

Barn Players Inc.



General Information

Contact Information

Nonprofit

Barn Players Inc.

Address

1000 E 9th St, Suite 225

Kansas City, MO 64106

Phone

(913) 4329100

Website

www.thebarnplayers.org

Facebook

facebook.com/barn.players

Twitter

twitter.com/@KsBarnPlayers

Email

admin@thebarnplayers.org

At A Glance

The Barn Players

How to donate, support, and volunteer

The Barn Players continues to thrive not only through attendance and ticket sales, but also from corporate grants and donations and, most especially, generous (tax-deductible) donations from individuals. Every little bit helps and we appreciate every contribution we receive, allowing us to continue doing what we do best - producing quality community theatre for the Greater Kansas City metropolitan area. Donations can be made either online at www.thebarnplayers.org or by check mailed to 6219 Martway, Mission, KS 66202. We also have numerous opportunities for volunteers to help make our productions and organization successful. Please see our website for detailed information on how to volunteer.

Mission & Areas Served

Statements

Mission Statement

The Barn Players create theatre for the community by the community which nurtures theatre artists in practicing their craft.

Background Statement

The Barn Players Theatre was founded in 1955 and was originally located in a renovated barn at the Woolf Farm near 83rd in Mission Road in Prairie Village. In 1971 the theater's building was sold to make way for commercial development and a new home was found at The Manor Barn at Metcalf and 91st. However, this location turned out to be only an interim home and in 1972 Johnson County Community College became our home for the next 18 years. As the community college grew, in 1990 we were again without a home. For the next 12 years, our performances were staged at various venues, including Shawnee Mission High Schools, the Old Shawnee Town Hall, the Shawnee Civic Center, and the Roeland Park Community Center. In 2004, thanks to the help of the NE Johnson County Chamber of Commerce, we moved to 6219 Martway in Mission, Kansas. The Chamber believed that the presence of a theatre in Mission and the North East Johnson County area would improve the quality of life for the residents and bring additional patrons to the area. In 2006, the Credit Union of Johnson County (now Mainstreet Credit Union) purchased the land and building where we are located. The credit union also recognized the value of the arts to a community and agreed to partner with us for continued use of the building. In 2008, we signed a long-term lease agreement with the credit union. In 2017, a new home was needing to be found again. For the first time in 62 years, The Barn Players moved from Johnson County to downtown Kansas City, Missouri. This move will expose The Barn Players to broader expanse of the metropolitan area.

Five years ago The Barn has re-branded itself, become more strategic in choosing board members, play selection and in setting goals for performance quality and audience numbers. Since 2010, audition numbers have increased 25%, season tickets patrons have tripled and the average audience per performance has gone from 82 to 102. With only one production under the belt in the The Barn's new location, the average audience increased to 150, selling out six of eight performances. All of these metrics relate to the consistent quality seen on The Barn stage as well as the patrons' theater-going experience and their willingness to support The Barn regardless of it's location. The Barn was recognized by being voted as the Northeast Johnson County Chamber of Commerce Small Business of the Year in 2015. It is their hope to receive similar accolades through out the entire metropolitan area.

The Barn's youth programing has remained in Johnson County.

The Barn's Six By Ten Original Play Festival, in its ^{10th} season, continues to improve in number of applicants as well as quality. Since its inception, many other theaters have begun similar opportunities for playwrights

Despite The Barn's many moves and inevitable changes in personnel, we continue to offer quality community theatre for the entire metropolitan area. The Barn Players, Inc., is a 501(c)(3) organization.

Impact Statement

Top Accomplishments for 2017:

1. As part of our negotiated final two-year lease with Mainstreet Credit Union at our Martway location, The Barn assumed responsibility for all inside and outside upkeep of the building. This included a new AC, Boiler, water leak under the parking lot, dismantling of an outside shed, construction of a new fire egress and outside paint and stain. We were able to financially do all this because of the success of the past few seasons, our prudent budget and patron support.
2. The Barn announced it's new home for 2018 and received nothing but support from actors, volunteers and patrons.
3. The Barn continues to make strides in inclusion. Most productions are racially diverse and directors are encouraged toward color blind casting. The Barn's Volunteer of the Year last year as well as Our 6x10 Original Playwright Coordinator are also people of color.
4. Since 2010, Season Ticket patrons have tripled, our audition numbers have increased by 25% and our audience average increased by 20 patrons per performance.

