



2019-2020 ANNUAL REPORT

SETTING THE STAGE

A non-profit youth theater in Rochester, NY, A Magical Journey Thru Stages offers over 800 students in grades 1-12 the opportunity to be part of an inclusive, diverse community of performers.

Cast members have the unique opportunity to perform through year long offerings of full musical productions, a play, summer theater camps, improv troupe, technical training, open mic nights, and specialized workshops.

Throughout the season, our dedicated staff, professional artistic teams and volunteers teach kids to explore their creative talents in front of over 8,000 supportive audience members. Students are given a professional experience that allows them to build self-confidence, while learning and growing in all areas of theater arts.



SPOTLIGHT ON OUR YEAR

We present our annual report for the 2019-2020 year with a huge, tremendous thank you to all of our supporters and families that have stood by Stages during this pandemic. Because of you our theater remains a community gem, providing distinct theater opportunities for youth until full live productions are back on stage! Our all-encompassing focus at Stages is for arts loving students to experience fun, high-quality theater in a safe, nurturing environment.

Thanks to our generous donors and supporters, we were able to consistently offer total immersion in theater for performers and behind-the-scenes roles in a number of full productions, until theaters were closed by the unprecedented pandemic. Then it was clear the arts were needed to support our youth and we accomplished this by:

Spring 2020 "Shutdown"

- For two shows in progress - moved rehearsals on-line; one presented on Zoom, the other filmed outdoors, with sound safely recorded separately
- Added free virtual programs to keep students engaged and continue to develop skills and friendships.

Summer 2020 In-Person Theater Camps per NYS protocols

- Mostly outdoor sessions for safety and fun.
- Recorded vocals in a sound studio, distanced, and with face masks and shields.
- Recorded performances in masks and using audio recordings.

Fall operated with limited capacity due to NYS restrictions

- Acting/Scene Studies
- Dance for Theater
- Improvisation Classes
- Technical Theater Workshops
- Limited Virtual classes - Kids desired interaction with their peers for their own social, mental, and physical health.

We are the place where our students love to be, with people they enjoy, doing something they love. They describe Stages as their "second home" and where they "have found their people." Connections for a lifetime are created by teamwork and striving to stretch their talents to perform! We are so proud of the maturity these students demonstrate during every show and during the difficult times faced in 2020. We thank everyone who supports our endeavors.

LIGHTS UP! MORE THAN JUST ACTING



At Stages, not every child wants to be in the spotlight. Many shine and are an integral part of our shows behind the scenes.

Creating a unique opportunity unlike other Children's Theaters, we train students to work alongside talented professionals and get hands-on experience in skills that can last a lifetime - and have inspired students to go on to college to study the technical side of theater.



Each show finds students behind the scenes interning and shining in:

- Lighting/Sound Design
- Set Design & Building
- Costume Design & Construction
- Stage Crew/Tech Crew
- Student Director
- Student Choreographer
- Student Music Director

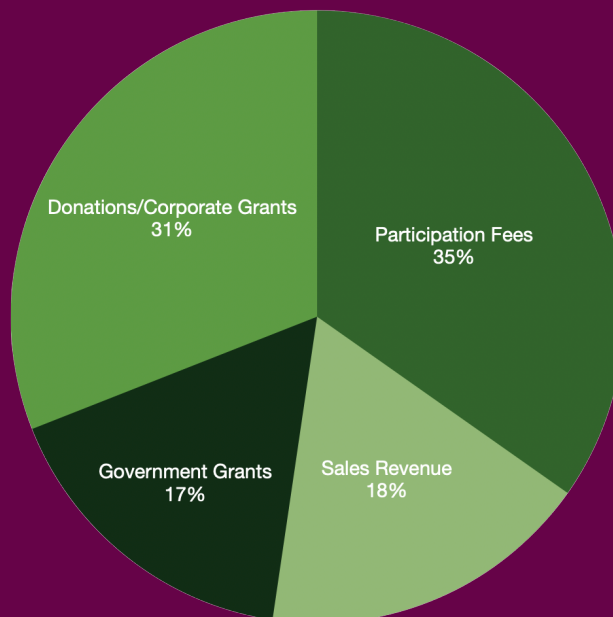
ACT I: TO CREATE & LEARN

We know that the lessons learned on our stage are immeasurable, but being part of a show means you are an integral part of a very large team. Our students and directors **work incredibly hard to stretch the resources we have** and to grow and learn. Due to our tight operating budget, **our theater relies on our incredible parent and student volunteers** to build sets, create props, and construct costumes for every show.

- Our limited equipment is crucial to creating professional-level productions but **it is a delicate balance to maintain** the expensive components - and we have little room for error or breakage.
- Choosing to support our organization means **your monetary gift impacts hundreds of children** and allows us to keep our theater and equipment running.



STAGES INCOME 2019-2020



Stages' total income was \$269,423, down 23% from the prior fiscal year. There were significant declines in ticket sales and participation fees brought on by restrictions imposed by NYS due to COVID-19. Program service revenue dropped 47% (from \$265,436 to \$140,987) from the prior fiscal year. Some of the gap was filled by generous supporters and grantors. Contributions and grants grew 52% (from \$84,237 to \$128,436).

