ADMINISTRATIVE</b>		<b>\$9,400.00</b>	<b>\$8,700.00</b>
<b>HOSPITALITY EXPENSES</b>			
	Annual Meeting	\$400.00	\$300.00
	Bereavement	\$0.00	\$100.00
	Concessions	\$2,600.00	\$2,100.00
	Concessions-Alcohol	\$1,200.00	\$1,200.00
	Gifts & Plaques	\$500.00	\$300.00

	Lobby/Public Space Improvements	\$2,500.00	\$1,500.00
	Subscriber/Donor Development	\$1,400.00	\$1,000.00
	Volunteer Development	\$1,200.00	\$1,000.00
	<b>TOTAL HOSPITALITY</b>	<b>\$9,800.00</b>	<b>\$7,500.00</b>
	<b>MISCELLANEOUS EXPENSES</b>		
	Art in Lobby	\$1,000.00	\$400.00
	ArtsPeople Ticketing Fees	\$8,000.00	\$9,500.00
	Authorize.Net Cred. Charges	\$400.00	\$400.00
	Chesapeake Bank Charges	\$9,000.00	\$9,000.00
	Gala Dinner Seed Money	\$2,000.00	\$0.00
	General Expenses	\$3,500.00	\$2,500.00
	Insurance (Non-Employee)	\$6,000.00	\$6,900.00
	Reserved Funds	\$5,000.00	\$4,000.00
	Scholarship Awards	\$2,500.00	\$3,000.00
	<b>TOTAL MISCELLANEOUS</b>	<b>\$37,400.00</b>	<b>\$35,700.00</b>
	<b>OCCUPANCY EXPENSES</b>		
	Alarm Monitoring	\$400.00	\$400.00
	Grounds Maintenance	\$4,750.00	\$4,300.00
	HVAC Maintenance	\$4,500.00	\$4,000.00
	Janitorial Services	\$4,500.00	\$4,500.00
	Maintenance Improvement & Repair	\$5,500.00	\$4,500.00
	Maintenance Supplies	\$1,500.00	\$1,000.00
	Pest Control	\$600.00	\$500.00
	Misc. Tools & Equipment	\$2,000.00	\$500.00
	Mortgage	\$34,000.00	\$35,500.00
	Mortgage Interest	\$79,145.00	\$75,600.00
	Utilities		
	Electricity	\$14,500.00	\$13,800.00

	Natural Gas	\$950.00	\$800.00
	Waste Management	\$1,300.00	\$1,200.00
	Water & Sewer	\$4,000.00	\$3,300.00
<b>TOTAL OCCUPANCY EXPENSES</b>		<b>\$157,645.00</b>	<b>\$149,900.00</b>
<b>OTHER PERSONNEL EXPENSES</b>			
	Accounting Fees	\$2,200.00	\$1,750.00
	Half-Time Employee	\$20,000.00	\$0.00
	Legal Fees	\$150.00	\$100.00
<b>TOTAL OTHER PERSONNEL</b>		<b>\$22,350.00</b>	<b>\$1,850.00</b>
<b>PRODUCTION EXPENSES</b>			
General Production			
	Backstage Improvements	\$2,500.00	\$1,500.00
	Box Office	\$400.00	\$400.00
	Construction	\$1,500.00	\$1,250.00
	Light and Sound	\$5,000.00	\$4,400.00
	Miscellaneous Expenses	\$3,000.00	\$3,000.00
	Season Selection	\$200.00	\$250.00
2017-2018 Season			
	1- You're a Good Man, Charlie Brown PM	\$6,200.00	\$5,000.00
	1-You're a Good Man, Charlie Brown WP	\$3,200.00	\$3,300.00
	Show 2 License	\$1,040.00	\$0.00
	2-Dandelion Wine PM	\$3,300.00	\$3,300.00
	2- Dandelion Wine WP	\$2,700.00	\$2,700.00
	Show 3 License	\$1,300.00	\$0.00
	3-Lucky Stiff PM	\$3,300.00	\$5,000.00
	3-Lucky Stiff WP	\$2,500.00	\$3,300.00
	4-Anne of Green Gables PM	\$6,200.00	\$3,500.00
	4-Anne of Green Gables WP	\$3,200.00	\$2,800.00
	Show 5 License	\$1,300.00	\$0.00
	5-Jane Eyre PM	\$3,300.00	\$5,800.00
	5-Jane Eyre WP	\$2,500.00	\$3,300.00

