

**THEATRE
MUSIC
ART**

NEW VILLAGE ARTS



**Annual Report
Season 18
2018 - 2019**

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

In addition to full seasons of plays and musicals featuring some of the best artistic talent in Southern California, NVA hosts talkback discussions and other supplementary events designed to create conversation and cultivate community. NVA also maintains The Foundry Artist Studios, a collaborative studio space for local visual artists, and we offer robust theatre programs in partnership with local schools. NVA hosts educational and artistic programs for young adults with neurodiversity and adults with Alzheimer's and dementia. NVA strongly believes that theatre and arts experiences should be accessible to ALL people and has become a leader in equity, diversity, and inclusion in San Diego. NVA has been fortunate to receive support from the City of Carlsbad and other local businesses, who recognize the importance of a resident professional theatre company as a crucial component of an inclusive and creative community. We, in turn, prioritize serving our community by presenting works that respect the diversity surrounding us, engaging every citizen with relevant and inspiring stories.

Production Photos: Daren Scott.

Dear Friends,

NVA's 18th Season was a season of growth and excitement for our artists, staff, and Board. We embarked upon one of the most ambitious collection of plays, musicals, and education and outreach programs that we have ever put together, while continuing to refine, expand, and improve upon our robust and innovative education and outreach programming.

After a groundbreaking 17th season, we knew that in our 18th season, we wanted to continue to build upon our successes, without sacrificing the artistic integrity of our work. To that end, we established two new programs to aid in the artistic development of NVA. First, we developed the Artist Advocate program, a fundraising initiative that allows donors to become direct sponsors for directors, actors, and designers for specific productions. Second, we brought on Milena (Sellers) Phillips, Samantha Ginn, Tony Houck, and AJ Knox as Artistic Associates, each bringing their own unique talents to enrich our artistic development. These four talented artists work closely with Kristianne Kurner to develop new arts, education, and outreach opportunities, and the program also serves as a training ground for these artists to develop their artistic leadership skills.

NVA also expanded upon its education programming with the advent of THE MAINSTAGE PLAYERS. An extension of Samantha Ginn's MONDAY NIGHT LIVE program, which consists of improv and acting workshops for teenagers with neurodiversity and special needs, The Mainstage Players is our vision of true "radical inclusion" (to borrow a phrase from one of our newest board members, Andrea Moriarty). This adult training program is meant to give students the training and experience they need to pursue their love of performance. With THE SERVANT OF TWO MASTERS, Ginn and co-adapter Knox wrote roles specifically for the five inaugural students, and Ginn worked with them to rehearse and prepare for their roles. For the run of SERVANT, each student would perform one night a week in a NVA mainstage production. We are excited for the future of this program, and what it means as we seek to further improve upon our inclusive programming, with the goal of making theatre for all members of our community.

This past season, we also continued to develop our Teatro Pueblo Nuevo multicultural outreach initiative, we brought a number of powerful and important programs to local high schools, celebrated a musical theatre touchstone with our GREASE-themed annual gala, and Kristianne was awarded a 100-day paid sabbatical from the Fieldstone Leadership Network's Clare Rose Sabbatical Program. After months of planning, Kristianne departed on her 100-day trip around the world, with no contact with the theatre or staff. As a result, the end of season 18 marked a huge leap forward for all of the NVA staff, as they took on greater leadership roles in Kristianne's absence.



All of this is to say that the 2018 - 2019 season was a banner year for NVA, full of exciting new developments, award-winning theatre, and promises for the future. Thank you for your support of New Village Arts!

