

Our 25th Season!

STAGE DOOR

T H E A T R E



From the Executive Producer

Until the age of 8 years old, I had never seen a theatrical production. My mother was a widow with three children to support. We were very poor. A friend of my mother's got cast in a community theatre production of "Paint Your Wagon", and he gave us his two comps. It was probably terrible, but to me, it was the most fantastic thing I had ever seen. And I think so to this day. I turned to my mother, and said "I will do this the rest of my life". I began working at 8 years old in the local community theatre and have never veered from that vision. I got my first professional touring contract at 16. This was quite an accomplishment for a girl whose legs from birth were turned in and only had two real toes on each foot, while the other three were like having all little toes. With no funds for corrective surgery, I spent my first 5 years in painful braces and corrective shoes until one day my mother met a ballet teacher, who said she could help, if my mother put me in ballet classes.

I worked on "turn out" constantly and for the first time in my young life I was released from the painful braces and corrective shoes (that I even had to sleep in). Over time time, my hips and legs turned out, and became normal. Throughout my childhood I was an excellent ballet student. My instructor wanted me to begin wearing pointe shoes. I had worked as hard as I could and made it to the top of the company, but without toes, my feet bled constantly, and the pain was extreme.

My oldest brother wrote a letter to Danskin, who make all of the pointe shoes at that time, and asked for their help. They sent me to a man in Atlanta who worked for the Atlanta Ballet, who made a special box in the shoes in order for me to dance.

In the years that followed I worked in every theatre I could, but continued to dance, dance, dance. I won the Governor's award for dance as a teenager. I had numerous scholarships offered as a Choreographer, as I was working by then for big Equity houses in Atlanta as a choreographer, even though I was only a teenager. My mother could not afford my classes, so I taught in order to keep taking classes. I went to college on full scholarship for acting and dance. I could not make it into the Atlanta Ballet, in in the corps, because I was only 5'3. The height requirement was 5'6.

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At 19 years old, I started my own Ballet company in Atlanta called "Urban Ballet". It was for all of the talented Ballet dancers who did not meet the height requirements. We had a corp of more than 25 dancers. We began to get great recognition. I got grants from Coca Cola and the Candler estates. Little did I know, it was my first foray into producing. When I left Atlanta, to go to for my master's degree at NYU, I turned it over to my assistant choreographer. It continued for more than 15 years after I left. In 1993, I founded the Broward Stage Door Theatre which has become my life's work for nearly 25 years.

The most important mission the Stage Door has is the preservation of the American Musical. It is an art form that is unique to us, as Americans. And I think it is our job to preserve it, protect it, and pass it on to the next generation.

Stage Door recently completed a very successful run of 'Most Happy Fella,' a piece that is so important in our journey because it was the first time the musical theatre ever shook hands with the Opera on a Broadway Stage, thanks to the creative genius of Frank Loesser that left critics exuberant.

The reason this is important to us at the Stage Door, is because if Mr. Loesser had not done taken that daring move, we would not have the beloved sung-through musicals that we have to choose from today like Miss Saigon and Les Miserables for example. Like Loesser, the Stage Door takes daring moves each day to preserve this tradition for generations to come. - Derelle Wilson Bunn.

The Impact Of The Arts

Every day, more than 100,000 nonprofit arts and culture organizations act as economic drivers - creating an industry that supports jobs, generates government revenue, and is the cornerstone of our tourism industry. This study documents the key role played by the nonprofit arts and culture industry, and their audiences, in strengthening our nation's economy.

According to the Arts & Economic Prosperity IV Report, Nationally, the industry generated \$135.2 billion of economic activity—\$61.1 billion by the nation's nonprofit arts and culture organizations in addition to \$74.1 billion in event-related expenditures by their audiences. This economic activity supports 4.13 million full-time jobs and generates \$86.68 billion in resident household income. The industry also generates \$22.3 billion in revenue to local, state, and federal governments every year—a yield well beyond their collective \$4 billion in arts allocations.

In February 2016, the National Endowment for the Arts stated that today's creative economy gets a big boost from the arts, according to new data from the National Endowment for the Arts and the U.S.

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Bureau of Economic Analysis. The latest figures cover 1998 to 2013 and they spotlight fast-growing arts industries, export trends, employment figures, consumer data, and more. In 2013, arts and cultural production contributed \$704.2 billion to the U.S. economy, a 32.5 percent increase since 1998. Another key finding is that consumer spending on the performing arts grew 10 percent annually over the 15-year period.

