



NEW VILLAGE ARTS
T H E A T R E
IN THE HEART OF THE CARLSBAD VILLAGE

ANNUAL REPORT

SEASON FOURTEEN

(July 2014 - June 2015)

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TODAY AND WORK WITH
NEW VILLAGE ARTS!**
WWW.NEWVILLAGEARTS.ORG

NEW VILLAGE ARTS

2787

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MISSION STATEMENT

The mission of New Village Arts is to create adventurous artistic experiences to awaken the human spirit.

We provide:

- a collaborative and inspiring home for performing and visual artists
- a forum for laughter, discussion, and deeper thinking within our community
- a training ground for future generations of art-makers and art-lovers

Financial Information

| | FY13 Total | FY14 Total | FY15 Total |
|-----------------------------------|---------------|---------------|---------------|
| Revenue | | | |
| EARNED REVENUE | | | |
| Total Education and Outreach | 19,506.80 | 26,343.03 | 36,192.02 |
| Total Foundry Income | 30,390.00 | 44,597.74 | 48,234.07 |
| Total Mainstage Programs | 210,103.87 | 315,692.22 | 310,343.30 |
| Total EARNED REVENUE | 260,000.67 | 386,632.99 | 394,769.39 |
| | | | |
| FUNDRAISING AND DEVELOPMENT | | | |
| Total Grant | 80,599.00 | 14,315.00 | 14,558.00 |
| Individual Contributions | 107,669.45 | 77,417.76 | 83,138.17 |
| Planned Giving | | | 100,000.00 |
| Sponsorship | 24,308.66 | 30,983.01 | 20,086.65 |
| Total Contributed Income | 212,577.11 | 122,715.77 | 217,782.82 |
| | | | |
| Total Special Event Income | 43,931.23 | 50,657.98 | 65,670.36 |
| Total FUNDRAISING AND DEVELOPMENT | 256,508.34 | 174,145.35 | 283,453.18 |
| Total Revenue | 518,868.14 | 560,978.34 | 678,281.20 |
| Gross Profit | 518,868.14 | 560,978.34 | 678,281.20 |
| | | | |
| Expenditures | | | |
| Total EDUCATION & OUTREACH | 22,008.37 | 21,480.69 | 33,629.10 |
| Total FUNDRAISING & DEVELOPMENT | 19,417.41 | 31,578.54 | 28,866.03 |
| | | | |
| MAINSTAGE PRODUCTIONS | | | |
| Total Contract | 106,051.19 | 109,267.69 | 152,877.84 |
| Program Materials | | | |
| Total Mainstage Marketing | 14,286.31 | 14,734.75 | 14,311.63 |
| Total Production Materials | 20,149.04 | 17,037.03 | 30,612.97 |
| Total Production Support | 23,668.49 | 33,749.60 | 38,239.73 |
| Total Program Materials | 58,103.84 | 65,521.38 | 83,164.33 |
| Total MAINSTAGE PRODUCTIONS | 178,834.61 | 174,789.07 | 236,042.17 |
| OPERATIONS | | | |
| Total Administrative | 31,405.73 | 49,636.79 | 63,603.92 |
| Total Facilities | 24,520.50 | 29,045.22 | 35,299.42 |
| Total OPERATIONS | 55,926.23 | 78,682.01 | 98,978.07 |
| | | | |
| STAFF | | | |
| Total STAFF | 189,468.83 | 183,345.82 | 213,562.84 |
| Total Expenditures | 484,807.75 | 498,221.05 | 612,951.55 |
| Net Operating Revenue | 34,060.39 | 62,757.29 | 65,329.65 |
| Net Revenue | 26,794.39 | 54,153.29 | 56,725.65 |

Season 14 brought the company's first ever planned gift and the largest single donation to date. This gift allowed the company to invest \$10,000 in facility improvements, secure \$75,000 in a cash reserve, and meet the financial needs of a shifting staff (this season saw the departure of two full time staff members and the addition of one full time staff member and one part time staff member. In the beginning of season 15, two more full time staff members were hired.