Kristianne Kurner,
Founder & Executive Artistic Director
Alex Goodman,
Managing Director

WELCOME FROM BOARD PRESIDENT, ROBERT I. LIN

Hello,

Our 2018 - 2019 season was one of our richest and most rewarding seasons to date. Here are just a few things from this past year that we are very proud of:

- Three Critic's Choice recognitions in the San Diego Union-Tribune as well as several "Best San Diego Theatre of 2019" acknowledgments from local critics for our productions
- A world premiere adaptation: Samantha Ginn and AJ Knox wrote a new adaptation of THE SERVANT OF TWO MASTERS, which was recognized by The San Diego Union-Tribune and other theatre critics as among the "Best Theatre of 2019"
- Continuing to grow our education programming with the addition of The Mainstage Players, and producing 8 world premiere productions between Final Draft New Play Festival, Verbitas Documentary Theatre Program, and Kids Act/Monday Night Live
- Receiving our largest single gift from the Sahm Family Foundation
- Increasing classes and community events in the thriving Foundry Artist Studios
- Continuing the work of Teatro Pueblo Nuevo and becoming a leader in Equity, Diversity and Inclusion in San Diego County
- A committed and active Board of Directors who consistently work to improve the cultural arts for our community
- A staff that has grown as Kristianne took a well-earned, 100-day no-contact sabbatical, courtesy of the Fieldstone Leadership Network's Claire Rose Sabbatical Program

Having the Arts as our hammer, we have been able to forge unique programs supporting a wide diversity of people in our community. From a program that supports young adults with neurodiversity, to supporting local high schools with their drama departments, to our Mindful Theater Program which supports older adults with Alzheimer's and dementia, the arts offer a unique vehicle to improve the quality of life in our local community.

Finally, the City of Carlsbad continues to be a huge supporter of our work, from our fantastic location in the heart of Carlsbad Village, to support for our programming through the Cultural Arts Office. Carlsbad is an incredibly well-run city and we are honored to be their partner.

In closing, our donors and patrons are the reason that New Village Arts continues to thrive. On behalf of the Board of Directors, I thank you for helping to make quality arts experiences available for our community. We look forward to many continued successes with the support of our patrons, donors, and sponsors.

Best Wishes,

Robert I. Lin
Board President



Shows: 38 • Patrons: 3,499 • Revenue: \$117,133.60

"a full-on celebration of girl power!"
- San Diego Union-Tribune

"a big, frothy, fun-filled musical with enormous energy and heart. And dogs!"
- Times of San Diego



Shows: 22 • Patrons: 1,314 • Revenue: \$25,747

"Gently affecting... staged with winning wit and comic perfection."
- San Diego Union-Tribune

"warm and engaging"
- San Diego CityBeat

A BUBBLY, FEMINIST SUMMER MUSICAL

LEGALLY BLONDE: THE MUSICAL

By **Heather Hach** | Music and Lyrics by **Laurence O'Keefe and Nell Benjamin**

Based on the novel by **Amanda Brown** and the Metro-Goldwyn-Mayer motion picture

Directed by **Kristianne Kurner**

Music Direction by **Tony Houck**

Choreography by **Kyle Hawk**

July 20 - September 9, 2018

In the summer of 2018, NVA brought the inspiring, exciting story of Elle Woods to vivid life. Featuring the largest ensemble in recent years, full of accomplished singers, dancers, and actors, this kinetic musical was a delight for audiences and critics. Playing to sold-out houses and rave reviews, this musical highlighted the strength and indomitability of women in the face of adversity, while keeping audiences' toes tapping with earworms like "Omigod You Guys" and "Bend and Snap". Audiences were also enchanted by the canine actors who graced the stage--the first time NVA showcased live animals on stage!

A HEARTFELT STORY OF GRIEF AND LOVE

GUADALUPE IN THE GUEST ROOM

By **Tony Meneses**

Directed by **Nadia Guevara**

September 28 – October 28, 2018

Regional Premiere

NVA audiences were taken on an emotional journey as they followed two characters united by a shared grief, but isolated by an insurmountable language barrier. When they discover their shared love of telenovelas (Spanish-language soap operas), however, the two find a way to reach across the barriers that divide them and find a shared humanity. Timely, moving, and beautifully staged, GUADALUPE IN THE GUEST ROOM transported audiences to a world where telenovelas sprang to life, and experienced a haunting mix of humor, sorrow, and love.

Presented as part of NVA's Teatro Pueblo Nuevo multicultural outreach program.