“The new data show that the production of performing arts services has grown at a faster clip than arts and cultural production in general, contributing \$44.5 billion to the U.S. economy in 2013,” said NEA Chairman Jane Chu. “Notably, the ACPSA reveals that Americans are choosing to spend more on performing arts events such as concerts, plays, and dance performances. This tells us that the arts remain a valuable and desirable commodity for U.S. consumers, and that the arts are a strong contributor to America’s economic vitality.”

The new estimates were adjusted for inflation, resulting in more accurate trend analysis for the 15-year period ending in 2013. Among the new findings:

- More on the performing arts - Theaters contributed \$7.1 billion, followed by music (including jazz, rock, and country bands and artists) at \$4.2 billion, and symphony orchestras and chamber groups at \$2.1 billion.
- Staging economic success - Between 1998-2013, performing arts (both for-profit and nonprofit industries) – including music, theater, opera, circus, ice-skating, and magic shows – showed a combined 4.6 percent annual growth rate, well above the 1.1 percent average annual growth rate for all ACPSA commodities. In particular, over the same period, the growth rates for opera production and theater were 7.5 and 6.3 percent, respectively.
- Arts employment - In 2013, arts and cultural sector employed 4.7 million wage and salary workers, earning \$339 billion. Industries employing the largest number of ACPSA workers include government (including school-based arts education), retail trade, broadcasting, motion picture industries, and publishing.

The Broward Stage Door is a long-standing stimulant of economic development for surrounding businesses and the local workforce. The total attendance for shows at the Stage Door Theater for 360 shows in 2016 was 60,632. Patrons contribute to the Margate economy with purchases in local bars, restaurants and retail establishments before or after the shows.

During 2016, the Theatre employed 3 full time staff, 11 part-time and 124 contract personnel. The total income was \$1,441,861.00 but expenses were \$1,433,618.00.



The Broward Stage Door Theatre is one of the last true producing versus presenting theaters in South Florida, and the only one in Broward County. The nonprofit Theater has reached a crossroads where relying on ticket sales alone and individual donations has stunted its growth. With no additional support, this can potentially compromise production quality and therefore, reduce instead of expanding patronage.

Goal for Sustainability

The 34-year-old theater and much of the equipment needed to continue to produce quality sound for the productions is in need of repair and replacement. A major fundraising campaign has been developed to attract new corporate donors, private donations and diversified grant funds but this will take time.

Theatre for you. *Because of you.*

The Broward Stage Theatre is a professional not-for-profit regional theatre dedicated to the performing arts whose mission is to entertain, educate and inspire our community. Together, we have put inspiring works upon our stages for nearly 25 years. Every time the Stage Door opens, you play a big part in that and we applaud *you*. Since 1993, we've shared these stages with thousands of actors who learn, hone and interpret musical theatre pieces and professional productions of literary classics for your enjoyment and amazement.

Your gift reaches into our community.

Because of you, the next generation is leaving this theatre changed for the better. Because of you, audiences with disabilities can experience our work. Because of you, we can keep ticket prices low to make sure all are welcome. Because of you, hundreds upon hundreds of artists from towns and cities near and afar are at work to keep our community vibrant.

Your gift makes this work possible.

Your individual investment is crucial to our success. Give a single gift this year, make a pledge over multiple years, or make a monthly sustaining donation today. Find out how you can double your gift with corporate matching. Our performances and children's education programs depend upon the generosity of people like you. Your gift enables Stage Door to continue to serve our community and provide excellent theatre to all.

Join our Producers Club:

Become a Stage Door Producer and help bring new works to the stage. Each performance you see is the culmination of months of work by local artists. More often, it is also the result of special annual

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support by the members of one of our producing clubs. Together, they invest to get our shows up and running. Members of the Producers Club remain in touch with their show at different points during its development, meet the writer, director, cast and designers — and get to know each other. They sit in on readings and rehearsals, learn the backstory, the challenges and happy opportunities. They see the work evolve from page to stage. And for those who like parties, there are plenty of those! Your investment helps us stretch artistically, take risks and produce new work while you get to meet some fascinating, talented people along the way. Producers Club members can participate in several ways:

- (\$25,000-\$50,000) - Put your name on one of our two Theatres (\$50k for Theatre 1 or \$25k for Theatre 2). Your family, foundation or company name will be prominently displayed at Theatre entrance, programs, website, social and multimedia
- (\$15,000) - Put your name on a show. Commission or become the title sponsor for a production. Your family, foundation or company name will be prominently displayed on programs, website, social and multimedia outlets for production run.
- (\$5,000+) Underwrite an artist, a role, set design, costume design or a student matinee. Your family, foundation or company name will be prominently displayed on, website, social and multimedia outlets for one production run.