Top Goals for 2018:

1. Establish the season as one of The Barn's biggest by extending the reach into the entire metropolitan area.
2. Implementing our strategic plan for the season after the move to downtown Kansas City.
3. Increasing community partnerships to include new downtown businesses and living groups.
4. Continue increasing our Season Ticket patrons, audition numbers, and audience average while continuing to produce high quality performances.

Needs Statement

1. Funding remains the single biggest issue as The Barn is paying rent for the first time in it's 63 year history.
2. Implementing our plan for reach into the community to develop awareness and increase audiences.
3. Increasing show production budgets enough to allow directors to create their vision.
4. Maintaining The Musicians Fund to supplement musicians stipends enabling The Barn to attract quality musicians.

CEO/Executive Director/Board Chair Statement

The Barn, in its 63rd season, is a different animal than it was in its humble beginning in an un-air-conditioned barn at 83rd and Mission Road. The Barn has established itself as both a proving ground for young actors where experience, confidence and connections can be made as well as a place where talented individuals can share their passion with the performing arts with their community. Our reputation for choosing gutsy and ambitious productions could only be possible through our commitment to diversity (race, age, gender, sexual orientation, etc.) and making the challenging productions of the 21st century possible. Many of our board members have been involved with theater their entire lives and are passionate about theater at all levels. My family in particular has found fulfillment through theater. We were instrumental in the founding Camellot Academy in 1967 where I was a teacher and then president for ten years. The Barn board consists of actors, directors and drama teachers on our board, a lawyer, business people, a city councilman, tech people and accountants. Despite our diverse backgrounds, we come to the board with the love of all things theater related, especially Kansas City theater and The Barn in particular.

One of our biggest challenges is always to continue the momentum from the previous year by increasing audience numbers, season-ticket patrons, director applicants, audition numbers and donations. We believe that recent re-branding efforts undertaken were instrumental in improving our metrics and will continue to be so in the future. We also believe that our continued effort towards increased diversity has been and will continue to be important in our success and a measure of our accomplishments. Our move to Kansas City, Missouri will help us reach a more diverse audience. We make it clear to all directors that we expect them to cast a wide net and invite actors of all different races and ethnic backgrounds to audition and colorblind casting is the rule. Offering a season that will appeal to all races and ethnic backgrounds, can only assure our continued success. Striving for ambitious and challenging productions that reflect the 21st century, does place an added challenge to our fundraising. In 2008, when the financial crisis hit hard, we contemplated cutting back on the number of shows we did. It was a board decision not to scale back on anything our patrons could see. Maintaining the quality of our productions was our main goal. Now that the worst of the financial crisis is over, we want to keep being relevant to and important for our community. So, as we are doing all we can to maintain the high quality of our productions, our focus will be to increase private donations and grant funding. We recognize that this is the way of life for all nonprofits and we do appreciate the opportunity to tell our story to potential donors. The biggest challenge over the past two years was finding a new home for The Barn after December 2017. This proved to be a Herculean task as The Barn has grown so much, it was extremely difficult to find a place within our budget that could accommodate all The Barn has to offer our actors and patrons. In December, The Barn moved to our current location at The Arts Asylum on the Eastern edge of the downtown loop in Kansas City, Missouri. We look forward to including new actors, volunteers and community partners to our current Barn family in this, a more collaborative, welcoming space.