BUSINESS IN CARLSBAD VILLAGE

For each show in the 2014-2015 Season, NVA sent out voluntary surveys to all patrons who attended the performances.

One of the questions asked if the patron went out in Carlsbad Village before or after the show. Out of the total number of respondents, 48% said they visited a Carlsbad Village restaurant while attending NVA. With an estimated 15,000 patrons attending an event at New Village Arts over the course of the year, that means 7,500 are going for dinner, drinks, lunch or brunch in Carlsbad Village.

The most popular restaurants for patrons of NVA were:

- Vigilucci's
- Garcia's
- Hennessey's
- Mas Fina Cantina
- Koko Beach
- Caldo Pomodoro
- Paon
- Relm Wine Bar

More recently, patrons surveyed have included:

- Barrio
- Land & Water Company
- Blue Ocean

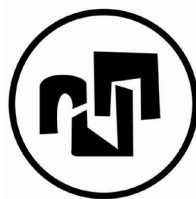
And many more.

These statistics do not include the number of patrons who arrive early for a performance and browse the local shops to find unique gifts. Recently, patrons have enjoyed visiting Clever Element, Ampersand, Copper Canary and more.

STAFF STATISTICS

NVA annually employs:

- 4 Full-time staff
- 5 Part-time staff
- 90+ Contracted workers



SEASON FOURTEEN



THE FULL MONTY

JULY 26 - SEPTEMBER 7, 2014

BOOK BY TERENCE McNALLY | MUSIC AND LYRICS BY DAVID YAZBEK
DIRECTED BY MANNY FERNANDES

THE CLEAN HOUSE

OCTOBER 4 - 26, 2014

WRITTEN BY SARAH RUHL | DIRECTED BY CLAUDIO RAYGOZA



THE NUTCRACKER

NOVEMBER 29 - DECEMBER 31, 2014

BOOK BY JAKE MINTON & PHILLIP KLAPPERNICH | MUSIC BY KEVIN O'DONNELL | LYRICS BY JAKE MINTON
DIRECTED BY KRISTIANNE KURNER | WEST COAST PREMIERE

STAGE KISS

FEBRUARY 7 - MARCH 1, 2015

WRITTEN BY SARAH RUHL | DIRECTED BY CHELSEA KAUFMAN | WEST COAST PREMIERE



LORD OF THE FLIES

APRIL 11 - MAY 3, 2015

ADAPTED FOR THE STAGE BY NIGEL WILLIAMS | DIRECTED BY JUSTIN LANG
BASED ON THE NOVEL BY WILLIAM GOLDING

SYLVIA

JUNE 6 - 28, 2015

WRITTEN BY A.R. GURNEY | DIRECTED BY KRISTIANNE KURNER





In this Americanized musical stage version adapted from the 1997 British film of the same name, six unemployed Buffalo steelworkers, low on both cash and prospects, decide to present a strip act at a local club after seeing their wives' enthusiasm for a touring company of Chippendales. As they prepare for the show, working through their fears, self-consciousness, and anxieties, they overcome their inner demons and find strength in their camaraderie.

TOTAL NUMBER OF PERFORMANCES: 37

TOTAL NUMBER OF PATRONS: 3,257

TOTAL REVENUE FROM TICKET SALES: \$85,799

HIGHLIGHTS:

- * Highest grossing show to date - over 95% sold out.
- * San Diego Theatre Critics Circle Nomination for Outstanding Featured Actress in a Musical (Myra McWethy)
- * Best Bet Jazz88 FM

CRITIC'S CHOICE "Funny and original songs, rich characters, a risqué but accessible story that melds well with the music - *"The Full Monty"* offers just about the complete, um, package." - Jim Hebert, SD Union Tribune

"...the New Village Arts production is an enjoyable re-creation and reimagining (in the best sense of the words) of the show..." -Charlene Baldrige





The lives of two doctors, a housewife, a comedian from Brazil, and a breast cancer patient converge and astonish. Theatrical and wildly funny, *The Clean House* is imbued with the philosophy that the messiness of life is as much a part of its beauty as love and chocolate ice cream.

