



2018-2019 Report

Stages Repertory Theatre's mission is to advance theater and enliven community to make a more vibrant Houston. This is achieved by producing new work and established work in new ways, developing and nurturing talent, and cultivating and strengthening relationships with artists and audiences.

ARTISTIC EXCELLENCE

Stages Repertory Theatre's 2018-2019 Season, the final full season performed at the theatre's Allen Parkway venue, offered a dynamic mix of new work, fan favorites and stories reflecting Houston's diverse communities. With Stages' signature breadth of programming, the season ran the gamut from beloved musicals to daring new dramas, youth and family programs to adults-only hilarity, with a focus on nurturing emerging artists and welcoming a wide range of audiences. Highlights included nine regional premieres, the return of Stages' groundbreaking Sin Muros Latinx Theatre Festival, free performances at Miller Outdoor Theatre, and a three-show holiday repertory program including the world premiere of a brand new Pantomime. Other highlights included:

Ring of Fire: The Music of Johnny Cash - The iconic songbook of Johnny Cash comes to life in this unique musical about struggle and success, love and faith, rowdiness and redemption, home and family. Featuring more than two dozen classic hits—including "I Walk The Line," "A Boy Named Sue," "Folsom Prison Blues," and "Ring of Fire", this remarkable hit musical brought actors Ben Hope and Katie Barton back to Houston for a foot-stompin', crowd-pleasin' musical portrait of The Man in Black.

Swimming While Drowning - The regional premiere of Emilio Rodriguez's powerful new play is a poetic coming-of-age story centered in a homeless LGBTQ shelter. The play originally premiered in 2017 at Milagro Theatre in Portland, Oregon, to rave reviews and was a finalist for Best Original Script at the 2017 Drammy Awards.

The River Bride - Chronicling the lives of two sisters in a Brazilian fishing village who are struggling to find their own happily-ever-after while bound to family honor and tradition, the play incorporates traditional Brazilian folklore and lyrical storytelling to weave a magical tale of love, fate and transformation. *The River Bride* received its world premiere in 2016 at the Oregon Shakespeare Festival, and has been performed at Arizona Theatre Company, Halycon Theatre and Su Teatro in recent years.

STRENGTHENING HOUSTON'S ARTS ECOSYSTEM

Stages is Houston's sixth-largest nonprofit performing arts producer and the largest outside the downtown Theater District. Stages continues to increase the total number of work weeks for professional actors, directors, and stage managers, and increase minimum pay to work towards a livable wage that allows artists to build their careers and lives in Houston.

EDUCATION AND COMMUNITY ENGAGEMENT

Sin Muros: A Latinx Theatre Festival - in conjunction with Stages' regional premiere of *The River Bride*. *Sin Muros (Without Walls)* included free public play and poetry readings as well as activities for students, teachers, local theatre-makers, and the general public, including workshops and networking opportunities. Highlights of this year's festival included award-winning actor, writer, director and producer Alex Alpharaoh's solo show WET: A DACAmended Journey; developmental workshop readings of new plays by Texas playwrights including Georgina Escobar's *Then They Forgot About the Rest*, Jasminne Mendez's *City Without Altar*; and Beto O'Byrne's *The Corrido of the San Patricios*, and the return by popular demand of the workshop "Casting in the New Era," led by Brian Eugenio Herrera

Always...Patsy Cline at Miller Outdoor Theatre – In September 2018, with support from Presenting Sponsor Phillips 66 and the Miller Theatre Advisory Board, Stages presented *Always...Patsy Cline* at Miller Outdoor Theatre in Hermann Park. This investment in community engagement offers more than 10,000 Houstonians and visitors the opportunity to experience Stages' work completely free of charge, ensuring that a broad, diverse audience has access to quality theatrical productions without economic barriers.

Student Matinees - In conjunction with the world premiere production of *Panto Star Force*, Stages expanded student matinee offerings to include additional performance times as well as free and deeply discounted tickets. One performance was a sensory-friendly matinee to welcome students with autism spectrum disorders and other sensory issues.

Young Artists Conservatory (YAC) - The summer conservatory for high school students is offered free of charge to all participants, with applications are open to all interested students, regardless of economic status or experience level, and selection is based on application, recommendations and audition. This four-week full time intensive program immerses participants in all aspects of theatre production, preparing young theatre practitioners to excel in university-level theatre programs. Since 2017, Stages launched a multi-year expansion of this program by adding a technical theatre track for students interested in focusing on theatrical technology, production and design.

Performance and Production Internships - Stages continued its longstanding performance and production internship programs with Sam Houston State University and Lorain County Community College in Lorain, Ohio, in addition to discrete internship opportunities with other local and national universities.