Children's Theater			
	Event Costs	\$2,065.00	\$1,000.00
2018-2019 Season			
	Forthcoming Season Licenses	\$18,000.00	\$24,000.00
<b>TOTAL PRODUCTION EXPENSES</b>		<b>\$72,705.00</b>	<b>\$73,800.00</b>
<b>PUBLICITY EXPENSES</b>			
	Advertising (Season/General)	\$3,000.00	\$2,800.00
	Advertising 1-You're a Good Man Charlie Brown	\$1,400.00	\$1,200.00
	Advertising 2-Dandelion Wine	\$1,400.00	\$1,200.00
	Advertising 3-Lucky Stiff	\$1,400.00	\$1,200.00
	Advertising 4-Anne of Green Gables	\$1,400.00	\$1,200.00
	Advertising 5-Jane Eyre	\$1,400.00	\$1,200.00
	Advertising Childrens Theatre	\$1,200.00	\$0.00
	Advertising Graphics	\$1,000.00	\$600.00
	Advertising Leading Ladies	\$2,000.00	\$1,000.00
	Advertising Christmas Carol	\$0.00	\$800.00
	Advertising Cabarets	\$0.00	\$600.00
	Advertising Other Special Events	\$0.00	\$400.00
	Season Brochure Printing	\$5,000.00	\$5,100.00
<b>TOTAL PUBLICITY EXPENSES</b>		<b>\$19,200.00</b>	<b>\$17,300.00</b>
<b>SPECIAL EVENTS EXPENSES</b>			
	Cabaret--Leading Ladies	\$1,000.00	\$3,750.00
	Cabarets 2 & 3	\$2,000.00	\$2,200.00
	Cabaret Programs	\$0.00	\$300.00
	Special Event 1--A Christmas Carol PM	\$1,200.00	\$2,500.00



	Special Event 1--A Christmas Carol WP	\$0.00	\$2,000.00
	Special Event 2 (This year multiple events)	\$1,200.00	\$1,000.00
	Children's Summer Theater Event	\$7,500.00	\$0.00
	Next to Normal remaining PM	\$0.00	\$3,500.00
	Next to Normal remaining WP	\$0.00	\$2,000.00
	Forthcoming Year Summer Show Startup	\$8,000.00	\$0.00
<b>TOTAL SPECIAL EVENTS</b>		<b>\$20,900.00</b>	<b>\$17,250.00</b>
<b>TOTAL EXPENDITURES</b>		<b>\$349,400.00</b>	<b>\$312,000.00</b>
<b>INCOME</b>			
<b>CONTRIBUTED SUPPORT</b>			
	Current Season Miscellaneous Gifts	\$75,000.00	\$33,400.00
	Current Season Subscription Gifts	\$14,500.00	\$15,000.00
	Forthcoming Season Subscription Gifts	\$19,000.00	\$20,000.00
	Targeted Donations	\$0.00	\$4,000.00
Local Government Grants			
	Williamsburg Area Arts Council	\$10,000.00	\$10,000.00
	York County Arts Council	\$1,800.00	\$0.00
Nonprofit Grants		\$0.00	\$0.00
<b>TOTAL CONTRIBUTED SUPPORT</b>		<b>\$120,300.00</b>	<b>\$82,400.00</b>
<b>EARNED REVENUES</b>			
	Advertising--Playbill Ads	\$4,000.00	\$3,000.00
	Advertising--Show Sponsors	\$6,000.00	\$5,500.00
	Concessions	\$4,000.00	\$3,300.00
	Concessions-Alcohol	\$4,400.00	\$4,200.00
	Gift Certificate Sales	\$100.00	\$100.00
	Interest Earned	\$300.00	\$300.00

