Promotional and Community Event Grant Application

Step 1

Important Information

- Form Function Note: In order to go back from a page in the form to a previous page, all required fields on the page must be populated.
- Please read the McKinney Community Development Corporation <u>Grant</u> <u>Guidelines</u> before completing this application.
- The Grant Guidelines are available on this website or by emailing Info@McKinneyCDC.org.
- A completed application and all supporting documents are required to be submitted via this application for consideration by the MCDC board.
- Applications must be completed in full, using this form electronically, and received by MCDC by 5 p.m. on the application deadline indicated on the Grants page of this website.
- If you are interested in a preliminary review of your grant request or event idea, please complete and submit the online Letter of Inquiry.

Organization Information	
Name	McKinney Repertory Theatre
Federal Tax ID Number	33-1042926
Incorporation Date	1/21/2003
Mailing Address	111 N. Tennessee St.
City	McKinney
State	TX
Zip Code	75069
Phone Number	4693891369
Email Address	executivedirector@mckinneyrep.org
Website	mckinneyrep.org
Facebook	https://www.facebook.com/mckinneyrepertorytheatre/

Instagram	https://www.instagram.com/mckinneyrepertorytheatre/?hl=en
Twitter	https://twitter.com/mckinneyrep
LinkedIn	https://www.linkedin.com/company/mckinney-repertory-theatre/
Please provide a detailed	McKinney Repertory Theatre's main mission is to build

Please provide a detailed narrative about your organization including years established, mission, goals, scope of services, staff, successes, contribution to community, etc.

McKinney Repertory Theatre's main mission is to build community through live theatre. We do this by presenting live theater productions and complimentary programming for the cultural education, entertainment, and inspiration of our community. MRT is open to everyone in the community (no matter the level of experience) to volunteer and participate in our theatrical productions.

MRT was formed in 2003 and was the first to perform in the McKinney Performing Arts Center when it was renovated in 2006, performing "To Kill A Mockingbird" in conjunction with Read Across McKinney. Since then, MRT has become the official community theatre of McKinney and is a resident arts group at the McKinney Performing Arts Center. Starting with the 22-23 Season, we have had record-breaking audiences attending our shows and the 23-24 Season is continuing to break records with each show. This past season's production of "A Christmas Carol" had 2,023 people attend and broke our record for most-attended show ever.

We produce a five (5) show season on the main stage of McKinney Performing Arts Center each year. The shows are read, researched, and presented to the board of directors by our play selection committee. This year, the board approved three shows to be included in our upcoming season and the final two shows (options were vetted by the play selection committee and Board) were voted on by our members. Our 24-25 season will include "The Game's Afoot: A Sherlock Holmes Mystery" by Ken Ludwig, our annual production of "A Christmas Carol" adapted by Dr. Andrew Harris, "12 Angry Jurors" adapted by Sherman L. Sergel, based on the tv movie by Reginald Rose, "Deliver Us From Mama" by Jones, Hope, & Wooten, and Neil Simon's "Barefoot in the Park".

MRT will also partner with Chestnut Square Heritage Village on a Murder Mystery dinner theatre fundraiser in the fall of 2024. We have partnered with Chestnut Square on successful Murder Mystery dinner theater collaborations since April 2022.

This past season, MRT was able to offer a free student ticket program for our literary classic theatrical production, "The Diary of Anne Frank", which was sponsored by H.E.B. We hope to be able to do that again this upcoming season with "12 Angry Jurors". We also produced complimentary programming for "The Diary of Anne Frank" that included a conversation with Vince Pankoke - the FBI Agent who recently had a book written about his cold case investigation into who possibly betrayed the Franks. This captivating program was co-hosted by Chestnut Square Heritage Village. We also hosted a free post-show conversation featuring "The Diary of Anne Frank's" director, Nathan Autrey, and Rabbi Michael Kushnick of Congregation Anshai-Torah on the realities of the Holocaust and how art can build empathy and help us have difficult conversations. We also partnered with a patron to offer a free tickets for teachers program for our spring show, "Catch Me If You Can", as our thank you to our local teachers for their hard work this past year. We have also created special educational programs for other shows such as "Murder on the Orient Express", where we hosted a panel discussion with McKinney's Chief of Police, Joe Ellenburg, and McKinney Public Librarian, Alayna Herod, discussing Poirot's detective methods and what is accurate to real police detective work in real life and the importance of reading murder mysteries.

In addition to our special programs, we volunteer to help other community organizations, a selection of which are: McKinney Public Library's programs such as Wild West Day, I Spy Scavenger hunt benefitting Meals on Wheels of Collin County, and donating performances of "A Christmas Carol" to the Collin County Juvenile Detention Center.