Service Categories

Theater

Arts Education

Areas of Service

Areas Served

Areas

MO - Jackson County

MO - Clay County

MO - Platte County

KS - Wyandotte County

KS - Johnson County

MO - Eastern Jackson Co

MO - Jackson County Urban Core

KS - Wyandotte County Urban Core

Programs

Programs

Theatrical productions

Description

Our Mission Statement, "to create theatre for the community by the community which nurtures theatre artists in practicing their craft" comes to its most prominent fulfillment through our five Season Productions and annual fundraiser. This year, our Season consists of one adult play and four adult musicals, which can be classics, modern plays and new musicals, and "alternative" offerings. For our fundraiser, these productions have ranged from theme-based musical revues of our own invention (e.g. "Women of Rock") to current musical productions. The Barn's Youth programming consists of a Barn Jr production for actors in middle school through high school and Barn Kids three week summer session for campers going into third through seventh grades. The Barn finishes every calendar year with it's 6x10 Original Play Festival featuring the works of local playwrights. In 2018 The Barn is also helping to produce a new musical, "Overture" written by Krista Eyler based on the history of of the Kansas City Philharmonic.

Category

Arts, Culture & Humanities, General/Other Theater

Population Served

Adults, ,

Short-Term Success

Since 2015, The Barn increased the average audience size by 20 people per performance and have tripled the number of season ticket holders in three years. Audition numbers have also increased by 25% since 2010 once again, demonstrating the choosing of shows that entice actors, directors and audience members alike. 2016 ranked as the second highest attended season and the third highest number of actors auditioning since moving to the current location in Mission. During the Martway years, The Barn had 141 productions, over 900 performances and nearly 70,000 patrons. The first production in our new home was wildly successful, breaking all attendance records with an average of 150 patrons per performance and selling out six out of eight performances.

Long- Term Success

Our ultimate long-term success is gauged by continuing to fulfill our mission by providing affordable community theater which gives the theater community a wide range of opportunities to be volunteers, technicians, artistic staff and to perform as musicians and actors. Each year we have improved some key metrics of increasing audience size, season ticket holders and number of actors and directors auditioning and performing. Since 2010 The Barn has increased audition numbers by 25%, Season Ticket patrons have tripled as well as director applicants. The Barn looks forward to continuing these trends as we move to a new home in 2018.

Program Success Monitored By

Every two to three years, The Barn tracks audience and audition numbers, including age, ethnicity and many other metrics to help us better understand our actors and audiences and how to better reach them. We hope to do this again in 2019 in our new location.

Examples of Program Success

In 2016, The Barn had 352 people audition for nine productions. That number increased to 415 in 2017. There are over 150 active volunteers, not including our board, who work front of house for each performance. Our actors, musicians, board members and audiences come from across the five county Metropolitan area. This spring, The Barn supplied the entertainment for the City of Leawood's Shakespeare Tea for the seventh year. During the years in Mission, KS (2004-2017), The Barn Players produced 141 different shows totaling over 900 performances and served nearly 70,000 patrons.

Barn Junior and Kids Series

Description

The Barn Kids program offers a three-week session for grades 3-6 where the students learn theater all aspects of a theatrical production from costuming, props, choreography, singing, and acting, culminating in public performances of an age-appropriate musical. The Barn Junior program is designed for students in grades 7-12. This program allows the students to work outside of academia with seasoned theater professionals and learn all aspects of producing and performing in a musical. This program culminates in four public performances of an age-appropriate musical.

Category

Arts, Culture & Humanities, General/Other Theater Arts Instruction

Population Served

K-12 (5-19 years), ,

Short-Term Success

The success of our youth programming continues to grow. We are in line to sell out our session for Barn Kids this summer. Our goals for the Barn Jr./Kids program is to foster a love of theatre and we find that students love our program that they come back year after year, "graduating" from Barn Kids to Barn Jr. to our Season productions. Every year several of our Barn Juniors act as techs and mentors to the the Barn Kids during the summer session. The Barn is a training ground for students to build their resumes and experiences and have gone on to perform at Starlight Theatre and other professional venues. Many have chosen to pursue careers in the performing arts or arts education.