ACT II: BUILDING COMMUNITY

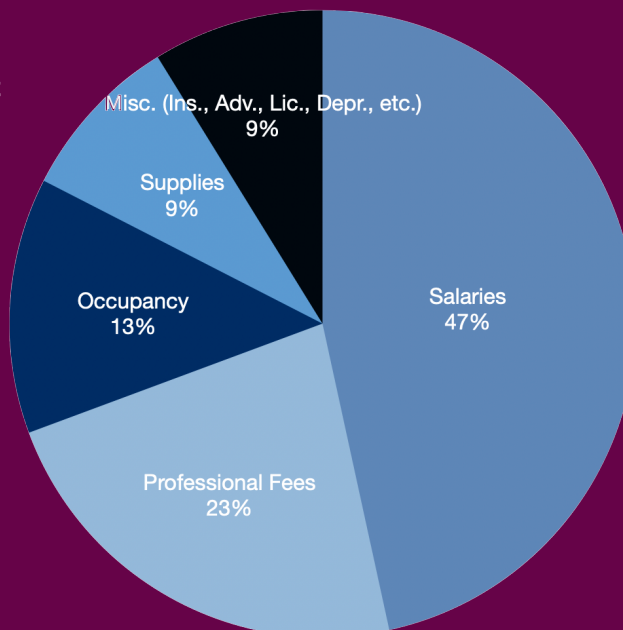
Whether you are on the stage or behind the scenes, working on a show makes you a member of our theater family. **The bonds of friendship that are made transcend the closing curtain**, and you will find our students supporting one another outside of our walls in the community.

- This **connection boosts the emotional/social well-being** of our performers.
- Our **families form friendships**, just like our students, and provide support to one another as their children navigate life and the challenges and joys of the world.
- This positive energy creates powerful community.
- **Your donation will impact and enrich a child and community for life!**



STAGES EXPENSES 2019-2020

Total expenses declined 10% to \$310,798, with net loss of \$41,375. Stages applied for and received the PPP grant and EIDL loan available through the CARES Act and will continue to apply for additional grants available. Donor support is critical. Our board, staff, and landlord are committed to doing all they can to help Stages continue to be Rochester's premier youth theater.



RAVE REVIEWS



"This was the best-run show i've ever been in!"

"I loved my experience so much!"

"Stages is home."

"We have participated in other theatre programs and nothing compares to our experience at Stages. All of the staff are welcoming, professional, and it is apparent that they genuinely love what they do. We feel so lucky to have found Stages!"

"My daughter had the most amazing experience at Stages. Every show my daughter gains a wealth of experience, confidence, and valuable lessons in teamwork."



"We were delighted for our daughter to have the opportunity to get together with new and old friends during this strange summer to put on a show, and we can't tell you how much it eased our mind to read your clear and well thought-out plans to keep the kids safe while still making it fun!"

FINALE: STANDING OVATION FOR OUR DONORS

We are eternally grateful for the continual support of the many families and organizations that share our vision and support our endeavors.

THANK YOU!

DONATION SUPERSTARS

VIP PRODUCERS (\$25,000+)

Robert & Vicki Shearer

MEDIA SPONSOR

KidsOutAndAbout.com

GRANT SUPPORTERS

New York State Council on the Arts

The Max and Marian Farash

Charitable Foundation

Rochester Area Community Foundation

Arts & Culture

RACF Philanthropic Engagement

Feinbloom Supporting Foundation

Fred & Floy Willmott Foundation

JM McDonald Foundation

Cornelia Bailey Foundation

PRODUCER DONORS (\$1,000 - \$2,499)

Masline Electronics, Inc.

CRITICAL NEEDS:

GAP FUNDING - to cover expenses until NYS removes restrictions on participation and audiences, and determines it is safe for our theater to do live performances.

SPACE - Reacquiring ancillary space, which COVID-19 forced us to give up, to ramp up to pre-pandemic program levels. To return to full capacity requires funding for additional rehearsal and programming space.

CUSTOMER RELATIONSHIP MANAGEMENT SYSTEM - An all-in-one system to better manage ticket sales, registrations, communications, donors, and volunteers.

TO DONATE:

www.MJTStages.com/donate

CONNECT WITH US:



A Magical Journey Thru
Stages *Official Page*



@mjtstages_official



BOARD OF DIRECTORS

Mark Bennett, **Chair**

Debra Ross, **Vice Chair**

Admiral Lord, **Treasurer**

Ellen Broder, **Member**

Sarah Culp, **Member**

Matt Devine, **Member**

Brett Kinsler, **Member**

Jamie Mance, **Member**

John Palomaki, **Member**

Tom Pembroke, **Member**

Lisa Shearer, **Member**

Sherry Vile, **Member**

For bios, please visit: www.MJTStages.com

STAFF

Sherry Vile, **Executive Director**

Carolyn Curran, **Managing Director**

Lisa Shearer, **Director of Production Operations**

Tom Pembroke, **Technical Director**

Greg Maddock, **Program & Communications Manager**

Kayla Hunter Yeng, **Media Manager**

Gert Masline, **Ticket Manager**

Gina Lord, **Costume Manager**