We are a 98% volunteer community theatre with a part-time executive director (Davina Gazo Stampfel) who works 6-8 hours a week on marketing, grants, outreach, and organizational needs. MRT is overseen by the board of directors taking into consideration the needs and preferences of the theatre's membership and the needs of our community. Our board of directors includes:

Dale G. Gutt President Kent Phillips Vice President Michele Crabtree Treasurer Brad Crabtree Secretary
Christie Connell Marketing Director
Teri Williams Member at Large
Kelly Baxter Member at Large
Teresa Miller Member at Large

We have between 350 – 400 volunteers who volunteer their time in a variety of capacities including directing, acting, stage management and technical crew, props, costuming, lighting and sound design, marketing/advertising, ushering, and running concessions. We pay very small stipends (\$100 - \$450) to our Producers, Directors, and Set Designers to help with some of the costs they incur when volunteering for us in these demanding roles.

Organization Type	Nonprofit - 501(c) (Attach a copy of IRS Determination Letter)
IRS Determination Letter	MRT 501-3c IRS Document.pdf
Noteworthy recognitions or	We are McKinney's Official Community Theatre, a Chamber of

Noteworthy recognitions or awards in the last two years.

We are McKinney's Official Community Theatre, a Chamber of Commerce member, member of Main Street McKinney, and the resident theatre company at McKinney Performing Arts Center. We are also the winner of the 2022 Best of McKinney Award in the category of Theater. We are also rated "Best in Class" by City Lifestyle magazine for the past two years.

Representative & Contact Information

Representative Completing Application:	
Name	Davina Anne Gazo Stampfel
Title	Executive Director
Mailing Address	111 N. Tennessee St.
City	McKinney
State	Texas
Zip Code	75069
Phone Number	4693891369
Email Address	executivedirector@mckinneyrep.org

Contact for Communication	Contact for Communications Between MCDC and Organization:	
Name	Davina Anne Gazo Stampfel	
Title	Executive Director	
Mailing Address	111 N. Tennessee St.	
City	McKinney	
State	Texas	
Zip Code	75069	
Phone Number	646-236-4496	
Email Address	executivedirector@mckinneyrep.org	
Project Information		
Funding - Total Amount Requested	14,265.00	
Are matching funds available?	No	
Will funding be requested from any other City of McKinney entity (e.g. Visit McKinney, Arts Commission, City of McKinney Community Support Grant)?	Yes	
Provide name of City of McKinney entity funding source and amount.	McKinney Arts Council - We will be requesting \$20,000 from the McKinney Arts Commission, the maximum amount of funding based on our annual budget for next season of \$100k-	
Have you received or will funding be requested from other organizations / foundations for this event(s)?	Yes	

Provide name of organization / foundation funding source and amount.	We will be requesting \$20,000 from the McKinney Arts Commission, the maximum amount of funding based on our annual budget for next season of \$100k+
Has a request for funding for this Promotional / Community Event been submitted to MCDC in the past five years?	Yes
Please list.	Requested promotional funding for 22-23 Season & 23-24 Season
Board of Directors	Dale G. Gutt President Kent Phillips Vice President Michele Crabtree Treasurer Brad Crabtree Secretary Christie Connell Marketing Director Teri Williams Member at Large Kelly Baxter Member at Large Teresa Miller Member at Large
Leadership Staff	Davina Gazo Stampfel - Executive Director
Board of Directors Attachment	Field not completed.
Leadership Staff Attachment	Field not completed.
Promotional / Communit	ty Event Information
Information provided for profunding.	romotional / community event for which you are seeking
Date(s) of Event	McKinney Repertory Theatre (MRT) is requesting marketing and promotional funds for the five (5) shows in our 2024 - 2025 season (our 21st season). The 2024-2025 season will be the following shows: The Game's Afoot: A Sherlock Holmes Mystery - October 4-5 &11-12, 2024 Charles Dickens' A Christmas Carol - November 29-30 & December 13-14, 2024 12 Angry Jurors - February 28-March 1 & March 7-8, 2025 Deliver us from Mama - May 2-3 & 9-10, 2025 Barefoot in the Park - August 1-2, 8-9, & 15-16, 2025

Ticket Prices

The cost of general tickets for all of our shows (except for A Christmas Carol) are \$24.50 for adults, \$21 for seniors age 55+ and \$19 for children/students (age 4-18). Tickets for A Christmas Carol are \$14.50 for adults with discounted tickets available for seniors and children.