Long- Term Success

Increase in interest by the student population to take part in our musical theater productions. Students will have the opportunity to work with seasoned technicians, directors, etc. outside of their academic programs that are shrinking as school districts make cuts for lack of funding. The directors casts each show with as many students as possible yet still provide the individual attention needed to foster self-confidence, self-esteem, and self-awareness. We build audiences with families coming together to the theater and initiate children to the joy of live theater. Studies have shown that children who are exposed to the arts at an early age do better on standardized testing and communicative skills than do their counterparts who were not exposed. As adults they are more involved in their communities. The Barn is developing performers and patrons of the arts for the future.

Program Success Monitored By

All participants are asked to fill out evaluation forms addressing all aspects of the programs. We also monitor the success of both the Junior and Kids programs by the number of students who audition for the Junior program and the children who are enrolled in the Kids program. Lastly, we monitor audience attendance and ad revenue.

Examples of Program Success

The success of this program is borne out by the "sell out" we experience for the Barn Kids and Barn Junior programs and the students who return year after year.

6 X 10 Festival

Description	This program fosters the growth and development of local playwrights, new directors and actors looking to stretch their abilities. Submissions are judged blindly by a committee consisting of board members and possibly local directors and actors. The 6X10 Festival runs for one weekend (3 performances) in December.
Category	Arts, Culture & Humanities, General/Other Theater
Population Served	Adults, ,
Short-Term Success	Actors, Directors and staff are energized to be able to work on brand-new productions that many times explore hot topics and break the mold of traditional expectations of what you will see in a Barn Players production. This event also gives some actors the opportunity to be on stage without the usual long-term commitment of a full length production.
Long- Term Success	The Barn's "6X10 Original Play Festival" features new ten-minute plays authored by local playwrights and directed by first-time directors. The Barn's artistic staff and sometimes community directors and/or actors will select the six winning plays from an increasing number of submissions. In 2017 there were around 50 submissions from within a 300 mile radius of Kansas City. The long-term success of this event is demonstrated by the ever-growing number of submissions, increasing audience numbers and the fact that several other theaters have copied our model. This event's goal is the development of the playwright-participants and directors. Over the years a couple of our playwrights have gone on to national recognition for their work and one of our ten minute plays was expanded to a full length production for the city of Leawood.
Program Success Monitored By	The success of this program is partly shown by how popular it has become. In 2017, 50 original scripts by local novice playwrights were submitted for the six slots. Also, by including directors who may have applied to direct a regular season show and didn't get the opportunity, The Barn gets acquainted with their work and vice versa. It also gives novice directors an opportunity to hone their craft.
Examples of Program Success	Increased play submissions, increased revenues and larger audiences bear out the increasing importance of this program. Furthermore, the success of this program has attracted new directors and staff, new auditioners and allows us to present a wider range of theater to the metro area. One further example of the success of this program is the fact that one of the 10-Minute plays produced at The Barn has been developed into a full-length production and had its first dramatic reading at another community theatre. The success of our festival has spawned other similar festivals in other theatres in the KC metro.

Internship Program

Description	The internship program targets interested high school or college students who plan a career in theater. This program has proved to be successful in the training future theater artists. Interns are paid a small stipend for their work during the summer months. Interns have gone on to other paying positions in theater, starring roles in community and non-equity productions and can request letters of recommendation after completing their internship. In 2017, The Barn had two summer interns helping with Barn Kids and the summer play.
Category	Education, General/Other Extracurricular Arts & Culture
Population Served	Adolescents Only (13-19 years), ,
Short-Term Success	The Barn receives applications from dedicated students who are interested in pursuing careers in the performing arts and wish to gain experience outside of academic training. We give them hands on training, teach them to work within a budget and give them opportunities to succeed. Interns will help to round out our production staffs, especially during the summer months when vacations create conflicts. They will build resumes and receive letters of recommendation if requested and earn a small stipend for their continuing education. In 2017 there were two summer interns who were invaluable help with the two sessions of Barn kids as well as working on the summer plays.
Long- Term Success	This was previously a scholarship program for graduating high school seniors, but due to its success, was expanded to include current college students. It is gratifying that now we have applicants who have gone through the Barn Kids and Barn Junior programs and have been inspired to pursue careers in the performing arts.
Program Success Monitored By	Barn Interns work closely with the designers, directors and technicians and gain experience for their resumes. The Barn is able to help the entire local theatre community by helping to develop more experienced people to work on their productions. Our Interns gain valuable training, experience and connections.
Examples of Program Success	The intern program was integral to the education of Patrick Lweallen, a 2004 Intern, who went on to star in the National tour of "Rock of Ages." Another intern, from 2010 graduated from KU in 2015, and has been involved in many shows in the metro area during both his high school and college years.