A CHARMING HOLIDAY ROMANCE

**MISS BENNET:
CHRISTMAS AT PEMBERLY**

By **Lauren Gunderson and Margot Melcon**
Directed by **Kristianne Kurner**
November 16 – December 23, 2018
San Diego Premiere

An imagined holiday-themed sequel to Jane Austen's *Pride & Prejudice*, audiences fell in love with this heartwarming holiday story, which shifts focus to the oft-forgotten bookworm, Mary Bennet. With an enthusiastic ensemble, eye-catching production design, and a message of family, love, and self-confidence, *MISS BENNET* proved to be a delightful holiday treat for audiences of all ages.

Awards:
San Diego Theatre Critics Circle Craig Noel Award Nomination: Outstanding Scenic Design
(*Kristianne Kurner*)



Shows: 26 • Patrons: 2,191 • Revenue: \$60,089.70

"Eminently appealing and well-acted... directed with wit and zip by Kristianne Kurner."
- *San Diego Union-Tribune*

"Sheer delight... nostalgic and sweet"
- *Times of San Diego*

A KINETIC MUSICAL REVUE

**SMOKEY JOE'S CAFE:
THE SONGS OF LEIBER & STOLLER**

Words & Music by **Jerry Leiber & Mike Stoller**
Directed by **Tony Houck**
Music Direction by **Benjamin Goniea**
Choreography by **Michael Mizerany**
January 25 – March 10, 2019

SMOKEY JOE'S CAFE brought the iconic rock-n-roll songs of the 1950s to life in a brand new way. Featuring an all-star ensemble of musical theatre performers, coupled with kinetic and sensual choreography and a distinctly contemporary setting, this classic musical revue took on new meaning in 2019. With iconic songs like "Jailhouse Rock" and "I'm a Woman," this was an audience favorite that celebrated the strength and determination of our diverse community.



Shows: 37 • Patrons: 3,509 • Revenue: \$125,324.50

"A whole lot of fun... a crisply performed and stylish revival."
- *San Diego Union-Tribune*

"a high-water mark for NVA!"
- *San Diego Story*

A GOOFY MADCAP COMEDY

THE SERVANT OF TWO MASTERS

Adapted by **AJ Knox and Samantha Ginn**
Based on the play by **Carlo Goldoni**
Directed & Translated by **AJ Knox**
April 5 - May 5, 2019
World Premiere Adaptation



Shows: 22 • Patrons: 1,892 • Revenue: \$46,886

"A whacked-out, anything-for-a-laugh adaptation... an exercise in supreme silliness!"
- *The San Diego Union-Tribune*

"escapist entertainment of the wackiest kind!"
- *San Diego CityBeat*

NVA's Director of Connectivity partnered with longtime NVA favorite Samantha Ginn to pen a ridiculous modern take on a commedia dell'arte classic. Featuring a laugh-a-minute script, a multitalented ensemble of comic actors, and a tour-de-force performance from Ginn as Truffaldino, *THE SERVANT OF TWO MASTERS* was a hilarious and unpredictable celebration of the comic spirit. This also featured the premiere of the Mainstage Players, for actors with neurodiversity, who had roles in the play.

Awards & Recognitions:
"Best San Diego Theatre of 2019" - *James Hebert, The San Diego Union-Tribune*
Honorable Mention, "Best San Diego Theatre of 2019" - *Critic David Dixon*

A CREATIVE CULT CLASSIC

LITTLE SHOP OF HORRORS

Music by **Alan Menken**
Book & Lyrics by **Howard Ashman**
Directed by **AJ Knox**
Music Direction by **Benjamin Goniea**
Choreography by **Kevin "Blax" Burroughs**
June 1 - August 4, 2019



Shows: 51 • Patrons: 3,642 • Revenue: \$107,518.95

"A freshly-imagined production... wildly creative!"
- *The San Diego Union-Tribune*

"Spoiler Alert! Succumbing to an alien invasion has never been this much fun!"
- *KPBS*

The cult classic creature-feature musical comedy got a fresh revival at NVA. With an impressive cast, crisp music and choreography, and a wildly creative aesthetic, this production was a love letter to 1950s B-Movies coupled with modern sensibilities. A diverse and gender-bent cast alongside a thrilling and dynamic reimagination of the blood-thirsty alien plant Audrey II kept audiences surprised and wowed at every turn--it was truly a *LITTLE SHOP* like no other.