Describe the target attendee for the event(s)?

Our target audience is adults and families who enjoy the arts and live entertainment. Our main audience for our season is adults 30-70 who are affluent and have money to spend on entertainment. With the help of the grant, over 56% of our audience this past season has been from areas outside of McKinney proving that this grant does help us bring in visitors from other areas who are spending money and contributing to our economy. We even had 16 people from out of state (coming from OK, CA, LA, IL, AZ, MO, KY, TN, VA, NJ, & MD) come to see "A Christmas Carol" while visiting family during the holidays. We have four (4) audience members who consistently drive to come to see shows from Oklahoma and spend the weekend in McKinney.

Is this the first time for this event?

No

If not, what is the history for the event (beginning in what year and how often is event held? We produce five (5) shows a year and have done so since 2007. Every year we produce different shows except for our annual production of " A Christmas Carol" which we have done since 2006.

How will the event showcase McKinney for tourism and / or business development?

Our shows attract attendees to historic downtown McKinney and bring business to its shops and restaurants as many theatergoers come to the historic downtown early to shop, enjoy a glass of wine, and have dinner before the show. Community theater is a proven catalyst for economic development, community engagement, and social enrichment. The US Bureau of Economic Analysis showed that 3.2 percent of US GDP (around \$504 billion USD) is attributable to arts and culture (compared with the entire travel and tourism industry which accounts for 2.8 percent of GDP). According to an NEA study done by the University of Texas at Arlington, there is a strong association between communities with strong artistic and performing arts presences and rising local wages, median incomes, and a positive effect on property values, employment, and income. In short, when community theatres like MRT are supported, creativity flourishes, academics

improve, tourism flourishes, the local economy is boosted and new residents are attracted.

MRT shows bring theatre-goers to historic downtown from the surrounding areas with tickets being purchased from Allen, Fairview, Prosper, Anna, Melissa, Frisco, Plano, & Dallas. This past season over 56% of our audience has been from surrounding areas and have heard about our shows through ads that we have been able to place due to receiving the grant. Many of our audience members go to dinner or lunch, before or after our shows and return to downtown McKinney to take advantage of the special offers from our advertisers in our season show programs. Many of our advertisers (such as Mitzi's Sonoma, Mary's Mountain Cookies, & Cocktail Creamery) have told us that they see the coupons from our program ads more than any other medium that they advertise in.

Expected attendance	Our goal is to have 175 attendees per show time with an average of 1,050 per show run. We anticipate to have 2,100 people in attendance for "A Christmas Carol" this year.
Expected number or percentage of attendees coming from outside McKinney	56%
Location(s) of event(s)	McKinney Performing Arts Center
Does the event support a non-profit (other than applicant)?	No
What percentage of revenue will be	None. We are a nonprofit organization.

Provide a detailed narrative of the event(s) including mission, goals, activities, schedule, production timeline, goals for growth / expansion, etc.

donated(indicate net or

gross)?

McKinney Repertory Theatre (MRT) is requesting marketing and promotional funds for the five (5) shows in our 2024 - 2025 season (our 21st season). The 2024-2025 season will be the following shows:

The Game's Afoot: A Sherlock Holmes Mystery - October 4-5

&11-12, 2024

Charles Dickens' A Christmas Carol - November 29-30 & December 13-14, 2024

12 Angry Jurors - February 28-March 1 & March 7-8, 2025 Deliver us from Mama - May 2-3 & 9-10, 2025 Barefoot in the Park - August 1-2, 8-9, & 15-16, 2025

All our shows will run for two consecutive weekends except "A Christmas Carol" and "Barefoot in the Park". Our annual production of "A Christmas Carol" runs the same weekend as the McKinney Home for the Holidays festival on the weekend following Thanksgiving and are special one-hour performances designed to fit before the tree lighting and other popular holiday events. It will also have performances held on December 13-14th. Our final show of the season will run for three (3) weekends through the last weekend of July and first two weekends of August 2025.

All our shows are presented on the main stage of the McKinney Performing Arts Center and are open to the public to purchase tickets. The cost of general tickets for all of our shows (except for A Christmas Carol) are \$24.50 for adults, \$21 for seniors age 55+ and \$19 for children/students (age 4-18). Tickets for A Christmas Carol are \$14.50 for adults with discounted tickets available for seniors and children.

For each show, we hold auditions 8 weeks before the show opens and hold rehearsals 3-4 times a week in the McKinney Performing Arts Center.

