



2020-2021 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 2020-2021 year with a joyful heart that our youth theater is reopened for performing. Our deepest thank you goes out to all our supporters, families, and theater community for believing in Stages throughout this ongoing pandemic and validating the importance of theater performing arts for kids. Stages theater community is like no other! Because of all of you, our theater remains a community gem, focused on providing arts-loving students in grades 1 - 12 with an experience of fun, high-quality theater in a safe, nurturing environment.

Thanks to our generous donors and supporters, although theater performances were shut down by the pandemic, we were able to continue offering theater experiences and educational opportunities until New York State allowed theater performances to reopen. The ongoing pandemic and impact on youth made it clear that the arts were desperately needed to support the health of our children. We accomplished offering theater arts by:

Fall/Winter 2020: 6-Week Educational Classes (limited capacity per 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.

Spring 2021: Educational classes continued, NYS allowed limited audiences

- Performed showcases with performers masked and socially distanced
- Performers focused on character development
- Small masked audiences, with 6' socially distanced seating

Summer 2021: In-Person Theater Camps per NYS protocols

- Outdoor theater camps for elementary students
- In-door theater camps with full performances
- Camps performances in masks and socially distanced
- Audiences were limited in size and were masked

Fall 2021: Full Season Shows resumed

- Limited audience capacity due to NYS restrictions
- Casts performed fully masked
- COVID-19 protocols adopted to protect performers and audience

Our students have faced the pandemic adversity and challenges with strength, perseverance, and maturity beyond their years in order to be able to perform on stage for an audience! They love being together, and striving to create an artistic performance that exists only because of their dedication, focus and amazing talents. Connections for a lifetime are created by the teamwork experienced putting on a show. 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.



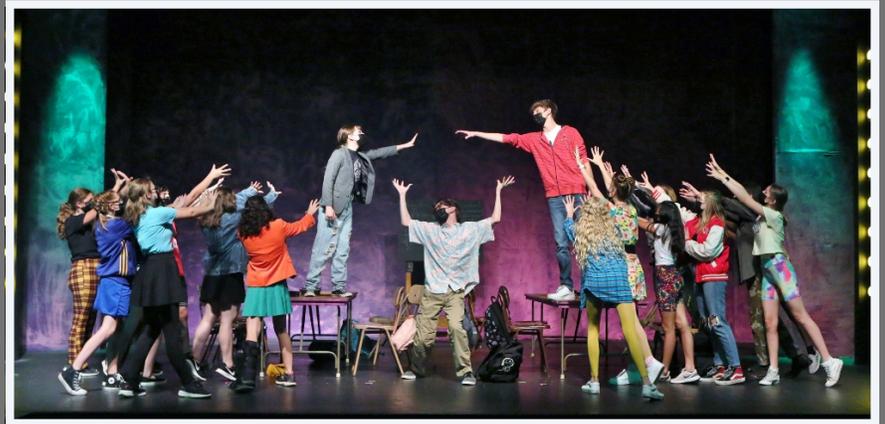
Each show finds students behind the scenes interning and shining in:

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

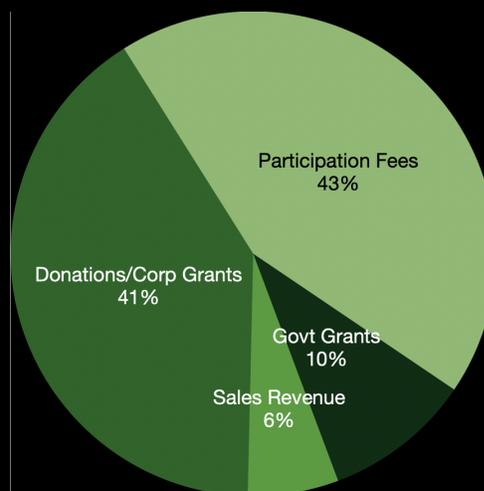
ACT I: TO CREATE & LEARN

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 2020-2021



Stages' total income was **\$320,168**, up nearly **19%** from the prior fiscal year income of **\$269,423**. Ticket sales (\$16,528) and participation fees (\$138,969) were flat year over year. To safely hold live performances, the sale of concessions was suspended, which had a negative impact on income of approximately \$10,000. The gap created was filled by the generosity of donors and grantors. Contributions and grants grew 26% (from \$128,436 prior year to \$161,800). Stages applied for and received state and federal funding available through the CARES Act as well as generous foundations.