Volunteer program

Description	This program allows us to accomplish our mission of offering a broad base of volunteers the opportunity to become involved and support the promotion of the performing arts in the community. Volunteers may work on individual shows by working on sets or costuming, crew a show or work front of house jobs like concessions, box office or handing out programs and taking tickets.
Category	Arts, Culture & Humanities, General/Other Theater
Population Served	Adults, ,
Short-Term Success	We offer opportunities to volunteer in every capacity at The Barn. You can run box office, usher, take tickets, paint or build sets, sell concessions, build costumes, act, help with marketing, advertising or be a partner in the community. For those who might not be able to afford our ticket prices, they can volunteer in several capacities and see the show for free when they work. This increases the awareness of our theater in the community and offers the open door policy to our volunteers.
Long- Term Success	To bring in members from the community who are interested in helping to make The Barn Players a successful community theater program. We partner with the Northeast Johnson County Chamber of Commerce, the Mission Project for developmentally delayed young adults, the Shawnee Mission Rotary, Fire District #2 and other community theater organizations. Our partnerships bring us closer to the community that ultimately we can call on for assistance, as potential donors, or for people who would like to donate in-kind services.
Program Success Monitored By	The Barn is an all volunteer organization. It is the mission to be inclusive and have an open door policy. We often times ask for two volunteers for one position. One that has been trained to do that job and the other to shadow so they will know how to complete the job in the future. It also allows us a backup system in case one of our volunteers does not show up. Volunteers have the opportunity to see our productions for free. They may sign up to work every show or only those that are convenient. The Barn's volunteer program enables some of our theater community as well as those who might not be able to afford it to have the opportunity to experience the magic of live theater.
Examples of Program Success	The Barn is completely run by volunteers and currently, we rely on 150 volunteers (this does NOT include those directly involved in the productions or our all-volunteer board). We have expanded our programming to 8 productions per year for which we need volunteers. The Barn Jr./Kids programs typically use parent volunteers, along with Board members and our regular volunteers. Our volunteers have also represented us in festivals, booths, open houses, conferences, chamber events, etc. We thank our volunteers by hosting a Volunteer Appreciation Night for all of our volunteers where they are treated to a dinner and a show. At that night, we hand out our Barney Awards to recognize our actors, directors, and others involved in our Season productions. This night consists of performances from our past season's shows, hosted by our president and one of the professional actors who make up our Barney judges. We also have a plaque to honor our Volunteer of the Year.

CEO Comments

One of the challenges a community theater like The Barn faces is the sad fact that the phrase “community theater” is used as a punchline, or worse, a punching bag. Even those who support drama programs in schools, sometimes don’t recognize the importance of supporting their local community theaters. The American Association of Community Theaters, of which The Barn is a member, represents the interests of more than 7000 theaters across the US and reports that there are more than 1.5 million volunteers involved in more than 46,000 annual productions reaching an audience of 86 million. These numbers alone show the significance of community theater throughout the United States. While the majority of the participants in community theater never seek a professional theater career, even for them, theater is not just a hobby but a passion. The Barn’s mission statement directly addresses this passion and our role in the community: “The Barn Players create theatre for the community by the community which nurtures theatre artists in practicing their craft.” The impact of being involved in community theater goes well beyond our own productions. I’ve yet to meet one of our actors, directors, musicians, volunteers, or one of our patrons who doesn’t also buy tickets at local professional theaters, go to see Broadway shows, and/or see national tours. They bring their spouses, children, friends and others of significance to our shows and these others in support of the theater community as a whole. Another significant factor in favor of funding community theater, is the fact that most professional actors got their start on a community stage somewhere. Indeed, The Barn has its share of well-known alumni. Many people who have appeared in productions throughout our history have gone on to greater fame on stage, screen and television. Among these are: Academy Award-winner Chris Cooper, Kansas City actors Jim Birdsall, Dodie Brown, Melinda McCrary and Cathy Barnett, Phillip Fiorini, John Renshouse (“The Lion King” national tour), documentary producer Susan Gandy, Broadway actor Henry Stram, film and television actor Arliss Howard, Broadway, film and TV art director Harry Silverglat Darrow, local film and theatre critic Russ Simmons, Patrick Lewallen (national tour of “Rock of Ages”) and Lynn Cohen (“The Hunger Games: Catching Fire”).