Since receiving the initial grant for our 22-23 Season, our average ticket sales per show have increased by 222% (not including A Christmas Carol which has increased 39% since 2021-22) over the past two years. For our 23-24 Season, we are currently averaging 174 tickets per show up from 125 tickets per show in 22-23. For A Christmas Carol, our best-attended show every year, we averaged 224 tickets per show this year versus 214 in 22-23. For reference, our season before receiving the grant (2021-2022), we averaged 54 ticket sales/attendees per show (not including "A Christmas Carol" which had an average of 161 tickets/attendees per show). Because of the MCDC grant allowing us to advertise our 23-24 Season, we have increased our per-show ticket sales by 28% from last season (and A Christmas Carol by 4.5%) in our 23-24

Season. It has allowed us to bring in more theatre-goers from the surrounding areas with tickets being purchased from Allen, Fairview, Prosper, Frisco, Plano, & Dallas.

With the MCDC funds that we were awarded last year, we were able to continue our previous advertising and continue to expand our advertising presence by advertising in Community Impact (print and digital), Allen/Fairview City Lifestyle magazine & McKinney/Prosper City Lifestyle magazine, expand our social media advertising, test out advertising in Star Local Media print and digital, Collin Denton Spotlighter digital, and Texas Jewish Post print.

For our 2024-25 Season, we aim to continue growing our audience by 20% and attract more theatergoers from Richardson, Sherman, Princeton, Greenville, Prosper, and Dallas to come to McKinney for a night out. We are also continuing to focus on growing our name recognition with current and new McKinney residents who may not know that we exist (especially outside of the historic district) and are continuing to target communities such as Fairview, Sherman, Anna, Melissa, Frisco, Plano, and Allen to visit McKinney to see theatrical entertainment.

With our continued success, we hope to look for a better space to build sets, do fittings, and store our costumes, props, and set pieces in. Currently, we are working out of a non-airconditioned storage space that does not have bathrooms or running water. It is our goal for the 24-25 Season to find a better space that we can customize to make it easier for our volunteers to work in and still be convenient to MPAC. If our success continues, we are also hoping to be able to bring on another part time role that will help us with technical production at MPAC and can train/help our volunteers with set designs, set building, lighting, and sound. All of these additions, will add to the production value of our shows and improve the experience for our volunteers and audience members.

We also hope to add a partnership with another community organization next year and produce a fundraising event that will mutually benefit both parties.

Provide a detailed marketing plan and budget for the event(s). Plan should also include promotional channels (print ads including publication names, social media, radio, posters, flyers, yard signs, etc.).

For our season and each show, we plan on doing a marketing mix of some print and digital that we have seen success with last season, as well as test out new digital mediums. First of all, we will be promoting all of our shows and season on our MRT website, newsletter, and social channels (facebook, instagram, twitter, next door). Our newsletter goes to 580 inboxes and has a 65% read ratio. The McKinney Performing Arts Center will also include us on their website, newsletter, and social channels.

We will be using the grant to print posters that will go up in area businesses in downtown and other parts of McKinney and create vinyl yard signs to put up in front of MPAC. These have been successful in the past with scans of the QR codes. We will also be utilizing Community Impact print and digital as these have been successful last year also. We will be continuing to do Collin Denton Spotlighter digital banner ads and ads on Facebook/Instagram along with post boosts as these are very successful for us. We will be trying out Community Impact Newsletter banners and digital advertising with EVVNT & Next Door for all shows also.

For select shows like "A Christmas Carol" & "Deliver Us From Mama" we will be trying out Local Profile digital. For our season ticket advertisements, we will utilize all of the marketing avenues mentioned above (aside from Local Profile) and also create a season brochure, postcards for events like SERVE & LINKS, and a season ticket flyer to put in "The Games Afoot" show program (this has garnered us a boost of extra season tickets in the past ranging from 5 to 13 extra season tickets sold). We would also like to test out a direct mailing of a select number of neighborhoods that have a higher average income. Many other theaters have reported success with this and we would love to see if we are also successful utilizing this advertising method.

In addition to these, we will also be sending out press releases to local media for our season and shows, posting them on local calendars such as Visit McKinney, McKinney Chamber, Spectrum Local Calendar, Bubblelife, Star Local, and others. We also partner with Young Actors Guild, Rover Dramawerks (Plano), Sherman Community Players, Allen Contemporary

Theatre, and Comedy Arena for ad exchanges in each other's show programs or displays.