ACT II: BUILDING COMMUNITY

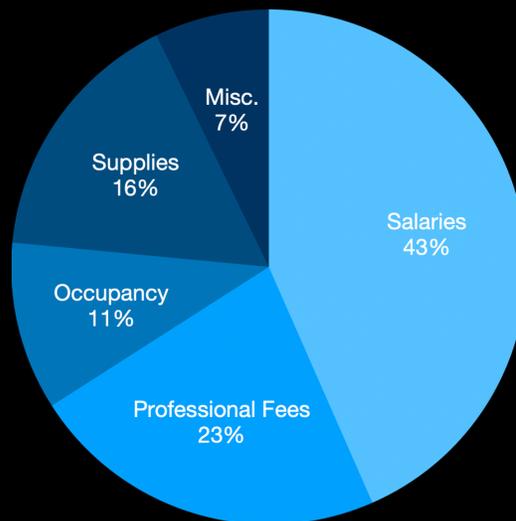
Whether you are on the stage or behind the scenes, working on a show makes you a member of our theater family. **The bonds of friendship that are made transcend the closing curtain**, and you will find our students supporting one another outside of our walls in the community.

- 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 2020-2021

Total expenses declined slightly to \$310,424, (just \$375 less than the prior year) yielding a net income of \$9,744. Salaries (\$134,763) were 15% lower than prior year (\$158,336) as staff temporarily took reduced pay for reduced hours to help the organization. Occupancy (\$32,820) was down 17% from prior year (\$39,774) since we had to give up some of our ancillary space during the shutdown. After the end of the fiscal year, we were thrilled to regain use of some of that ancillary space.



RAVE REVIEWS



"Stages has made my teenage years 100% better!"

"Interacting with the cast was healing after COVID."

"I love Stages and think of it as a second home."

"So blessed to have the opportunity to watch my child shine on stage and have so much fun spending time with a great group of kids. All the directors, staff, crew and cast are extremely loving and positive. It is such a great community."

"My daughter said it was, 'the best two weeks of the summer.' She had an amazing time!"

"Our seven year old got an amazing introduction to acting...Thank you!"



"I felt this was a great experience for the children. They were challenged in a supportive and fun way to produce a great show!"

"My performer enjoyed his experience very much. He met many new people and made some new friends...It was a very positive and fun environment!"

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

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The Max and Marian Farash

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Rochester Area Community Foundation

Arts & Culture

RACF Philanthropic Engagement

Feinbloom Supporting Foundation

Cornelia Bailey Foundation

ESL Foundation

JM McDonald Foundation

Florence Muller Foundation

Guido and Ellen Palma Foundation

Fred & Floy Willmott Foundation

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

Masline Electronics, Inc.

CRITICAL NEEDS:

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.

CARPET & THEATER SEATS - many years of vigorous rehearsals, standing ovation performances, life-changing camps, and fun educational classes have worn out theater carpet and the balcony theater seats. It's time for replacement and of the carpet and repair of the balcony seats.

TO DONATE:

www.MJTStages.com/donate

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BOARD OF DIRECTORS

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Admiral Lord, **Treasurer**
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Sarah Culp, **Member**
Matt Devine, **Member**

Brett Kinsler, **Member**
Jamie Mance, **Member**
John Palomaki, **Member**
Tom Pembrook, **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 Pembrook, **Technical Director**
Greg Maddock, **Program & Communications Manager**
Kayla Hunter Yeng, **Media Manager**
Gert Masline, **Ticket Manager**
Gina Lord, **Costume Manager**