Leadership & Staff

Executive Director/CEO

Executive Director	Ms. Vida Bikales
Term Start	Jan 2009
Email	admin@thebarnplayers.org
Compensation	N/A

Experience

My family helped to found and run Camellot Academy, a summer-long day camp for children, focusing on the arts, including drama, dance, art, guitar and voice. I was the art teacher with Camellot for six years and then president of the board of directors for approximately ten years. I retired from a 31 year sales career with Pfizer Pharmaceuticals in 2008.

Former CEOs

Name	Term
Ms Beate Pettigrew	Jan 2007 - Dec 0

Staff

Paid Full-Time Staff	0
Paid Part- Time Staff	0
Volunteers	300
Retention Rate	100%
Paid Contractors	1

Formal Evaluations

NonManagement Formal Evaluation	Yes
Non Management Formal Evaluation Frequency	Annually

Plans & Policies

Organization Has a Fundraising Plan	Yes
Organization Has a Strategic Plan	Yes
Management Succession Plan	No
Organization Policy and Procedures	Yes
Nondiscrimination Policy	Yes
Whistleblower Policy	Yes
Document Destruction Policy	No

Collaborations

The Barn collaborates with the NE Johnson County Chamber of Commerce, The Arts Asylum, and other local

theater groups and businesses.

Awards

Awards

Award/Recognition	Organization	Year
Top Theatre Production - Women of Rock	KC Stage Magazine	2010
2 of the Top Ten Rated Shows - Women of Rock and Dirty Rotten Scoundrels	KC Stage Magazine	2010
Top Community Show - Women of Rock	KC Stage Magazine	2010
Three of the Top Community Shows - Women of Rock, Dirty Rotten Scoundrels, and Rent	KC Stage Magazine	2010
Three of the Top Community Shows - Women of Rock, Dirty Rotten Scoundrels, and Rent	KC Stage Magazine	2010
Outstanding Theater of the Year in the Kansas City Region	BroadwayWorld.com	2013
Outstanding Ensemble Cast of a Play of Musical in the Kansas City Region	BroadwayWorld.com	2013
Best Direction of a Musical in the Kansas City Region	BroadwayWorld.com	2013
Best Lighting Design of a Play Musical in the Kansas City Region	BroadwayWorld.com	2013
Best Costume Design of a Play Musical in the Kansas City Region	BroadwayWorld.com	2013
Best Actress in a Musical in the Kansas City Region	BroadwayWorld.com	2013
Best Actor in a Musical in the Kansas City Region	BroadwayWorld.com	2013
Small Business of the Year	Northeast Johnson County Chamber of Commerce	2015

Government Licenses

Is your organization licensed by the government? No

CEO Comments

The greatest management challenge is to assure that all Barn productions are of a consistent high quality. Last year, The Barn had 415 people audition for six different productions. Each show is unique in its cast, crew, staff, script, props, sets, lighting, sound, etc. Managing all of this is a challenge, yet great opportunity for our Artistic Director, Assistant Artistic Director and the board as a whole. The Barn's Artistic Director, a drama teacher during the day, is one of the most well organized persons you will ever meet and juggles all of these people, productions, and elements amazingly well. The board and the over 150 active volunteers help with front of house duties and other behind-the-scenes support. This job of managing these productions is even more difficult in some respects because we do not want to retain the same directors year after year. In 2017 The Barn had 15 applicants for five directorial positions. When we select our directors we are looking for imagination, vision, and excellence. Because of our dedication to ambitious and gutsy productions, we have been able to attract many new directors and actors. While this is precisely our goal, it does add challenges to