Bequests

By including the Stage Door Theatre in your will, your generosity will ensure the future of the family that we've become, both on and off our stages. Consider bequeathing a fixed dollar amount or even a percentage of your estate, which is often more sensible if the valuation of your estate is indeterminant. Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks! It's a simple request to any qualified attorney to add a codicil to your Will stating "I give, bequeath and devise to BROWARD STAGE DOOR THEATER, INC., A NONPROFIT CORPORATION, of the State of Florida, the residue or the sum of \$____, or ____ percent of my estate (or the securities, assets etc. described herein) to be used for its unrestricted purposes, or for its endowment.

Full Legal Name: BROWARD STAGE DOOR THEATER, INC., A NONPROFIT CORPORATION
Federal Tax I.D. Number: 65-0433773

The Gift of Retirement Plan Assets

A philanthropic donation of all, or portion of unused retirement assets such as pension, tax-deferred plan, or gift from your IRA (IRA charitable Rollover), 401(k), 403(b) will make a significant and lasting difference. The Stage Door will enjoy 100% of your gift because IRA assets are not taxed upon



your death, while your estate benefits from an estate tax charitable deduction. Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks! Some of the giving perks of bequeathing retirement assets include:

- Estate tax deduction savings
- Estate tax on retirement assets savings
- Income Tax savings on retirement assets funded on pre-tax basis (benefits heirs)

Simply complete a beneficiary designation form provided by your retirement plan custodian including BROWARD STAGE DOOR THEATER, INC., A NONPROFIT CORPORATION as beneficiary. Federal Tax I.D. Number: 65-0433773

The Gift of IRA Distribution

At age 70 ½, IRA owners are generally required by law to take mandatory minimum distributions. Gifts of IRA distributions are increasingly popular way to make gifts tax-free. The passage of permanent IRA Charitable Rollover legislation has enabled donors to plan each year in advance. You may write a check or directly transfer your gift (limit \$100,000) to the Stage Door from your IRA. Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks!

Charitable Gift Annuity

Your life insurance gift is an admirable gesture of generosity. Contact your insurance provider and request a beneficiary designation form and include BROWARD STAGE DOOR THEATER, INC., A NONPROFIT CORPORATION as the beneficiary of your policy. Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks!

Charitable Remainder Annuity Trust

This Annuity Trust is a gift plan defined by federal tax law that allows you to provide income to yourself or others while making a generous gift to assure the Stage Door's future. This gift of income may continue for the lifetimes of the beneficiaries you name, a fixed term of not more than 20 years, or a combination of the two. Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks!

Non-Grantor Charitable Lead Annuity Trust

Lead Annuity Trusts are gift plans defined by federal tax law which allow you to transfer assets to family members at reduced tax cost while making a generous gift to assure the Stage Door's future.

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Should you designate the Stage Door as one of your beneficiaries, please share your news with us so we may give our thanks!

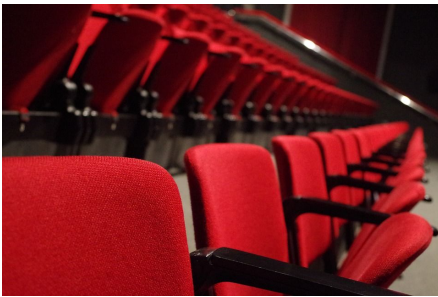
Gift Of Stock

With the market's recent upward trend, transferring your appreciated stocks or securities can save you expensive capital gains taxes. If you'd like to make a gift of stock, please let us know by calling_____. Your broker can transfer stock electronically to our account with the following information: Full Legal Name: BROWARD STAGE DOOR THEATRE, INC., A NONPROFIT CORPORATION / Federal Tax I.D. Number: 65-0433773

Individual Support

Individual support thresholds are listed below. Please help keep our records correct by contacting us with any changes or oversights.

Visionary \$25,000+, Builder \$10,000+, Patron \$5,000+, Leader \$2,500+, Partner \$1,500+, Benefactor \$1,000+, Pacesetter \$500+, Sustainer \$250+, Associate \$150-\$249, Fan \$50-\$149 and Friend \$1-\$49



Our 'Have A Seat' campaign is an exciting way to contribute and proudly support funding for installation of new theatre seats ! Make this special, one-time 100% tax deductible gift at the Broward Stage Door Theatre & be a part of Stage Door history in perpetuity.

Bonus Prize: The top Contributor will win tickets for two for Opening Nights at the Stage Door Theatre for 3 years, and invitations to receptions and special events. (By invitation only).

Our current seats date from the theatre's original 1970's construction as a movie house. The new seats will be both extremely comfortable and wheelchair areas with companion seating will also be an integral part of the new seating plan.