TOTAL NUMBER OF PERFORMANCES: 22

TOTAL NUMBER OF PATRONS: 1,856

TOTAL REVENUE FROM TICKET SALES: \$32,304

HIGHLIGHTS: San Diego Theatre Critics Circle Nomination for Outstanding Featured Actress (Hannah Logan)

"This is one of the best productions of the year: everything works."

- Jean Lowerison, SD Gay and Lesbian Times

"The delicious New Village Arts production [...] finds just the right loopy tone for this operatic romance tinged with fantasy."

- Pat Launer, Times of San Diego

"Critic's Choice" – San Diego Union Tribune





The House Theatre of Chicago's fresh take on this holiday classic centers on young Clara's journey to save Christmas. With the help of a magical nutcracker, this brave little girl will fight the Rat King and save her family! This modern holiday production weaves together riveting dialogue, astonishing puppetry, original song, and spellbinding spectacle to tell a heartwarming, darkly moving story of magic and hope — a fun outing fit for the whole family.

TOTAL NUMBER OF PERFORMANCES: 30

TOTAL NUMBER OF PATRONS: 1,985

TOTAL REVENUE FROM TICKET SALES: \$38,693

HIGHLIGHTS:

West Coast Premiere

Abby DeSpain winner of 2013 Craig Noel Award for Outstanding Young Artist

"THE CAST IS EXCELLENT [...] the look and effect of the whole is one to bring a smile to adults and children..." - SDGLN, Jean Lowerison

"Wondrous stuff" - SDnews.com, Charlene Baldridge

"Family-friendly theatrical twist on ballet classic..." - UT San Diego, Pam Kragen





Art imitates Life. Life imitates Art. When two actors with a history are thrown together as romantic leads in a forgotten 1930s melodrama, they quickly lose touch with reality as the story onstage follows them offstage. Stage Kiss captures Sarah Ruhl's singular voice. It is a charming tale about what happens when lovers share a stage kiss—or when actors share a real one.

TOTAL NUMBER OF PERFORMANCES: 22
 TOTAL REVENUE FROM TICKET SALES: \$27,881

HIGHLIGHTS: West Coast Premiere of a new play by a female playwright



"is great fun to watch, and for theater fans, it's a true love letter to the art form." — UT San Diego

"Director Chelsea Kaufman [...] and her highly capable cast have captured the madcap comedy of the piece with crackerjack timing that makes it all look blissfully effortless."

- Pat Launer, Times of San Diego

"...It certainly does offer an amusing evening in the theater." - SDGLN





A plane wreck strands a group of English boys on a deserted island during wartime. As they slowly explore their new-found freedom, what starts out as fun and games turns into a vicious battle for power when the boys split into two opposing tribes: one that strives for civility and another that delights in savage violence. The competition escalates into a dangerous, frightening climax, as this thrilling classic looks into the darker parts of human nature where it's civilization vs. savagery and the mob vs. morality.

TOTAL NUMBER OF PERFORMANCES: 22

TOTAL REVENUE FROM TICKET SALES: \$26,233

HIGHLIGHTS:

National Youth Theatre Award for Outstanding Lead Actor in a Play: Jonah Gercke

National Youth Theatre Award for Outstanding Supporting Actor in a Play: David Coffey & Ben Ellerbrock

National Youth Theatre Award for Outstanding Ensemble

"Coffey is energetic and vibrant, the style of charismatic leader who easily attracts castaways into his murderous tribe."

- UT San Diego

Critic's Pick, "New Village Arts Theatre has once again crafted a brilliant staging of a theatrical production adapted from the page." - San Diego Reader





A comedy about a dog, the couple who adopts her, and the drama that results. Greg and Kate are empty-nesters in the big city. On a walk in the park, Greg is adopted by Sylvia, a bouncy, frisky poodle mix (played by a human). Soon, Kate feels that she is losing Greg to his adoring new friend. This imaginative take on midlife crisis leads to lots of laughs and thoughtful insights on love, marriage and jealousy.