our management. Our Production Manual to which every director, cast and crew must adhere helps to keep our productions organized, on budget, and has brought consistency to each production without sacrificing originality and creativity. Our move to The Arts Asylum caused us to rewrite our manual to incorporate information specific to the their facility and for a shared space. While management issues never go away and every theater has these challenges, we believe that the success of our productions show that we are addressing this challenge in imaginative and successful ways. Our success in addressing these complex issues is borne out by the awards we received from BroadwayWorld.com, including Outstanding Theater of the Year in the Kansas City Region, and The Northeast Johnson County Chamber of Commerce Small Business of the Year Award as well as numerous other individual awards for our actors and directors.

Board & Governance

Board Chair

Board Chair	Ms. Vida Bikales
Company Affiliation	retired from Pfizer
Term	Jan 2016 to Dec 2018
Email	VBikales@aol.com

Board Members

Name	Affiliation
Ms. Nancy Berardo	Budget Office of Medicare Hearings & Appeals - Dept of Health & Human Services
Ms. Vida Bikales	retired from Pfizer
Ms Pamela Craven	Apple Computers
Mr. Eric Magnus	Shawnee Mission West High School
Ms Adrianna Marshall	Kansas City, Missouri Schools
Ms. Kay Noonan	National Association of Insurance Commissioners
Mr. Michael Poppa	NE Johnson County Chamber of Commerce & Roeland Park City Council
Mr. Lynn Reddick	H & R Bloch
Mr Steve Sears	Marketing Professional

Board Demographics - Ethnicity

African American/Black	1
Asian American/Pacific Islander	0
Caucasian	8
Hispanic/Latino	0
Native American/American Indian	0
Other	0

Board Demographics - Gender

Male	4
Female	5
Unspecified	0

Governance

Board Term Lengths	2
Board Term Limits	0
Board Meeting Attendance %	90%
Written Board Selection Criteria?	No

Written Conflict of Interest Policy?	Yes
Percentage Making Monetary Contributions	100%
Percentage Making In-Kind Contributions	100%
Constituency Includes Client Representation	Yes
Number of Full Board Meetings Annually	12

Standing Committees

Community Outreach / Community Relations

Executive

Marketing

Program / Program Planning

Communications / Promotion / Publicity / Public Relations

Development / Fund Development / Fund Raising / Grant Writing / Major Gifts

CEO Comments

The search for our new home and the funding for our move in 2018 was The Barn board's main challenge while continuing to produce the final season in our current location. The focus now is on streamlining changes in the new location to make the process welcoming to our current patrons and actors while extending our reach into a wider swath of the metropolitan area.

Advisory Board Members

<u>Name</u>	<u>Affiliation</u>
Mr. Damron Russel Armstrong	Professional Actor
Ms. Michelle T. Johnson	Diversity Trainer & Playwright
Ms Beate Pettigrew	Johnson County Community College
Ms Martha Risser	Community Volunteer
Mr. Frank Robertson	Community Volunteer
Ms. Nancy Wallerstein	Community Volunteer

Financials

Fiscal Year

Fiscal Year Start	Jan 01, 2018
Fiscal Year End	Dec 31, 2018
Projected Revenue	\$109,655.00
Projected Expenses	\$122,155.00
Endowment Value	\$0.00
Percentage	0%

Detailed Financials

Revenue and Expenses

Fiscal Year	2016	2015	2014
Total Revenue	\$131,419	\$150,809	\$135,654
Total Expenses	\$128,619	\$122,576	\$122,307