Attach marketing plan	MRT 24-25 Season MCDC Marketing Plan+Budget.pdf
Total Promotional Budget	\$14,265.00
What percentage of the total marketing budget does the grant represent?	100%
Marketing lessons learned from past (what worked and what did not).	This year, we will be moving funds to outlets that have proved to work and not be moving forward with methods that did not see great success. We will not be creating postcards for the McKinney Chamber New Resident bags this year as the QR scans for those did not see much success with scans of the QR codes ranging from 4 to 12. We also will not be continuing print ads with Star Local, Fairview/Allen City Lifestyle, or McKinney Prosper City Lifestyle as we did not see the scans we had anticipated from those advertisements. The most scans we saw for any ad in City Lifestyle was 26 scans compared with Community Impact's 61 scans. We only saw one (1) scan from Star Local for "A Christmas Carol" and zero scans for "Clue" which was very disappointing. We will not continue our ad in the McKinney Historic Calendar as that did not result in QR scans either. This year, we also tested advertising in the Texas Jewish Post for our production of "The Diary of Anne Frank" with the special post-show talkback and did not see favorable results with it either and will not continue with them.
	Facebook/Instagram social, Community Impact print and digital, posters, the digital kiosks in downtown and digital with Collin-Denton Spotlighter all did well for us this past season and we are excited to test out the other digital avenues to see how they do.
How will you measure success of your event(s) and marketing campaign? (attendance, website hits, social media indicators,	We will measure success by ticket sales, QR code scans, increase in Facebook and Instagram followers, and by reach and link clicks on social ads. This year, we will also add website hits as an indicator.
etc.)	We were very successful again this year, beating our ticket sales last season by 28%. This year's production of "A

Christmas Carol" was the best attended ever, beating our 2008 record with 2,023 people purchasing tickets. We have not received data for our May show yet and we are about to hold auditions for our summer show.

We would also like to grow our Instagram and Facebook following at an average of 10% for our 2024-2025 Season. We currently have 1,958 followers up from 1,478 Facebook followers last year. We also have 430 followers on Instagram up from 378 from this time last year. In addition, we would like to continue to grow our MRT membership and season ticket holders by 10% next year.

Please include examples of past marketing efforts (screen shots of ads, posters, social posts, radio text, etc.)

Please see the emailed pdf document including these.

MRT Prelim Season Budget 2024-2025 05.23.24.xlsb.xlsx

Additional details related to marketing efforts.

Field not completed.

What percentage of Project / Promotional / Community

80%

Event funding will be provided by the applicant?

Are matching funds available?

Budget

No

What dollar amount and percentage of Promotional / Community Event funding will be provided by other sources such as sponsorship, registration fees, individual or corporate donations, etc.?

Sponsorship Revenue	2500
Registration Fees	87185
Donations	8000
Other (raffle, auction, etc.)	2500
Net Revenue	140,935

Metrics to Evaluate
Success: Outline the
metrics that will be used to
evaluate success of the
proposed Promotional /
Community Event. If
funding is awarded, a final
report will be required
summarizing success in
achieving objectives
outlined for the event.

Ticket sales will be the main metric to evaluate success.

Financial Goals of Promotional / Community Event	
Gross Revenue	140,935
Projected Expenses	135,971
Net Revenue	3,975
Other Funding Sources	We are soliciting sponsors such as Independent Financial for a \$5k season sponsorship on May 29th and HEB in August for a \$5k free student ticket sponsorship. We will also be requesting \$20k from the McKinney Arts Commission this July. We have secured lower-level sponsorships from The Body Shop of \$1k and Susan Beers Realty Group of \$1,500. We will also be hosting a fundraising gala on 9/10/2024.

• Provide an overview of the organization's financial status including the projected impact of the event(s) on the organization's mission and goals

Financial Status of Applying Organization

 Please attach your budget for the current year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why and attach a copy of the 990 filed with the IRS.

Budget	MRT Prelim Season Budget 2024-2025 05.23.24.xlsb_1.xlsx
Financial Statements	MCDC Financials.xlsx
W9	MRT W-9 Form.pdf

IRS Determination Letter (if <u>MRT 501-3c IRS Document_2.pdf</u> applicable)

990 Filed with IRS (if applicable)

MRT 2022 File990N.pdf

Presentation to MCDC Board of Directors

Completed applications that are eligible for consideration by MCDC will be presented to the board according to the schedule on the <u>Grants page</u> of this website. Presentations will be limited to five (5) minutes followed by time for Board questions. Please be prepared to provide the information outlined below in your presentation:

- Summary of organization and goals
- Summary of event(s) to include dates, location, ticket prices, target audience, how your event will showcase McKinney, estimated attendance from within and outside of McKinney (and past attendance, if applicable), event features / activities, how event supports your organization's mission, and non-profit beneficiary, if applicable.
- Specific marketing plans for event(s) including promotional channels to be utilized (print, radio, social media, posters, etc.) and budget for each. Please share the percentage of the total marketing budget that this grant application represents.