TOTAL NUMBER OF PERFORMANCES: 24

TOTAL NUMBER OF PATRONS: 2,120

TOTAL REVENUE FROM TICKET SALES: \$ 43,379

HIGHLIGHTS:

The success of the show led to the decision to produce a successful remount production in the 2015/16 Season

"Director Kristianne Kurner has chosen a flawless cast... sit back and be prepared for an evening of just plain fun." - Jean Lowerison, SDGLN

"What a way to finish off a season. *Sylvia* closes its 14th and New Village Arts has a hit on its hands as it ventures into its 15th." - Carol Davis, San Diego Examiner





"Where raw materials are
forged into unique works of art!"



What is the Foundry Studios?

Established in August of 2009, the Foundry Studios at New Village Arts is a place where raw materials are forged into original works of art. With 16 resident artists, each with his/her own individual artist style, the Foundry has become a haven for the creative process and allows art to always be.

Our Purpose

Art, whether it be theatrical, musical, visual, et cetera, is truly an instrumental tool of our discovery into the less visible parts of ourselves. It soothes, inspires, reminds, documents, and gratifies our inner workings. An investment in the arts can touch us in the most intangible ways and help us to maintain the wholeness that sometimes is lost in the banter of our busy lives.

Art For Sale

Most of our works are for sale and in order to serve your needs, we have several methods of payment that include cash, check, credit, and our Art-A-Way program, where you make individual payment arrangements with the artist. If a piece moves you, don't hesitate to ask. We are all open to negotiation as there is nothing we want more than to find good homes for our works.

Highlights:

- 12 Artists Market events: the first Wednesday of every month is a free community "open house" event with art, music, food & drink and interactive projects.
- 6 unique shows in the NVA lobby with artist representations of each mainstage show.



EDUCATION & OUTREACH @ NVA

The New Village Arts Education and Outreach programs observe the practices, values and goals of ensemble based theatre and is committed to growing and maintaining a healthy community of culturally educated, enriched and equipped artists. New Village Arts offers opportunities for professional training with ensemble artists, and visits schools in the community with advanced artistic enrichment programs.

THE SHAKESPEARE NETWORK brought the majesty of William Shakespeare into the local high schools.

- San Pasqual Academy: monologues and scenes
 - Sage Creek High School: A MIDSUMMER NIGHT'S DREAM
 - Army and Navy Academy: HENRY V
-
- Camps at NVA: 2 Summer Acting Camps for Teens
 - Kids Act: year-round classes and camps for ages 4 – 17

New Works Initiative: Funding achieved for a world-premiere play to be written based off of the stories of residents of Carlsbad By The Sea who lived and worked at Oak Ridge during World War II.

Senior Speakeasy: New storytelling program for local senior citizens to tell their personal stories. Performed at the Schulman Auditorium in May.



MUSIC @ NVA



Playreading: LOVE, LOSS AND WHAT I WORE by Nora & Delia Ephron: sold out one night event

Kiss and Tell: A Cabaret: August 2014. Featured the best musical theatre couples from San Diego, telling stories and singing songs about how they met and the love they share.

Music Series:

- Kim Wilson & Nathan James (Blues): October 2014
- Tim Flannery (Americana): November 2014: First concert after winning the World Series as the SF Giants 3rd base coach!
- Jack Tempchin (Singer-Songwriter): December 2014: Wrote for the Eagles and Steeley Dan, such hits as "Peaceful Easy Feeling" and "Already Gone"
- Berkley Hart Selis Twang (Americana): January 2015 (two shows): Annual concert by local award-winning musicians
- Sara Watkins and Friends: March 2015: Grammy award winning artist
- David Jorgensen in James Taylor Tribute Concert: March 2015