Revenue Sources

Fiscal Year	2016	2015	2014
Foundation and Corporation Contributions	\$114,993	\$139,388	\$54,363
Government Contributions	\$0	\$0	\$0
Federal	\$0	\$0	\$0
State	\$0	\$0	\$0
Local	\$0	\$0	\$0
Unspecified	\$0	\$0	\$0
Individual Contributions	\$0	\$0	\$0
Indirect Public Support	\$0	\$0	\$0
Earned Revenue	\$16,425	\$11,410	\$81,279
Investment Income, Net of Losses	\$1	\$11	\$12
Membership Dues	\$0	\$0	\$0
Special Events	\$0	\$0	\$0
Revenue In-Kind	\$0	\$0	\$0
Other	\$0	\$0	\$0

Expense Allocation

Fiscal Year	2016	2015	2014
Program Expense	\$128,619	\$122,576	\$122,307
Administration Expense	\$0	\$0	\$0
Fundraising Expense	\$0	\$0	\$0
Payments to Affiliates	\$0	\$0	\$0
Total Revenue/Total Expenses	1.02	1.23	1.11
Program Expense/Total Expenses	100%	100%	100%
Fundraising Expense/Contributed Revenue	0%	0%	0%

Assets and Liabilities

Fiscal Year	2016	2015	2014
Total Assets	\$119,046	\$116,246	\$88,010
Current Assets	\$66,611	\$63,811	\$35,575
Long-Term Liabilities	\$0	\$0	\$0
Current Liabilities	\$0	\$0	\$0
Total Net Assets	\$119,046	\$116,246	\$88,010

Short Term Solvency

Fiscal Year	2016	2015	2014
Current Ratio: Current Assets/Current Liabilities	--	--	--

Long Term Solvency

Fiscal Year	2016	2015	2014
Long-Term Liabilities/Total Assets	0%	0%	0%

Top Funding Sources

Fiscal Year	2016	2015	2014
Top Funding Source & Dollar Amount	--	--	Individual Donor \$5,000
Second Highest Funding Source & Dollar Amount	--	--	Richard J. Stern Foundation \$3,500
Third Highest Funding Source & Dollar Amount	--	--	Individual Donor \$2,600

Capital Campaign

Currently in a Capital Campaign?	No
Goal	\$0.00
Capital Campaign Anticipated in Next 5 Years?	Yes

Organization Comments

There are two primary financial challenges facing The Barn: determining our future location and the financial obligation we will need for our move and our future and increasing donations and grant funding. We are making good strides in increasing our audience size and believe our path to a larger audience lies in maintaining our great quality, increasing diversity, and smart show selection. When selecting our shows for the season, we begin by focusing on what actors want to act in and directors want to direct, and, most importantly, what audiences want to see. This means that we must select a wide diversity of theatrical productions: comedies and dramas, new and classics, cutting edge and familiar. Some of the questions we ask ourselves are: Is the play good (really good)? Does it have a track record of success? Will our audience love it? Does it meet our need for diversity? In addition to answering these and other questions, we consider the numbers of men and women in each production, the subject matter and the vibrancy of the material. That way we can balance our season with exciting productions that will attract a large diverse audience. Our other challenge to increase donations and grant funding, dovetails with our show selection. Our recent successes with our shows

will help show the donor community that we are worth taking a chance on. The Barn has been around for 62 years, so we have proven our place in the Kansas City theater community. The fact that we can remain relevant in today's society, shows that we are doing something right. Everyone on the board is charged with keeping at least one eye on fund-raising opportunities. We are always on the lookout for community partnerships and creative types of fundraising to bring in new supporters of community theater. I am specifically charged with grant writing. The couple of grants we received last year show that we are a worthwhile cause and have bolstered our confidence that we can obtain the funding we need. In addition to our more complex productions, we deal with the wear and tear on the equipment we use and upkeep on our building. These areas do receive special attention in our budget. The reason for the difference in our 2016 Expenses and Income was due to projects to the building as part of our lease agreement including a \$16,000 AC unit, fire egress, exterior work including paint and stain and the demolition of an outside storage unit. The 2017 budget reflects the fixing of a \$2,500 water leak under the parking lot and the need for a new \$19,500 boiler.

Foundation Comments

- FY 2016, 2015, 2014: Financial data reported using IRS Form 990-EZ.
- Foundation/corporate revenue line item may include contributions from individuals.