Acknowledgements

If funding is approved by the MCDC board of directors, applicant will assure:

- An application is considered complete when it is submitted on time and when it contains all information in this application.
- The Promotional / Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization;
- All funds awarded will be used exclusively for advertising, marketing and promotion of the Promotional / Community event described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Promotional / Community Event. A logo will be provided by MCDC for inclusion on all advertising, marketing and promotional materials. Specifics for audio messaging will be agreed upon by applicant and MCDC and included in an executed performance agreement.

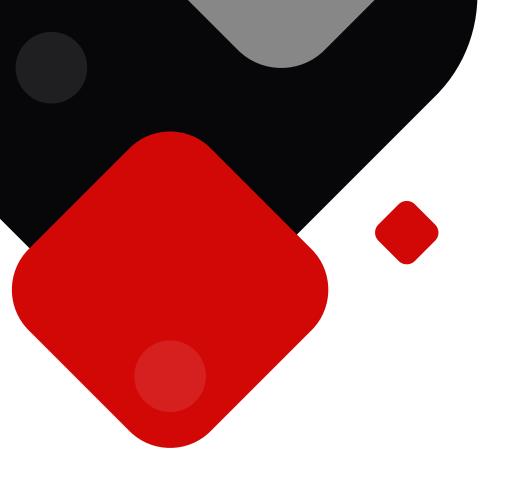
- The organization's officials who have signed the application are authorized by the organization to submit the application.
- Applicant will comply with the MCDC Grant Guidelines in executing the Promotional / Community Event for which funds were received.
- Applicant gives permission for the use of Board presentation images and other published event images on MCDC and City of McKinney website and social media content and print/digital publications.
- Applicant will provide a final report of the Promotional/Community Event(s) no later than 30 days following the completion of the Promotional/Community Event(s). Applicant may choose to use the online form for Final Report found here or email Final Report to info@mckinneycdc.org. If emailed, Final Report may be in any format. All Final Reports should include: narrative report on the event(s), goals and objectives achieved based on performance metrics outlined in the application, financial data (budget vs. actual expenses and revenues along with explanation for variances, amount donated to charity (if applicable), samples of marketing efforts (images of printed materials and ads, screenshots of website and online promotions), and photos and/or video of the event(s).
- Grant funding is provided on a reimbursement basis subsequent to submission of a reimbursement request, with copies of invoices and paid receipts for qualified expenses. Up to 20% of the grant awarded may be withheld until the final report on the Promotional/Community Event is provided to MCDC.

(Section Break)	
Applicant Electronic Signature	Selecting this option indicates your agreement with the above statement.
Chief Executive Officer	Dale G Gutt
Date	5/27/2024
Representative Completing Application	Davina Gazo Stampfel
Date	5/27/2024

Notes

- Incomplete applications or those received after the deadline will not be considered.
- A final report must be provided to MCDC within 30 days of the event / completion of the Promotional / Community Event.
- Final payment of funding awarded will be made upon receipt of final report.

• Please use the <u>Final Report</u> to report your results. A <u>PDF version</u> is also available.





2023-2024 Season

A Selection of Sample Ads





Poster & Vinyl Signage

As part of our 20th Anniversary celebration, we partnered with Kim Guthrie to design all our posters for this hallmark season. This was her first poster for our first show of the season.

The poster and yard signs received 108 scans.



October 6-7 & 13-14, 2023





We created postcards that featured "Clue" on one side and our full season on the other to include in the McKinney Chamber of Commerce New Resident bags.



October 7-8 & 14-15, 2022



We ran ads in Sept. & Oct. City Lifestyle Allen/Fairview & McKinney/Prosper issues.





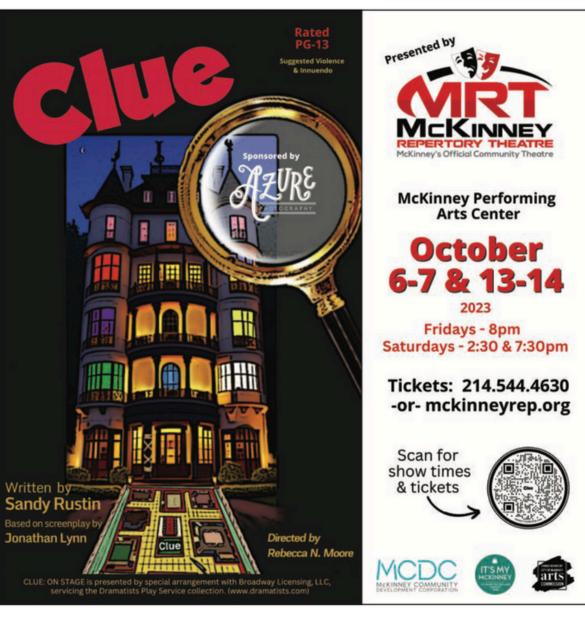
SERVICE 500 W. University Dr, Suite 102, McKinney 972.542.5586 • TempsOfMckinney.com because on Sunday, September 24th, we'll be shouting it from the rooftops. The official win-

