

Barn Players Inc.



General Information

Contact Information

Nonprofit

Barn Players Inc.

Address

6219 Martway

Mission, KS 66202

Phone

(913) 4329100

Website

www.thebarnplayers.org

Facebook

facebook.com/barn.players

Twitter

[twitter.com/@KsBarnPlayers](https://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 at 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 our current location at 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.

Over the last four years, 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. All of these metrics relate to the consistent quality seen on The Barn stage as well as the patrons' theater-going experience. The Barn's significant improvement in these areas was recognized by being voted as the Northeast Johnson County Chamber of Commerce Small Business of the Year in 2015. Both sessions of Barn Kids summer programs sold out resulting in sold out performances for all six of their performances.

Our Six By Ten Original Play Festival, in its 8th 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 our 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 2016:

1. As part of our negotiated final two-year lease with Mainstreet Credit Union at our current 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 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.
3. The Barn's 2015 and 2016 seasons were the highest and second highest attended seasons.
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 2017:

1. Determine our new home beginning in 2018 and beyond.
2. Successfully communicate our 2018 Theme in order to create excitement from our current actors, volunteers and patrons while increasing city-wide awareness of The Barn after our move.
3. Increasing community partnerships.
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. Short-term funding helps defray the cost of improvements made to the building over the last year but long-term due to the need to begin paying rent in 2018.
2. Finding our new location for our 2018 season and beyond.
3. Developing a season for 2018 that entice our patrons to continue their loyalty in spite of our need to relocate.
4. Giving show production budgets enough to allow them to create their vision without additional underwriting.
5. Maintaining The Musicians Fund to supplement musicians stipends enabling The Barn to attract quality musicians.

Board Chair Statement

The Barn, in its 62nd 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 continually improving our physical space, making the challenging productions of the 21st century possible. Many of our board members have been involved with theater for their entire lives. Even those of us who wouldn't step foot on a stage, are passionate about theater. My family in particular has found fulfillment through theater. We were instrumental in the founding of Camellot Academy in 1967 where I was a teacher and then president for ten years. But my story of passion for the theater is not unique to our Board. We have actors, directors and drama teachers on our board as well as a lawyer, business 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. We have made 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 has been finding a new home for The Barn after December 2017. This has proven to be a Herculean feat as The Barn has grown so much, it is extremely difficult to find a place within our budget that can accommodate all The Barn has to offer our actors and patrons.

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 six Season Productions and annual fundraiser. Each year, our Season consists of two adult plays 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. Over the past two seasons, The Barn has had three Equity actors in our productions. It is highly unusual to have a professional actor perform in community theater, but we feel that the quality of our productions was one of the factors that lead them to stage.

Category

Arts, Culture & Humanities, General/Other Theater

Population Served

Adults, ,

Short-Term Success

One of the near-term achievements The Barn is most proud of is being awarded the Northeast Johnson County Small Business of the Year Award for 2014-2015. In 2015, we increased our average audience size by 20 people per performance and have tripled the number of season ticket holders in three years. Because of the quality of the slate of productions, The Barn had 15 director applicants to direct five shows. 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.

Long- Term Success

Our ultimate long-term success is be 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. This was last done in 2014.

Examples of Program Success

In 2016, our ^{61st} season, The Barn had 352 people audition for nine productions. 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. There were fifteen director applicants to direct five shows. Audience totals have increased from 5,348 in 2010 to 7,026 in 2016. The Barn supplied the entertainment for the City of Leawood's Shakespeare Tea for the fifth year.

Barn Junior and Kids Series

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|-------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Description | The Barn Kids program offers two three-week sessions 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 two weekends of public performances of a musical. |
| Category | Arts, Culture & Humanities, General/Other Theater Arts Instruction |
| Population Served | K-12 (5-19 years), , |
| Short-Term Success | The success of our Jr./Kids program continues to grow. For 2015, we sold out each of our sessions for Barn Kids. 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. We are also a training ground for students to build their resumes and experiences and have gone on to other venues, including Starlight Theatre, as well as choosing to pursue careers in the performing arts. |
| 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 two the Barn Kids programs and the students that return year after year. The Barn has also seen an increase in audience size for 2016. |

6 X 10 Festival

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|-------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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 2015 there were 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 2016, 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

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| Description | <p>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 2015, The Barn had two summer interns helping with Barn Kids and the summer plays.</p> |
| Category | Education, General/Other Extracurricular Arts & Culture |
| Population Served | Adolescents Only (13-19 years), , |
| Short-Term Success | <p>High school and college students who are truly interested in making a career in the theater have been independently contacting us for internship possibilities. We receive applications from dedicated students who 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 2015 there were two summer interns who were invaluable help with the two sessions of Barn kids as well as working on the summer plays.</p> |
| Long- Term Success | <p>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.</p> |
| Program Success Monitored By | <p>The intern requests are from dedicated high school and college students who want to be in the theater. They work closely with the designers, directors and technicians. They gain experience for their resumes. We build a higher profile in the community as a theater with open doors for interested parties to gain valuable training, experience and connections. While The Barn budget is, like most theatres, limited, we believe in the benefit of this program and will continue to fund it as long as we are able.</p> |
| Examples of Program Success | <p>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.</p> |

