

# Mountain Play Annual Report

Fiscal year 2020-2021 (rev. 5.17.21)

Work has begun on both our 2021-2022 (FY 2022) fall production of **Camelot** and our spring production of **Hello, Dolly**. For the remainder of fiscal year 2021, (September 1, 2020 to August 31, 2021), MPA seeks to raise **\$100,000** against a projected loss of **\$149,000 in order to do the necessary work for next season**. The table below shows rounded figures for both income and expense estimates for FY 2021 along with rounded actual results for both FY 2020 (pandemic) and FY 2019 (regular year). The 2019 loss of \$124,000 was due to extreme weather conditions that cancelled two shows on opening weekend and weakened sales for two additional shows due to Red Flag fire conditions in mid-season. Reserves covered the loss and Mountain Play began the 2020 season debt-free. We produced a successful late fall co-production of **She Loves Me** with Ross Valley Players and were scheduled to perform **Hello, Dolly** on the mountain in May & June 2020 when the pandemic closed businesses in March 2020. We immediately ceased work on the production and applied for county, state and federal government assistance. We received both a \$50,000 PPP loan and a \$150,000 EIDL loan which allowed for our administrative staff to continue working in FY 2020. Since the PPP loan was forgiven and converted to a government grant, we were able to end FY 2020 with a net profit of \$19,000. Assuming that the pandemic would also force cancellation of our FY 2021 performance of **Into the Woods**, we set a conservative budget goal. We have applied for a Shuttered Venue Operators Grant and we have received a second draw PPP loan which will require an application for forgiveness to be considered a grant. We do predict some savings of expenses off the budgeted amounts. **Factoring in the potential savings of expenses and the new PPP loan, we are seeking \$100,000 in contributions before the end of the fiscal year on August 31, 2021.**

| Budget breakdown   | Budget FY 2021           | Actual FY 2020   | Actual FY 2019           |
|--|--------------------------|------------------|--------------------------|
|  | (Pandemic)               | (Pandemic)       | Grease                   |
| <b>Number of Tickets sold (Cushing Amphitheatre):</b>                | 0                        | 0                | 14,500                   |
| <b>Income Sources:</b>   |                          |                  |                          |
| Ticket sales (2020 includes fall production of <i>She Loves Me</i> ) | 0                        | 46,000           | 612,000                  |
| Other earned (Ad sales/ Concessions/Patron lunch/Shuttles)           | 11,000                   | 28,000           | 162,000                  |
| <b>Total Earned</b>  | <b>11,000</b>            | <b>74,000</b>    | <b>774,000</b>           |
| Grants (Foundations/Sponsors/Government)                             | 79,000                   | 128,000          | 99,000                   |
| Individuals (Gala/Annual Fund/Reserve Fund/Membership)               | 180,500                  | 334,000          | 394,000                  |
| <b>Total Contributed</b>   | <b>259,500</b>           | <b>462,000</b>   | <b>493,000</b>           |
| <b>Other Income (Dividends, Interest, EIDL Advance)</b>              |                          | <b>6,200</b>     | <b>604</b>               |
| <b>TOTAL INCOME</b>  | <b>\$270,500</b>         | <b>\$542,000</b> | <b>\$1,268,000</b>       |
| <b>Expenses:</b>   |                          |                  |                          |
| Production   |                          |                  |                          |
| Costumes (2020 includes new storage)                                 | 700                      | 8,300            | 25,000                   |
| Scenic Design & Build (includes special effects)                     | 0                        | 0                | 91,000                   |
| Sound  | 0                        | 0                | 48,000                   |
| Royalties  | 0                        | 800              | 130,000                  |
| Artistic Staff, Actors, Musicians, Production team                   | 0                        | 14,000           | 95,000                   |
| Transportation (Shuttles)  | 0                        | 0                | 125,000                  |
| Buildings & Grounds  | 500                      | 300              | 93,000                   |
| Other Production costs (2020 <i>She Loves Me</i> )(2021 off mtn.)    | 13,800                   | 70,600           | 160,000                  |
| <b>Total Production</b>  | <b>\$15,000</b>          | <b>\$94,000</b>  | <b>\$768,000</b>         |
| Marketing  | <b>24,000</b>            | <b>37,000</b>    | <b>80,000</b>            |
| Concessions/Caterer  | <b>0</b>                 | <b>0</b>         | <b>47,000</b>            |
| Fundraising  | <b>36,000</b>            | <b>45,000</b>    | <b>44,000</b>            |
| Community Engagement (includes Arts Education)                       | <b>3,500</b>             | <b>3,000</b>     | <b>16,000</b>            |
| Administration including staff salaries & benefits                   | <b>341,000</b>           | <b>344,000</b>   | <b>407,000</b>           |
| <b>Other Expense (Interest, Depreciation)</b>                        |                          | <b>882</b>       | <b>30,000</b>            |
| <b>TOTAL EXPENSES</b>  | <b>\$419,500</b>         | <b>\$523,000</b> | <b>\$1,392,000</b>       |
|  |                          |                  |                          |
| <b>NET OPERATING INCOME</b>  | <b>&lt;\$149,000&gt;</b> | <b>\$19,000</b>  | <b>&lt;\$124,000&gt;</b> |