Awards & Recognitions:
San Diego Theatre Critics Circle Craig Noel Award: 2019 Actor of the Year (Cashae Monya)

EDUCATION & OUTREACH PROGRAMS

Throughout Season 18, New Village Arts continued to expand its education and outreach programming, serving over 2,000 members of our community through classes, school programs, and productions.

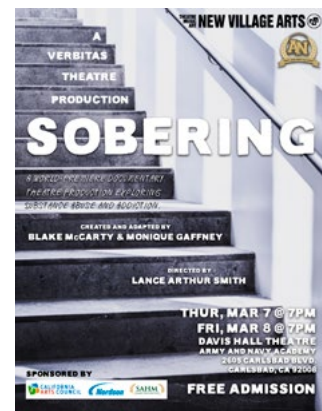
- Kids Act Camps & Classes: Weekly acting classes for students ages 4 - 14.
- Monday Night Live!: Acting and improvisation for teenagers with special needs and their neurotypical peers.
- Playwrights Project: Playwriting camps for young writers, including performances of original plays with professional actors.
- Mindful Theatre: a program for adults living with Alzheimer's and dementia, taught by Samantha Ginn and Paul Eddy.



In July of 2019, director Ginn and playwright Barthell produced THE GREAT, SMELLY, SLOBBERY, SMALL-TOOTH DOG, a production for teenagers with Autism and other special needs (and their neurotypical peers). This production was sponsored by The National Foundation for Autism Research, The Sahn Family Foundation, The Nordson Foundation, The City of Carlsbad Cultural Arts Office, Youth Friends Foundation, and the Sutherland Foundation.

MAINSTAGE PLAYERS

New Village Arts developed a new program for young adults with neurodiversity and special needs, which is aimed at giving these artists a professional theatre experience. Samantha Ginn developed THE MAINSTAGE PLAYERS, a professional training program, and the five young adults participating each had a role in 2019's THE SERVANT OF TWO MASTERS.



VERBITAS THEATRE

NVA's Verbitas documentary theatre program allows students to interview subjects of all ages in regard to a specific topic. Those interviews are recorded, transcribed, and transformed into powerful pieces of verbatim theatre. During the 2018 - 19 season, Verbitas had two unique performances, connecting with over 1,000 members of our community, with support from the California Arts Council, The Sahn Family Foundation, and Nordson.



2019 ANNUAL GALA

NVA's 2019 Annual Gala was held at the historic Davis Hall at the Army & Navy Academy. With a theme of "Prom at Rydell," NVA honored GREASE co-creator Jim Jacobs, and celebrated another year of adventurous artistic experiences to awaken the human spirit.

With live music from The Flipside Burners, an encore performance from some of the cast of SMOKEY JOE'S CAFE, a preview performance of songs from our upcoming 19th season, and a dance competition in the vein of GREASE, the evening was a true celebration. Dallas McLaughlin and Samantha Ginn served as the evening's emcees, and Gala guests received the first glimpse at the 2018-19 season.

- 223 Attendees
- Over \$15k raised during paddle raise
- \$35k raised in ticket sales
- Nearly \$30k raised in live and silent auctions



NVA's 2019 Final Draft New Play Festival was a tremendous step forward. Featuring five new plays and one brand new musical, the festival played to sold-out houses and enthusiastic crowds. The festival also featured surround events such as a playwriting workshop, a craft beer social, and an EDI panel. Roy Sekigahama's DESERT ROCK GARDEN was later awarded a grant and will be produced as part of NVA's 20th Season.