As a "Have A Seat!" campaign sponsor of a new seat - or block of seats - you will become part of the history and vibrant future of the Stage Door Theatre and our community. Every time you take a seat at the theatre, or walk by as the audience is arriving, you will have the pleasure of knowing your



generosity is making it possible for someone else to experience the unique joy of entertainment, understanding, and self-discovery that comes only with the performing arts.

Naming a theatre seat in honor of someone would make a perfect gift that helps launch, support and invest in the next 25 years at the Broward Stage Door. When you Sponsor a seat with your 100% tax-deductible donation, your name will be proudly displayed on an engraved plate, listed in the program and our in house digital media presentations viewed by tens of thousands of patrons each year. This campaign includes Sponsorships for 500 seats.

It's easy to join our "Have-A-Seat" campaign. Don't forget that the Stage Door is a 501(c)3 non-profit and your contribution is tax deductible. (Two installment payment plans over one year are available.)

Have-A-Seat Contribution Levels

In appreciation of your generous donation, all contributors will be invited to a private ribbon-cutting ceremony and cocktail event. In addition, all levels will receive a customized plaque on their selected chair as well as recognition on the "Have-A-Seat" campaign Mock-up that will be prominently displayed in the theatre lobby. Please see below for contribution levels and benefits:

Producer Row: \$10,000 (12 seats)

- Premier front & center seating location
- Gold Recognition plate mounted at seat location
- Name recognition as 'Producer's Row' contributor in "Have-A-Seat" Mockup in theatre lobby, electronic media playback before each show and during intermission.
- Invitation to private ribbon-cutting ceremony

Producer: \$1,000

- Premier front and center seating locations
- Gold Recognition plate mounted at seat location
- Name recognition as 'Producer' contributor in "Have-A-Seat" Mockup in theatre lobby, electronic media playback before each show and during intermission.
- Invitation to private ribbon-cutting ceremony

Director: \$500 ~ 1 Seat / \$750 ~ 2 Seats / \$1500 - 4 Seats

- Prime seating locations
- Silver Recognition plate mounted at seat location



- Name recognition as 'Director' contributor in "Have-A-Seat" Mockup in theatre lobby, electronic media playback before each show and during intermission.
- Invitation to private ribbon-cutting ceremony

Principal - Wheelchair Seating: \$250

- Silver Recognition plate mounted at seat location
- Name recognition as 'Principal contributor in "Have-A-Seat" Mockup in theatre lobby, electronic media playback before each show and during intermission.
- Invitation to private ribbon-cutting ceremony

This campaign includes Sponsorships for 500 seats.

Campaign begins April 1, 2017 through September 30, 2017. Act now!

For more information contact the box office at
(954) 344-7765 or email: tickets@stagedoorfl.org



Frequently Asked Questions

How will my contribution be used?

Funds raised through this campaign will be used to cover the cost of the new seats and installation. During the approximately (six week) process, the inside of the theatre will receive the following improvements:

- Concrete floor restoration, cleaning and sealing.
- Wall drape maintenance and cleaning.
- Replacement runner light.
- Acoustic modifications to the theatre room.

Any additional revenue from the "Have-A-Seat" campaign will allow us to continue to bring the best in performing arts and education to the region.

Why Replace the Seats?

The current seating dates from theatre's 1970's construction as a movie house, but require regular maintenance and, after more than 35 years in use, do not offer the comfort that new seats will bring, not to mention your name proudly on display!

Can I pick my seat?

Seats are available on a first-come, first served basis. We will do our best to accommodate your requested seating location; however, the theatre reserves the right to assign seating.

Will I be able to sit in my seat(s) at performances?

The "Have-A-Seat" campaign does not include a personal seat license and we cannot guarantee that the seat(s) which you have named will be available for ticketed performances.

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Winner! 1982 Tony - Best Musical
Winner! 2003 - Best Revival of a Musical

Nine is a 5-time Tony award winning musical, created & written by Maury Yeston as a class-project in Lehman Engel's BMI Music Theatre Workshop in 1973. It was later developed with a book by Mario Fratti, and again with a book by Arthur Kopit, music & lyrics by Maury Yeston. The story is based also on Federico Fellini's semi-autobiographical film 8½. The focus is on film director Guido Contini, who is dreading his imminent 40th birthday, facing a midlife crisis and has to shoot a film for which he can't write the script.

Moreso, his wife of twenty years, the film star Luisa del Forno feeling neglected, may be about to leave him. This blocks his creative impulses, entangling him in a web of romantic difficulties in early 1960s Venice. Luisa's efforts to talk to him are drowned out by voices of the women Guido has loved!

**We need your help to carry on the preservation
of the American Musical that has endured for 25 years!**