Ticket Donations - With a focus on serving Houston's diverse, varied communities and creating equitable access free from economic barriers, Stages donated more than 1,000 tickets to community organizations including VetTix, Casa de Esperanza, Houston Area Women's Center, the Houston branch of the National Association of Social Workers, The Women's Home, and more.

SUBSCRIPTION & TICKET SALES

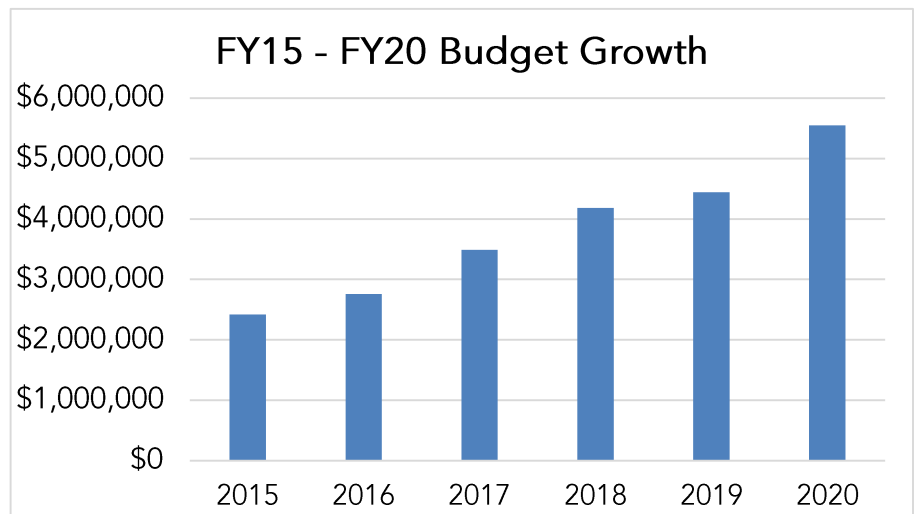
Subscription revenues for the 2018-2019 Season increased 34%, with the total number of subscriber households increasing 45%. Of those subscribers, nearly 30% purchased "All-In" packages which include tickets to every production in Stages' season, demonstrating the deep engagement and commitment of Stages' core audience base. Total paid attendance for 2018-2019 increased by over 17%, and eight productions exceeded \$100,000 in sales, with the three productions running concurrently during the holiday season, we sold over \$583,000 in tickets to holiday productions – a new record!

OPERATIONS & SUSTAINABILITY

Since 2014, Stages' annual operating budget has more than doubled, growing from \$2.1 to \$5.5 million, with a 36% increase from FY19 to FY20 alone. This growth represents \$1.5 million of new investment in artistic, production, and education initiatives, as well as the business support systems that drive our company, including marketing, development and human resources. During the 2019-2020 Season, Stages will add

13 new staff positions across all areas of the organization, including our first Education Director in over a decade. This strategic growth will ensure that we are able to fully realize the potential of our new home and the support that made it possible.

In FY15, the year before implementation of the strategic plan, Stages' annual operating budget was \$2,074,825. Now five years later, our Board-approved annual operating budget is \$5,547,576. Since FY15, total net assets have increased from \$1.76 million to over \$34.75 million, with unrestricted net assets increasing from (\$118,000) to over \$6.76 million.



FY19 Income and Expenses for Year Ended June 30, 2019 (unaudited)

Total Support & Revenue:	\$5,430,140
Program Expenses:	\$3,442,627
Management & General Expenses:	\$ 447,326
Fundraising Expenses:	\$1,165,725
End of Year Net Asset Balance:	\$6,756,184

Executive Committee

George C. Lancaster, Chairman
Steven Owsley, President
Sally Edmundson, Secretary
Phillip Vogelsang, Treasurer / Chair, Finance
Jo Furr, Chair, Development
Raymond Messer, Chair, Strategic Planning
Jim Nicklos, Chair, Audit
Jane Crowder Schmitt, Chair, Nominating & Governance
Randel R. Young, Member-at-Large

Board of Directors

Kay Brazelton Bruce	Harriet Latimer
Dominic Cellitti	Alexander Lazar, MD / PhD
Mike Dishberger	Roland Maldonado, MD
Duke Ensell	Mary Moore
Stacy Feltham	Mauri Oliver
Cynthia Guill	Thomas Paul
Joanna Handel	Angela Haraka Ramm
Neal Hirsch	Hans Roth
Myrtle Jones	Ted Swindley*
Cindy Sparkman Langham	Sheryl Vazquez
	Charles Walker

Artistic Director: Kenn McLaughlin
Managing Director: Mark Folkes

Stages Repertory Theatre is tax-exempt under 501(c)(3) of the Internal Revenue Code.