THE FOUNDRY ARTIST STUDIOS AT NEW VILLAGE ARTS

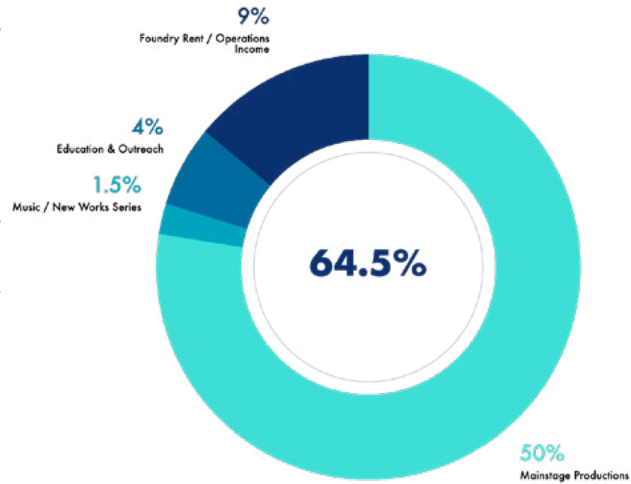
17 Artists • 10 Receptions • Monthly Classes

In Season Seventeen, The Foundry Artist Studios at New Village Arts continued to prove a vital element of NVA's full arts experience. With monthly Artist Receptions showcasing individual artists' works, and featuring live music by local musicians and interactive art for the public, The Foundry engages our local community with a vibrant, inclusive art venue. For each mainstage show, Foundry Artists curated exhibits to hang in the lobby, in conversation with the work on stage.

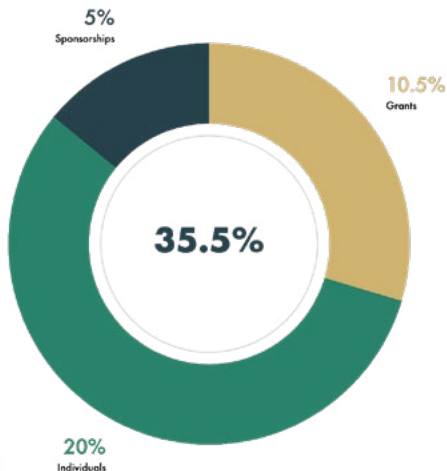
REVENUE

To achieve our mission of creating adventurous artistic experiences, New Village Arts relies on donations from individuals as well as private and public support. While earned revenue through ticket sales comprises the majority of our income, the generosity of our community is essential to maintaining our artistic integrity and sustaining new creative developments. Thanks to continued and renewed fundraising efforts, NVA expanded its network of donors and has continued to provide exciting benefits for all donors, sponsors, and subscribers.

EARNED REVENUE: 64.5%
 Mainstage Productions - \$458,953
 Foundry Rent / Operations - \$85,971
 Education & Outreach - \$35,717
 Music / New Works Series - \$12,480

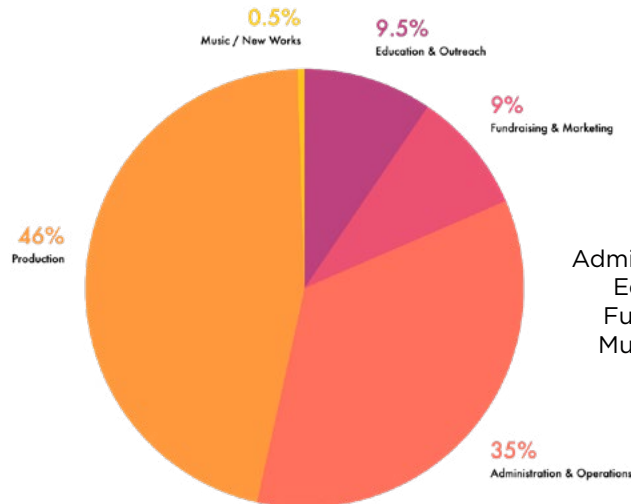


CONTRIBUTED REVENUE: 35.5%
 Individuals - \$191,055
 Grants - \$101,918
 Sponsorships - \$51,550



EXPENSES

The majority of our expenses go directly into creating the award-winning, creative productions that NVA has become known for. We pride ourselves on working with some of the greatest actors, designers, technicians, and creative minds in San Diego and North County, and for our inclusive hiring practices that ensure all members of our community are represented in all areas of our work. NVA was founded on the principle that all artists should be fairly compensated for their contributions, and we are proud to highlight their work on our stage and behind the scenes.



