



Imagination
stage
Stories Alive
The Mitten


imagination
stage

2019-2020 Annual Report



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Lerch, Early, & Brewer, chtd.
LEGAL COUNSEL

Imagination Stage Presidents Emeritus

George Little, 2017-2019
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Jerry Morenoff, 1992-1994
Barbara J. Gottschalk, 1990-1992
Gail L. Jacobs, 1988-1990
Frank Allen Philpot, 1986-1988

FROM OUR LEADERS

Dear Friends and Children of the Arts

We are delighted to share information regarding Imagination Stage's 40th Anniversary year. Fiscal year 2020 proved to be tumultuous for the organization. We closed our doors on March 13, 2020 and at times were concerned we might not re-open. Below are among the reasons we survived:

- Our staff associates accomplished exceptional work: they pivoted, transitioned, and re-invented their programs and services (sometimes seven times each day before lunch!);
- The extraordinary emergency support from Federal, State, and Local government and critical support from private donors;
- The 75% of summer camp parents who graciously allowed their summer tuition to be held for future use;
- The strength of our digital media department and tech team who ably transitioned to digital distribution of education and theatre content.

As a Board and staff, we struggled, adapted and re-adapted in FY20, but ultimately, the community affirmed the importance of our work not only with their financial support but also by signing up for our online theatre and arts education programming. Memorable moments during the year included:

- In Theatre: we opened the 40th Anniversary Season in the Annette M. and Theodore N. Lerner Family Theatre with *The Very Hungry Caterpillar Show* that proved to be our most financially successful fall show in the last decade, achieving 125% of its goal. The remount of our 2012 commission *The Lion, the Witch, and the Wardrobe* followed in the holiday slot.
- We presented *Zomo the Rabbit: A Hip Hop Creation Myth* and *Thumbelina* in repertory. Learning through Theatre, which featured *Zomo*, served 2,600 Maryland Title I students before our doors closed and the world-premiere of *Thumbelina* was a multi-media re-imagining of the Hans Christian Andersen tale created for us by acclaimed theatre artist Natsu Onoda Power.
- We featured two shows in our Theatre for the Very Young season; both achieved 110% of box office goals.
- In Education: fall and winter classes exceeded tuition goals. Summer moved successfully on line.
- The Council of the District of Columbia noted Imagination Stage DC's fifth anniversary with a Ceremonial Recognition Resolution that thanked ISDC for improving the lives of DC children. ISDC offered a second year of Learning through Theatre performances and achieved a 13% growth over FY2019.
- In Theatre for Change, we collaborated with Montgomery County's Street Outreach Network for Voices Beyond Bars, a six-week series of workshops at the Clarksburg Correctional Facility.
- The 40th Anniversary Gala, held at Imagination Stage, achieved an unprecedented \$400K, and highlighted the organization's accomplishments since its establishment in 1979.

Now in our 41st year, we are thrilled to be preparing to reopen to in-person activities. Board and staff are working on a new Strategic Plan, informed by our emerging understanding of digital engagement, the importance of our Theatre for Change mission, and our need to work diligently on inclusion, diversity, equity, and access priorities. We also welcome the new leadership of Producing Artistic Director Janet Stanford as Founder Bonnie Fogel assumes a consultancy role.

Thank you for playing a part in our 40th Anniversary Year and for helping us transition to our 41st!



Bonnie Fogel
Founder & Executive Director



Patrick O'Neil
President, ISMD



Kim Barnette
President, ISDC



Janet Stanford
Founding Artistic Director

FINANCIAL SUMMARY

Imagination Stage Inc. Financials

The following data represents the audited financials for Imagination Stage, Inc. for the fiscal year 9/01/19 - 8/31/20