	Miscellaneous Revenue	\$100.00	\$100.00
	Rent Revenue	\$10,500.00	\$4,000.00
Season Subscriptions			
	Current Season Subscriptions	\$33,000.00	\$34,000.00
	Following Season Subscriptions	\$48,000.00	\$40,000.00
Production Ticket Sales			
	1-You're a Good Man, Charlie Brown	\$22,000.00	\$18,500.00
	2-Dandelion Wine	\$12,000.00	\$12,000.00
	3-Lucky Stiff	\$12,000.00	\$18,500.00
	4-Anne of Green Gables	\$23,000.00	\$15,000.00
	5-Jane Eyre	\$12,000.00	\$18,500.00
	Children's Theatre	\$1,700.00	\$1,000.00
<b>TOTAL EARNED REVENUES</b>		<b>\$193,100.00</b>	<b>\$178,000.00</b>
<b>SPECIAL EVENTS/FUNDRAISING</b>			
	Cabaret 1- Leading Ladies	\$2,000.00	\$7,500.00
	Cabaret 2	\$2,000.00	\$2,900.00
	Cabaret 3	\$2,000.00	\$2,900.00
	A Christmas Carol	\$0.00	\$15,300.00
	Co-Sponsored Youth Theater	\$13,000.00	\$10,500.00
	Other Special Events	\$9,500.00	\$3,000.00
	Summer Show Sales (Next to Normal)	\$2,500.00	\$9,500.00
	Targeted Donation Campaign	\$5,000.00	\$0.00
<b>TOTAL SPECIAL EVENTS/FUNDRAISING</b>		<b>\$36,000.00</b>	<b>\$51,600.00</b>
<b>TOTAL INCOME</b>		<b>\$349,400.00</b>	<b>\$312,000.00</b>
<b>TOTAL EXPENDITURES</b>		<b>\$349,400.00</b>	<b>\$312,000.00</b>
<b>CARRYOVER</b>	<b>Operating Account</b>	<b>\$213,587.00</b>	<b>\$198,274.09</b>
	<b>Mortgage Account</b>	<b>\$40,938.34</b>	<b>\$47,834.66</b>

## Make a Targeted Donation Williamsburg Players

The Williamsburg Players aim high, always looking for ways to enhance your theater-going experience. While general donations are highly welcome, we also now offer the option of “targeted donations” for specific improvements at the theater as selected by you, the donor. Money donated via this program count toward recognition in our playbills and on the lobby giving tree. Please see the Williamsburg Players website for more details.

### High Priorities

Target	Cost
Programmable LED style lighting for the Cyclorama background	\$13,500
Re-landscaping of theater grounds	\$7,500
Auditorium-quality long-throw projector to add capability to show films	\$5,000
Movie-theater quality large projection screen	\$2,000
Refurbished tables, mirrors, lights, and seats for a dressing room	\$2,500 per room
Short- and standard-throw projector for theater use	\$1,000
Built-in wall racks for dressing room costume storage	\$1,500
Williamsburg Players logo painted on theater building	\$1,500
Drum shield and electronic kit to balance sound levels	\$1,200
Commercial floor buffing/polishing machine and supplies	\$1,000
Upgraded computer for box office	\$750
iPad with keyboard for remote board operation or concessions	\$750 to \$500
Budget enhancements to attract the best music directors and pianists	\$600 per season
Replacement microphone transmitters	\$450 each
Assorted tools for shop	\$400
6 music stands	\$250

### Secondary Priorities

Target	Cost
Funding for a part-time graphic design/media relations/box office employee	\$20,000 per year
Wireless headset system to replace aging system in booth	\$6,000
Costume budget enhancements allowing rented costumes for three shows	\$3,000
Second line of traveler curtains to allow closing stage at varied depths	\$2,500
Installation of security camera system	\$2,000
Set of 10 round banquet tables to host events in lobby	\$1,500
Commercial-grade sofa for green room or dressing room	\$1,250 or high-quality donation
50 folding chairs and rack	\$1,500
Portable indoor/outdoor sound system	\$1,200
Budget enhancements to attract advanced set designers, stage managers, costumers, light designers, or sound designers	\$1,000 per year, per position
Rolling staircase for use in productions and set building	\$1000
LED style par-type lighting instrument	\$750
Commercial-grade love seat for green room or dressing room	\$650 or high-quality donation
LED style spotlight replacement	\$500
Replacement lighting instruments in the current style	\$300-\$500 each
100 costume storage bags	\$250
Costume steamer	\$100