EXPENSES:
 Production - \$441,606
 Administration & Operations - \$332,577
 Education & Outreach - \$90,280
 Fundraising & Marketing - \$87,750
 Music / New Works Series - \$5,083

New Village Arts
 STATEMENT OF ACTIVITY
 July 2018 - June 2019

	TOTAL		
	JUL 2018 - JUN 2019	% OF REVENUE	% OF EXPENDITURE
Revenue			
EARNED REVENUE			
Education and Outreach	35,716.59	3.70 %	3.70 %
Foundry Income	59,115.24	6.13 %	6.13 %
Mainstage Programs			
Concessions Sales	34,750.03	3.60 %	3.60 %
Gift Certificates	1,561.00	0.16 %	0.16 %
Season Tickets	80,042.50	8.30 %	8.30 %
Single Ticket Sales	369,599.19	38.33 %	38.33 %
Total Mainstage Programs	485,952.72	50.36 %	50.40 %
Music Series	9,323.00	0.97 %	0.97 %
New Play Fest	3,157.00	0.33 %	0.33 %
Operations Income	26,856.08	2.78 %	2.79 %
Production Rental and Sale	150.00	0.02 %	0.02 %
Total EARNED REVENUE	620,270.63	64.28 %	64.33 %
FUNDRAISING AND DEVELOPMENT			
Contributed Income	261,691.14	27.12 %	27.14 %
Special Event Income	82,933.00	8.60 %	8.60 %
Total FUNDRAISING AND DEVELOPMENT	344,624.14	35.72 %	35.74 %
MISC INCOME	0.33	0.00 %	0.00 %
Services	0.00	0.00 %	0.00 %
Total Revenue	\$964,895.10	100.00 %	100.07 %
GROSS PROFIT	\$964,895.10	100.00 %	100.07 %

New Village Arts
 STATEMENT OF ACTIVITY
 July 2018 - June 2019

	TOTAL		
	JUL 2018 - JUN 2019	% OF REVENUE	% OF EXPENDITURE
Expenditures			
EDUCATION & OUTREACH	71,771.53	7.44 %	7.44 %
FOUNDRY	6,765.72	0.70 %	0.70 %
FUNDRAISING & DEVELOPMENT	44,319.16	4.59 %	4.60 %
MAINSTAGE PRODUCTIONS			
Contract	193,232.34	20.03 %	20.04 %
Pre-Production Expense	1,057.89	0.11 %	0.11 %
Program Materials	136,025.35	14.10 %	14.11 %
Total MAINSTAGE PRODUCTIONS	330,315.58	34.23 %	34.26 %
Music/Offsite Productions	5,083.10	0.53 %	0.53 %
OPERATIONS			
Administrative			
Insurance	18,539.14	1.92 %	1.92 %
Office Support	20,508.96	2.13 %	2.13 %
Transactional Expenses	45,818.88	4.75 %	4.75 %
Total Administrative	84,866.98	8.80 %	8.80 %
Facilities	44,170.68	4.58 %	4.58 %
Total OPERATIONS	129,037.66	13.37 %	13.38 %
Reconciliation Discrepancies	2.16	0.00 %	0.00 %
STAFF	376,805.87	39.05 %	39.08 %
Uncategorized Expenditure	166.01	0.02 %	0.02 %
Total Expenditures	\$964,266.79	99.93 %	100.00 %
NET OPERATING REVENUE	\$628.31	0.07 %	0.07 %
Other Revenue	\$3,686.00	0.38 %	0.38 %
Other Expenditures	\$12,625.67	1.31 %	1.31 %
NET OTHER REVENUE	\$ -8,939.67	-0.93 %	-0.93 %
NET REVENUE	\$ -8,311.36	-0.86 %	-0.86 %

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The NVA Legacy Society was developed so that patrons and friends of NVA may make a planned gift through their will or living trust to include NVA. Planned gifts include contributions made through a will, charitable gift annuities, gifts of life insurance, charitable trust, retirement funds, and more. We recognize Legacy Society members as special individuals who have thoughtfully considered this as a way of leaving their legacy to ensure the sustainability of NVA and its mission for the Carlsbad community.

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