Year In Numbers

Total Income:
\$4,312,742.26

Earned Income:
\$1,888,344.56

Contributed Income:
\$2,424,397.70

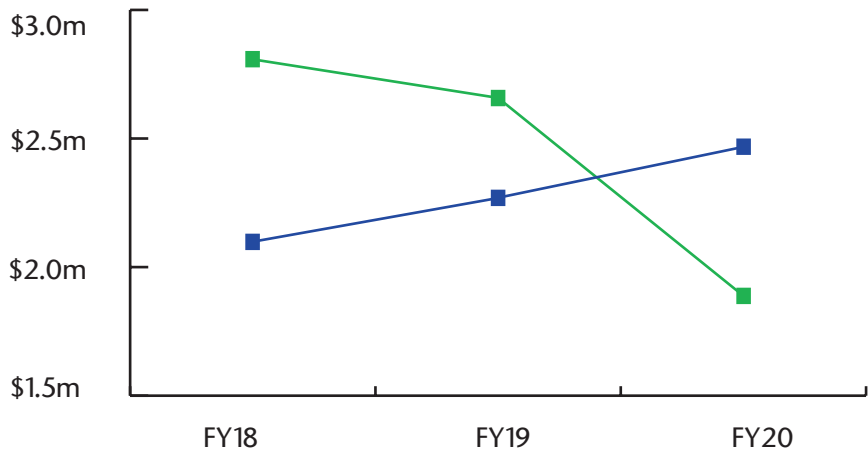
Children & Families Served:
63,826

Classes & Camps:
299

States, Cities, and Countries Reached:
13

Alberta, CA	Montana
Connecticut	North Carolina
District of Columbia	South Carolina
Florida	Texas
Illinois	Utah
Maryland	Virginia
	Washington

Trends



★ Contributed Income: \$2,442,387 (56% of total income)

★ Earned Income: \$1,888,344.56 (44% of total income)

Imagination Stage MD

Contributed Income: \$2,180,824 (57% of total income)

Earned Income: \$1,597,158 (43% of total income)

Total Income: \$3,777,983

Imagination Stage DC

Contributed Income: \$243,573 (41% of total income)

Earned Income: \$291,186 (49% of total income)

Total Income: \$584,759



DONORS

Imagination Stage thanks the following individuals, foundations, organizations, and government departments for their support and dedication to our mission.

\$100,000+

Arts & Humanities Council of
Montgomery County
Maryland State Arts Council
Maryland State Department
of Education

\$50,000 - \$99,999

Bender Foundation
DC Commission on the
Arts and Humanities
National Endowment of the Arts
Jessica Boger
Lucy Waletzky
Arnold & Diane Polinger
The Morris and Gwendolyn
Cafritz Foundation
The Shubert Foundation

\$25,000 - \$49,999

The Annette M. and Theodore
N. Lerner Family Foundation/
Tanenbaum, Cohen, Lerner
Families
Bernard Family Foundation -
Cathy, Alex & Amanda Bernard
Children's Theatre Foundation
of America
The J. Willard and Alice S. Marriott
Foundation
Nancy Ordway
The Nora Roberts Foundation

\$10,000 - \$24,999

Anchor Construction
Clark-Winchcole Foundation
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Harman Family Foundation
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The James M. Johnston Trust
John Edward Fowler Memorial Fund
Matthew Killian
The MAP Fund
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The Sachioko Kuno Foundaton
The Share Fund
Rifkin, Weiner, Livingston, Levitan
and Sterling, LLC
Wells Fargo Bank, N.A.

\$5,000 - \$9,999

Mara Bralove & Ari Fisher
Mary Jan & Paul Bancroft
Robert Brewer & Constance Lohse
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The Dallas Morse Coors Foundation
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and Economic Development
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Michael Gottlieb
Xinyun Gong & Chengbiao Tu
David Harrison & Tena Nauheim
David & Melissa Hurwitz
Gail & Benjamin Jacobs
Kristin & Hanan Kivett
Wilson Krahanke & Alice Cansolvo
Dr. Lynne J. Lightfoote
John & Muffin Lynham
Mars Foundation

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The Morrison and Foerster
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Nancy Peery Marriott Foundation
PEPCO
Rea Charitable Trust

\$2,500 - \$4,999

Pennie & Gary Abramson
Kiwanis Foundation of Bethesda
Sam Boxerman & Debra Vodenos
Ashley & Brendan Burke
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Ginger & Richard Dietrich
Nina DiSandro & Tom Dailey
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Thomas & Barbara J. Gottschalk
Nancy Greenspan
Heyman Mailing Service, Inc.*
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Bruce & Alia Johnson
JP Morgan Chase Foundation
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Marion & Len Levine
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Metro Bethesda Rotary Foundation
M&T Bank
John Nolan
Pilar & Bill O'Leary
Pillsbury Winthrop Shaw
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Tasmin Fund
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DONORS