ANNOUNCING SEASON 15 | 2015 - 2016



RETURN TO THE FORBIDDEN PLANET

WRITTEN BY BOB CARLTON | DIRECTED BY JON LORENZ | CHOREOGRAPHY BY COLLEEN KOLLAR SMITH
JULY 25 - SEPTEMBER 6, 2015 | FEATURING MANNY FERNANDES & MARLENE MONTES

THE WEIR

WRITTEN BY CONOR MCPHERSON | DIRECTED BY KRISTIANNE KURNER
OCTOBER 10 - NOVEMBER 1, 2015 | FEATURING RON CHOULARTON, SAMANTHA GINN & MAX MACKE

1940'S RADIO HOUR

WRITTEN BY WALTON JONES | DIRECTED BY DANA CASE
DECEMBER 5 - 31, 2015 | FEATURING JUSTIN JORGENSEN & DAREN SCOTT

EMILIE: LA MARQUISE DU CHATELET DEFENDS HER LIFE TONIGHT

WRITTEN BY LAUREN GUNDERSON | DIRECTED BY KRISTIANNE KURNER
FEBRUARY 13 - MARCH 6, 2016 | FEATURING JO ANNE GLOVER & DANA CASE

BIG RIVER

BOOK BY WILLIAM HAUPTMAN | MUSIC AND LYRICS BY ROGER MILLER | DIRECTED BY COLLEEN KOLLAR SMITH
APRIL 9 - MAY 15, 2016 | FEATURING BRYAN BARBARIN

GOLDA'S BALCONY

WRITTEN BY WILLIAM GIBSON | DIRECTED BY TODD SALOVEY
JUNE 4 - 26, 2016 | FEATURING ROSINA REYNOLDS
IN ASSOCIATION WITH THE LIPINSKY FAMILY SAN DIEGO JEWISH FESTIVAL

Season Sixteen at New Village Arts



In this controversial election year, New Village Arts is heading into its 16th season to explore The American Experience. Executive Artistic Director Kristianne Kurner set out to do a number of things with this season: create an exciting, diverse season to explore aspects of our American history and current conditions; have an equal representation of male and female playwrights; and use a number of emerging directors to help expand the director's voice in San Diego Theatre.

OKLAHOMA!

Written by Rogers & Hammerstein

Directed by Teddy Eck

AUG 13 - SEP 25, 2016

PREVIEWS AUG 5 - 12

AN ILIAD

Written by Lisa Peterson and Denis O'Hare

Directed by Jacole Kitchen

FEB 4 - FEB 26, 2017

PREVIEWS JAN 27 - FEB 3

GOD OF CARNAGE

Written by Yasmina Reza

Translated by Christopher Hampton

Directed by Jessica Bird

OCT 22 - NOV 13, 2016

PREVIEWS OCT 14 - 21

HAVING OUR SAY:

THE DELANY SISTERS' FIRST 100 YEARS

Written by Emily Mann

From the book by Sarah L. and A. Elizabeth Delany
with Amy Hill Hearth

Directed by Kaja Amado Dunn

MARCH 25 - APRIL 16, 2017

PREVIEWS MARCH 17 - 24

THE 1940s RADIO HOUR

Written by Walton Jones

Directed by Dana Case

DEC 10 - DEC 31, 2016

PREVIEWS DEC 2 - 9

AWAKE AND SING

Written by Clifford Odets

Directed by Kristianne Kurner

MAY 20 - JUNE 11, 2017

PREVIEWS MAY 12 - 19



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NEW VILLAGE ARTS

STAFF



Kristianne Kurner
Executive Artistic Director

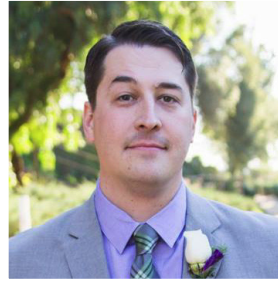
Kristianne Kurner is the co-founder and Executive Artistic Director of New Village Arts, where she has lead the company for the past 15 years from a small company with a budget of \$2,500 to the current company with a budget of over \$700,000. She has worked on every mainstage production NVA has produced as an actor, director and/or designer. Ms. Kurner has directed such productions as *The Weir*, *The Nutcracker*, *Wait Until Dark*, *The Trip to Bountiful*, *Much Ado About Nothing*, *Summer and Smoke*, *The Santaland Diaries*, *Be Aggressive*, *Bulrushers*, *True West*, *Sailor's Song*, *The Waverly Gallery* and *A Lie of the Mind*. Her work has received numerous awards, including San Diego Theatre Critics Circle and Patte Awards for Theatre Excellence. Education: BFA Theatre, The College of William & Mary; MFA Acting, the Actors Studio/New School.