Volunteer program

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|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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 Rensenhouse (“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 |

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 and then president of the board of directors for approximately 10 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 city of Mission, KS, Mainstreet Credit Union, the Mission Project, The Arts Asylum, The Johnson County Libraries 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 352 people audition for nine 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 2016 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. 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 Traci Christian | Community Volunteer |
| Ms Pamela Craven | Apple Computers |
| Mr. Curt Crespino | University of Missouri at Kansas City |
| Mr. Maneesh Jhunjunwala | De Lage Landen Financial Services |
| Mr. Eric Magnus | Shawnee Mission West High School |
| Ms Sara McAdoo | Community Volunteer |
| Ms. Kay Noonan | National Association of Insurance Commissioners |
| Mr. Lynn Reddick | H & R Bloch |
| Mr Steve Sears | Marketing Professional |

Board Demographics - Ethnicity

| | |
|----------------------------------------|----|
| African American/Black | 0 |
| Asian American/Pacific Islander | 1 |
| Caucasian | 10 |
| Hispanic/Latino | 0 |
| Native American/American Indian | 0 |
| Other | 0 |

Board Demographics - Gender

| | |
|--------------------|---|
| Male | 5 |
| Female | 6 |
| 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 is The Barn's main challenge while continuing to produce the final season in our current location. This move may also necessitate the formation of a Capital Campaign.

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, 2017 |
| Fiscal Year End | Dec 31, 2017 |
| Projected Revenue | \$109,655.00 |
| Projected Expenses | \$122,155.00 |
| Endowment Value | \$0.00 |
| Percentage | 0% |

Detailed Financials

Revenue and Expenses

| Fiscal Year | 2015 | 2014 | 2013 |
|-----------------------|-------------|-------------|-------------|
| Total Revenue | \$150,809 | \$135,654 | \$122,690 |
| Total Expenses | \$122,576 | \$122,307 | \$111,914 |

Revenue Sources

| Fiscal Year | 2015 | 2014 | 2013 |
|-------------------------------------------------|-------------|-------------|-------------|
| Foundation and Corporation Contributions | \$139,388 | \$54,363 | \$34,915 |
| 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 | \$11,410 | \$81,279 | \$87,768 |
| Investment Income, Net of Losses | \$11 | \$12 | \$7 |
| Membership Dues | \$0 | \$0 | \$0 |
| Special Events | \$0 | \$0 | \$0 |
| Revenue In-Kind | \$0 | \$0 | \$0 |
| Other | \$0 | \$0 | \$0 |

Expense Allocation

| Fiscal Year | 2015 | 2014 | 2013 |
|-----------------------------------------|-----------|-----------|-----------|
| Program Expense | \$122,576 | \$122,307 | \$111,914 |
| Administration Expense | \$0 | \$0 | \$0 |
| Fundraising Expense | \$0 | \$0 | \$0 |
| Payments to Affiliates | \$0 | \$0 | \$0 |
| Total Revenue/Total Expenses | 1.23 | 1.11 | 1.10 |
| Program Expense/Total Expenses | 100% | 100% | 100% |
| Fundraising Expense/Contributed Revenue | 0% | 0% | 0% |

Assets and Liabilities

| Fiscal Year | 2015 | 2014 | 2013 |
|-----------------------|-----------|----------|----------|
| Total Assets | \$116,246 | \$88,010 | \$74,658 |
| Current Assets | \$63,811 | \$35,575 | \$22,816 |
| Long-Term Liabilities | \$0 | \$0 | \$0 |
| Current Liabilities | \$0 | \$0 | \$0 |
| Total Net Assets | \$116,246 | \$88,010 | \$74,658 |

Short Term Solvency

| Fiscal Year | 2015 | 2014 | 2013 |
|---------------------------------------------------|------|------|------|
| Current Ratio: Current Assets/Current Liabilities | -- | -- | -- |

Long Term Solvency

| Fiscal Year | 2015 | 2014 | 2013 |
|------------------------------------|------|------|------|
| Long-Term Liabilities/Total Assets | 0% | 0% | 0% |

Top Funding Sources

| Fiscal Year | 2015 | 2014 | 2013 |
|-----------------------------------------------|------|-------------------------------------|------|
| 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 2015, 2014, 2013: Financial data reported using IRS Form 990-EZ.
- Foundation/corporate revenue line item may include contributions from individuals.