## Sponsorships

Renaming of the theater after donor	\$1,500,000
Renaming of the theater auditorium after donor	\$750,000
Sponsorship of a new building with improved shop, dressing room, green room, and rehearsal space, to be named after donor	\$450,000
Lifetime Membership to the Williamsburg Players	\$10,000
Sponsorship of a two-week children's summer theater camp	\$10,000
Purchase of performance rights for a musical	\$10,000
Purchase of performance rights for a play	\$4,000
Sponsorship of a one-time theatrical workshop	\$1,500

### Recent targeted donations to Williamsburg Players have already allowed the purchase of:

- 12 improved model wireless headset microphones
- New chairs and tables for the lobby
- An additional shed to increase outdoor storage capacity
- \$1500 worth of tools and materials from Home Depot
- Replacement amps for the theater and lobby
- Replacement of parking lot lights and repainting of spaces in lot
- Refurbishment of paint in the lobby and side halls
- Folding chairs and a speaker that allow us to hold events in the lobby
- New coat racks
- Framed pictures to enhance the lobby and highlight Williamsburg Players history
- An art wall for gallery showings in the Williamsburg Players lobby
- DMX installation to allow better synchronized lighting effects and LED stage lighting
- A new sound board and other improvements to the sound system
- A new printer/copier/fax machine for the theater box office

### We are already working to use existing donations to add these items and capabilities:

- Addition of a climate-controlled room at the back of the theater for costume storage and other uses
- More sound improvements
- Flooring upgrades for the green room and dressing room areas backstage
- Improvements for the roadside sign
- Wall pipe installations for the sides of the theater to increase lighting design options

## Meet the Candidates

### Frank Connelly

Frank is honored to be considered as a candidate for the role of Treasurer on the Williamsburg Players Board. He has been active as an actor for many years in the Hampton Roads area. Some of his notable characters has been as Scrooge in *Christmas Carol* and Mortimer Brewster in *Arsenic and Old Lace*. He is employed by Northern Neck Insurance in Irvington, VA as a Senior Programmer Analyst. He resides in Lanexa, VA with his wife Cindy.

### Jenny Hart-Berndt

One of Jenny's earliest memories is marching around the house in her fancy blue church dress, pretending to be Sergeant Sarah Brown from *Guys and Dolls*. She grew up in a theater-loving, military family in Norfolk, and her father served on the Board of LTVB. She studied filmmaking and communications at Northwestern University. Upon graduation, she decided to avoid the film industry like the plague, but stayed in Chicago for a number of years, performing occasionally in audience-participation mysteries and as a storyteller. She moved back to Hampton Roads in 2006 to pursue her new career as an English teacher. She met the love of her life, Carsten Berndt, in Poquoson Island Players' run of *Crimes of the Heart*, and they married two years later. Jenny and Carsten now live in Yorktown. They divide their time between work, scuba diving, theater, and refereeing their three male cats: Jonesy, Fathead, and Scruff.

### Madoline Wallace

A native Virginian, Madoline has lived on the peninsula most of her life. She has a B.F.A. in Drama from V.C.U. and has been volunteering at the Players for many years in various capacities. When not on stage or shopping for costumes, she served as Box Office Chairman and Chairman of the Scholarship Committee.

Her day job is as a mortgage loan underwriter with a local credit union. She is the proud mother of two, and very proud grandmother of four. Oh, and she directed that production of *Crimes of the Heart* where Jenny met Carsten.



# Williamsburg Players

Board of Directors Ballot, 8/6/17



## Re-Election

Name

Current Position

Neil Hollands

Treasurer

## Board of Directors Recommendation for open Board positions

Frank Connelly

Jenny Hart-Berndt

Madoline Wallace

### Nominations from the floor

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