Ross Barrientos
Operations Manager

Ross Barrientos began her career as a stage manager and has worked in numerous theatres around San Diego County. From 2007 to 2012, she served as Production Manager for Cygnet Theatre and assisted in producing 35 shows at the theater's 2 venues.

Ross has stage managed *Stage Kiss* directed by Chelsea Kaufman (New Village Arts), *miXtape* (Lambs Players Theatre); *Becoming Cuba* directed by David Ellenstein, *Time Stands Still*, *Fuddy Meers*, *First Night*, *Moon Over Buffalo*, *The Rivals*, *The Diary of Anne Frank*, and *Arcadia*, (North Coast Repertory Theatre); *Parade* directed by Sean Murray, *Ripples from Walden Pond*, *It's A Wonderful Life* (2007, 2009 and 2011), *The Glass Menagerie*, *Our Town*, *The Tragedy of the Commons*, *The Norman Conquests Trilogy*, *Sweeney Todd*, *Noises Off*, *A Christmas Carol*, *The Receptionist*, *A Number*, *The Turn of the Screw*, *Arcadia*, *Yellowman*, *Copenhagen*, *The Invention of Love*, *Cat on a Hot Tin Roof*, *Pageant*, and *Bed and Sofa* (Cygnet); *A Dream Play* directed by Kirsten Brandt, *Macbeth*, *Nu, [sic]*, *Berzerker gang*, and *The Universal Monster* (Sledgehammer Theatre). She received her Bachelors degree in Theatre Arts from San Diego State University where she studied Stage Management with Craig Wolf and Paula Kalustian.



Alex Goodman
Managing Director

Alex Goodman comes to New Village Arts from La Jolla Playhouse, where he spent three and a half years, first as the Audience Development Manager and then Corporate Relations Manager. In those roles, he worked extensively with UC San Diego, several of the top innovative companies in the high tech and bio tech sectors, and many military organizations throughout San Diego County. In Chicago, Goodman worked with several large and small theatre companies including Victory Gardens, Steppenwolf, and the award-winning Strawdog Theatre where he served as Managing Director for two years. He is also the co-founder of MOB Productions. Goodman earned his BA in Theatre from Western Michigan University, and his MFA in Theatre Management from Wayne State University in his hometown of Detroit. Goodman currently serves on the steering committee of San Diego's Rising Arts Leaders, The City of San Diego Commission for Arts and Culture Cultural Tourism Committee, and is a graduate of the American Express Leadership Academy through the Center for Creative Leadership.



AJ Knox
Director of Connectivity

AJ Knox is a San Diego native who spent the last several years pursuing various theatrical endeavors throughout the country. Since returning to America's Finest City, he has become heavily involved in local theatre and entertainment communities, including the founding of The Ocean Beach Ensemble Experiment, a small ensemble theatre company, performing in the San Diego Fringe Festival, and teaching theatre workshops through The Actors Alliance of San Diego, The Point Loma Playhouse, and more. A director, actor, designer, and playwright, AJ has worked in nearly every aspect of theatre throughout his academic, artistic, and professional careers; he is also the recipient of a number of awards and honors for his academic and artistic work, including the Kalman A. Burnim Prize for Scholarly Excellence in Drama from Tufts University. Education: PhD in Drama, Tufts University; MA in Theatre Education, Emerson College; BA in Theatre Arts, Loyola Marymount University.

NEW VILLAGE ARTS

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