



January 8, 2016

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Honorable David Martin
Mayor, City of Stamford
888 Washington Boulevard
Stamford, CT 06901

Dear Mayor Martin:

Stamford Center for the Arts respectfully requests support in the amount of \$20,000 to be included in the City's budget for Fiscal Year 2016/17 to be used directly towards paying SCA's utility bills.

We greatly appreciate the all of the support that the City of Stamford has given us. Supporting Stamford Center for the Arts is not only philanthropic, but more importantly an investment in Stamford and all its constituencies with a dramatic and quantifiable return. For over twenty years, Stamford Center for the Arts has generated economic development, support of local arts organizations, education programs and served as a catalyst for economy of our vibrant downtown.

We thank you for your consideration. If you require additional information, please don't hesitate to call us at 203-517-3401.

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**Member of Executive Committee*

Yours truly,

Michael L. Widland
Chairman

Michael E. Moran, Jr.
Executive Director

Producing Artistic Director
B T McNicholl

Executive Director
Michael E. Moran, Jr.

THE PALACE THEATRE FOR THE PERFORMING ARTS
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**Stamford Center for the Arts
Budget Presentation FY2016-2017
City of Stamford**

Mission and Goal Statement:

The mission of Stamford Center for the Arts (SCA) is to: (i) present the premier performing arts and cultural performances in Fairfield County, (ii) entertain, engage and enlighten our audiences of all ages, (iii) enrich the cultural, educational, economic and social life of the community, (iv) foster and promote diversity of thought, ideas, and culture and (v) nurture appreciation of the arts in children, teens and adults through our arts education programs. SCA's vision is to support, promote and host a variety of performing arts, education and outreach programs to diverse audiences in Stamford and in the greater Fairfield County region. The Palace Theatre is also home to the Ballet School of Stamford, Connecticut Ballet, Namaskaar Foundation, Lumina String Quartet, Stamford Symphony and the Stamford Young Artists Philharmonic. SCA enriches Fairfield County and its diverse cultural heritage by developing and supporting works of artistic excellence, advancing learning in the arts, strengthening arts in the community, and contributing to the area's economic development.

Main Goals and Objectives of FY 2016-2017:

- 1. Provide economic stimulus to the area by offering world class entertainment, valuable education, and cultural enrichment programs for our community.**

The attached 2016-2017 budget for Stamford Center for the Arts reflects the immediate plan for the organization. SCA continues to achieve growth and stability by minimizing risk in presenting and producing, and maximizing revenues through entrepreneurial relationships with promoters with an emphasis on enhanced earned income. In combination with continued support from corporate sponsors and individual donors, the 2016-2017 Budget will allow SCA to remain loyal to its mission to foster the arts in the community. SCA will continue its existing relationships with resident arts partners to collaborate and cooperate in creating a culturally vibrant destination here in Stamford.

- 2. Expand arts education programs to allow additional opportunities for participation.**

In the past year, SCA has presented many education programs including Young Choreographers Festival, Next Generation and the Young Playwrights Festival. Our Summer Program had two arts camps: Triple Threat Performer Intensive and Circus Week. SCA is expanding it's summer educational camps to 5 programs.

3. Diversify and offer increased programming to bolster attendance.

SCA is currently presenting programming in the areas of education and special events in this area. SCA is also working collaboratively with its residents in producing programs at The Palace for the community, including a new family programming series called Playtime at The Palace (currently in its third season); Jazz Alley, hip and mellow groove of unique music; LaughTrax, a comedy series featuring a diverse offering of various styles; and the Songbook Series featuring world class cabaret performers.