\$1,000 - \$2,499

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Dianne & Edward Lee
Catherine & Ike Leggett
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Tina Martin & Martin Schaffer
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\$500 - \$999

Michelle Manatt & Wolfram Anders
Amy Andrus
Karolina & Tyler Anthony
Susan & Steven Bralove
Courtney Bell
Elizabeth & John Breyer
Michael Brown
Susan Butler
Danielle Burwell
Urvi Desa
Christina Cuomo Diver
Jennifer & Brian Drujak
Elizabeth Cho-Fretikh
Edmund Fleet
Caroline Friedman
Green Hill Foundation
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Michael Fitzpatrick
Allison & Kevin Hasser
Gregory Heltzer
Marcia Henning

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Portia Jones
Roma Khanna
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Nancy Kopp
The KP and Phoebe Tsolainos
Foundation
Daniel & Nicole Levine
Wendy & Sean Lynch
Irene Magafan
Pamela & David Malmgren
Wendy Marberg
Exxon Mobil
Sue & James Pajakowski
Alison Pearce
Deborah & Lawrence Rosenbreg
The Samuel and Grace Gorlitz
Foundation Ltd.
Michael Saxenian
Gloria & Steven Seelig
Richard & Barbara Schiffrin
Alyssa & Craig Silverstein
Michael Stern
Susan Stillman
Allison Stockman
Tom Swift
Jeff Wall

*in-kind donation



Mission

Imagination Stage empowers ALL young people to discover their voice and identity through performing arts education and professional theatre.

Vision

Imagination Stage envisions a future where theatre experiences are a fundamental aspect of children's lives, nourishing their creative spirit, inspiring them to embrace the complexity and diversity of their world, and helping them overcome their challenges with hope, courage, and above all, creativity.

Organization

Imagination Stage is a holistic theatre arts organization for all children and youth. Through award-winning professional theatre, arts education, and transformative programming focused on social change, we develop a deep appreciation of theatre arts, while building a sense of self and community. We are a place where children are always central to our purpose. They are the focus.

We exist for the children. We respect and empower the voices of children of all ages, abilities, and backgrounds, to help them succeed in today's world with empathy, confidence, joy, and imagination!

STAFF

EXECUTIVE STAFF

Bonnie Fogel
Founder/Executive Director

Janet Stanford
Founding Artistic Director

ADMINISTRATION

Meghann Babo-Shroyer
Associate Managing Director

Courtney Cavallo
HR & Business Coordinator

Kira Burri
Database and IT Associate

Jolene Robichaud
Database and Analytics Manager

Janeth Saenz
Staff Accountant

David R. Whitney
Facilities and IT Manager

EDUCATION AND ARTISTIC PROGRAMS

Kathryn Chase Bryer
Associate Artistic Director

Joanne Seelig Lamparter
Director of Education and Theatre for Change

Nikki Kaplan
Associate Director of Education

Alison Gee
Senior Faculty, Elementary Education

Marcia Howard
Senior Faculty, Dance Education

Claire Bancroft Loos
Education Program Coordinator

Danielle Mathers
School Partnerships Manager

David Stern
Director of Digital Media

Stacy Steyaert
Early Childhood Program Coordinator

Scott S. Turner
Access & Inclusion Coordinator

INSTITUTIONAL DEVELOPMENT

Chelsey Christensen
Director of Development

Jessica Pettit
Director of Marketing & Communications

Sean Byrne
Development Manager

Sarina Di Calogero
Special Events Coordinator

Jeremy A. Jackson
Theatre Marketing & Field Trip Specialist

Kanea MacDonald
Marketing Coordinator- Education and Theatre for Change

Jan McNamara
Development Manager/ Institutional Advancement

PATRON SERVICES

Taylor Gulotta
Guest Experience Associate

PRODUCTION

Laura Sperling
Interim Production Manager

Jason Caballero
Assistant Technical Director

Alysha DeVries
Assistant Costume Shop Manager

John Elder
Technical Director

Danielle N. Harris
Scenic Charge Artist

Anna Klinger
Costume Shop Manager

Ali Mark
Resident Carpenter

Bethany Regalbuto
Master Electrician

Vanessa Spring-Frank
Properties Coordinator

As a result of COVID-19 and disruption to usual operations, the number of full time staff was reduced from previous years.



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