can catch th starlocalmed ment of cocelebration lights up our But hold

But hold cause the e stop there. have the porference in th Readers' Ch and Best of I Voting is in as easy as a home page com. Your support you

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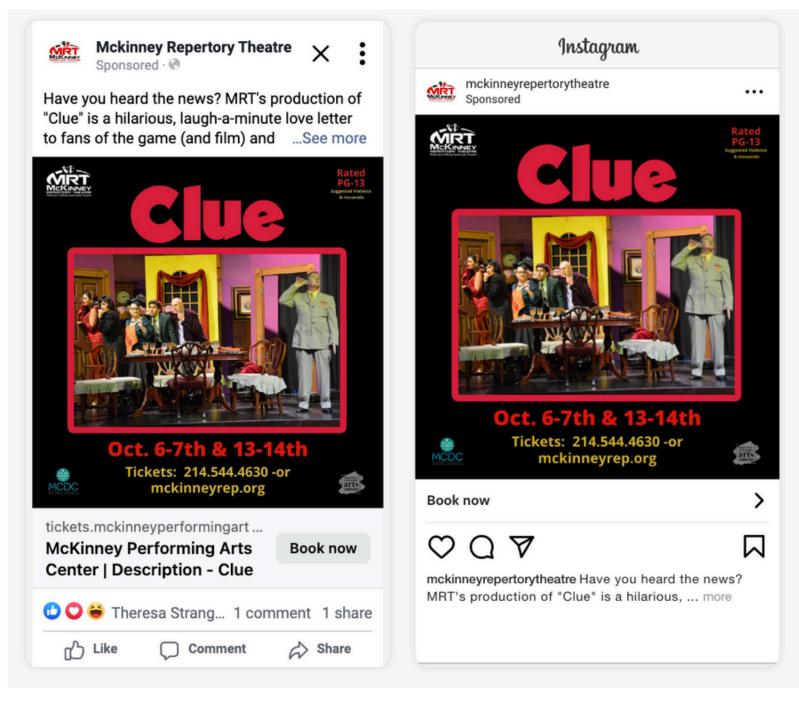


We ran an ad in Star Local's McKinney Courier Gazette on 9/17/2023 and was featured on page 4A.





October 7-8 & 14-15, 2022



We ran event ads on Meta and had 423 link clicks, a reach of 22.8k, and 45.4k impressions.

And post boots which garnered 73 link clicks, a reach of 3,377, and 4,653 impressions.



McKinney Repertory Theatre (MRT) will be presenting Clue at McKinney Performing Arts Center on October 6-7 & 13-14, 2023. Was it Mrs. Peacock in the kitchen with the candlestick? Perhaps it was Mr. Green in the billiard room with the wrench? Watch all of your favorite Clue characters come to life on stage in this hilarious farce-meets-murder mystery. Based on the popular board game and adapted from the 1985 Paramount cult classic film, Clue will keep audiences guessing to the very end.

Tickets are \$24.50 for adults, \$21 for Seniors 55+, and \$19 for students ages 13+ Rated PG-13 for suggested violence and innuendo.

NOTICE: This show contains gunshot sounds and flashing lights.





Was it Mrs. Peacock in the kitchen with the candlestick? Perhaps it was Mr. Green in the billiard room with the wrench? Watch all of your favorite "Clue" characters come to life on stage in this hilarious farce-meets-murder mystery. Based on the popular board game and adapted from the 1985 Paramount cult classic film, "Clue" will keep audiences guessing to the very end. Join MRT as we present "Clue" at McKinney Performing Arts Center on October 6-7 & 13-14, 2023.