Last year, SCA presented Young Choreographers Festival; The National Circus Project; Jeff Dunham; Chicago City Limits; Amy Grant; Haunted Illusions; Michael Feinstein; The Four Freshman; It's A Wonderful Life, The Radio Play; Gabriel Iglesias; and Mannheim Steamroller, STOMP, Sid the Science Kid, Men are from Mars-Woman are from Venus, Tony DeSare, Cyrille Aimee, Jim Henson's: Dinosaur Train LIVE, The Hit Men and Jay Leno. This year SCA has already presented the following shows: Alexis Cole, Angelo Lozada, Mark Twain Tonight, The Wiggles, Steve Ross, Disney's Beauty & The Beast, T. Oliver Reid, Bill Engvall, The Ben Allison Group, One Man Star Wars Trilogy, The Brian Setzer Orchestra, Rudolph, Pizzarelli, A Christmas Carol and Sons of Serendip. In addition, we will be presenting 42nd Street, Casey Carle's Bubblemania, John DiMartino, Ladies of Laughter, Uptown Showdown, Lynn Trefzger, Chicago City Limits, Jungle Jack Hanna, Wild Kratts, Silient Slapstick, Moon Mouse, National Geographic Live, Phenomenal Physics with Mr. Fish, Sesame Street Live, Big Daddy Weave and Daniel Tigers Neighborhood. SCA is planning an initiative involving marketing and development to increase audiences and collaborate with local businesses for mutual benefit.

4. Continue SCA's reinvestment in our physical plant.

With City assistance, the roof of The Palace was replaced and new coping installed. We are in the process of completing repairs to the north wall in order to seal the structure from water leaks. In addition a safety project was initiated to stabilize failing plaster in the auditorium. The Palace also purchased a new high capacity ice machine to replace the previous 12 year old machine.

**Stamford Center for the Arts
Budget Presentation, FY2016-2017
City of Stamford**

Budget Narrative:

For FY 2016-17, SCA is requesting \$20,000 in funding from the City to apply directly to keeping our lights on. We would use this entire allotment to put towards SCA's utility bills.

The budget for FY17 reflects the continuation of the business plan for SCA. This is predicated on expanding SCA's community-oriented programming achieved in partnership with artists and other arts organizations.

The building usage is reflected in the budget under rental income and programming revenues. This usage is reflected by shows brought by outside promoters, arts partners, and community organizations and corporations renting the theatre and its related spaces. The usage will also result in box office service revenues and concession sales. The programming revenue reflects shows presented by SCA with plans for the next fiscal year to continue to present shows.

Stamford Center for the Arts

	Actuals **	Projected **	Budget
	Total	Total	Total
	Prior FY14-15	FY15-16	FY16-17
<u>Programming</u>			
Programming Revenues	1,079,040	926,019	1,000,000
Programming Expenses (inc educ)	1,144,855	1,324,318	1,100,000
Gross profit / (loss)	(65,814)	(398,298)	(100,000)
<u>Earned Income</u>			
Rental Revenues	306,558	321,747	320,000
Concessions (Net)	97,389	95,755	98,000
Rental Income - Forum	735,000	768,000	806,750
Box Office Service	156,011	173,268	150,000
Interest Income	818	1,020	1,000
Miscellaneous	20	22,525	-
Total Earned Income	1,295,796	1,382,314	1,375,750
<u>Contributed Income</u>			
Individual Contributions & Memberships	136,086	133,361	130,000
Grants & Foundations	48,087	45,284	45,000
Corporate Contributions & Memberships	37,930	41,956	40,000
Corporate Sponsorships	182,152	198,000	190,000
Gross Gala Income	337,346	300,000	300,000
Other Fundraisers	83,037	51,550	50,000
Misc & Gifts In-Kind	7,000	-	-
Total Contributed Income	831,639	770,151	755,000
<u>Government Grants and Other</u>			
State and City Funding	363,916	298,095	250,000
Facilities Improvement Fees	95,167	129,004	130,000
Total Gov't Grants and Other	459,083	427,099	380,000
<u>Total Income + Programming GP</u>	2,520,702	2,181,266	2,410,750
<u>Expenses</u>			
All depts - Salaries, Taxes & Benefits	1,538,241	1,374,043	1,300,000
Administration	243,661	261,290	300,000
Box Office	55,194	71,740	70,000
Development	223,367	163,417	170,000
Education (w/o programming)	6,540	11,898	6,600
Facilities & House Management	339,526	320,550	328,000
Marketing	81,665	73,948	70,000
Production	4,982	6,051	6,000
Rental property expense	74,651	60,526	65,000
Total Expenses	2,567,826	2,343,462	2,315,600
Operating Surplus/(Deficit)	(47,124)	(162,196)	95,150
Less Depreciation expense	899,546	913,280	950,000
Total Change in Net Assets	(946,670)	(1,075,476)	(854,850)

** excludes donations for capital improvements totaling \$679,830 in FY14-15, estimate capital donations of \$390,000 in FY15-16