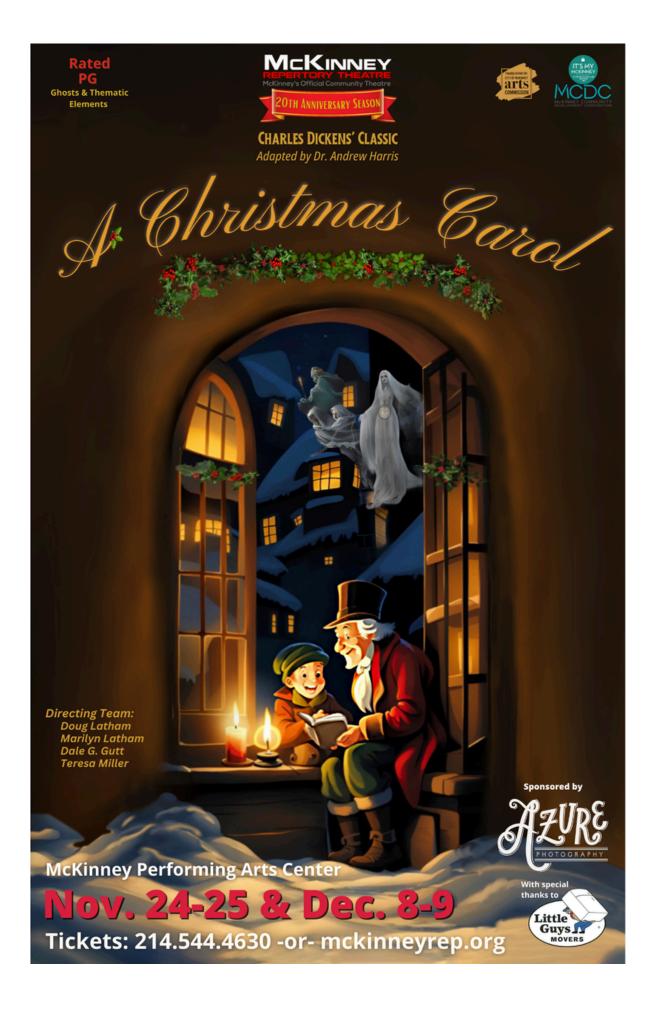
Tickets are \$24.50 for adults, \$21 for Seniors 55+, and \$19 for students ages 13+ Rated PG-13 for suggested violence and innuendo.

NOTICE: This show contains gunshot sounds and flashing lights.



A Christmas Carol Carol

Nov 24-56, Dec 8-9 2023



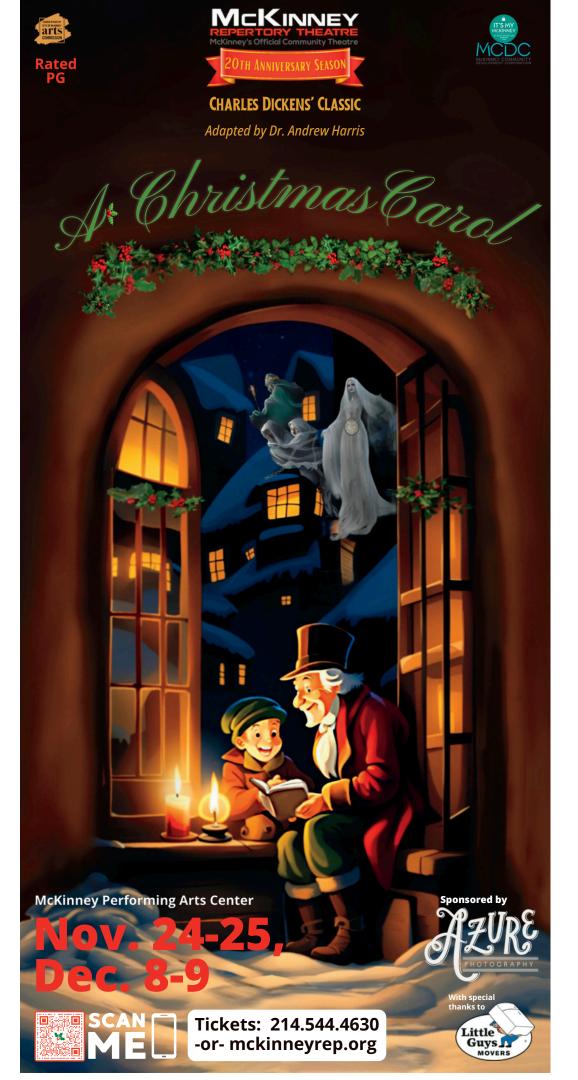
Poster & Vinyl Signage

Our 2nd poster designed by Kim Guthrie.

Unfortunately, we could not get a QR code on our poster, but we could add it to the yard signs of which we got 19 scans.

A Christmas Carol Carol

Nov 24-56, Dec 8-9 2023



Star Local Digital & Print Ad



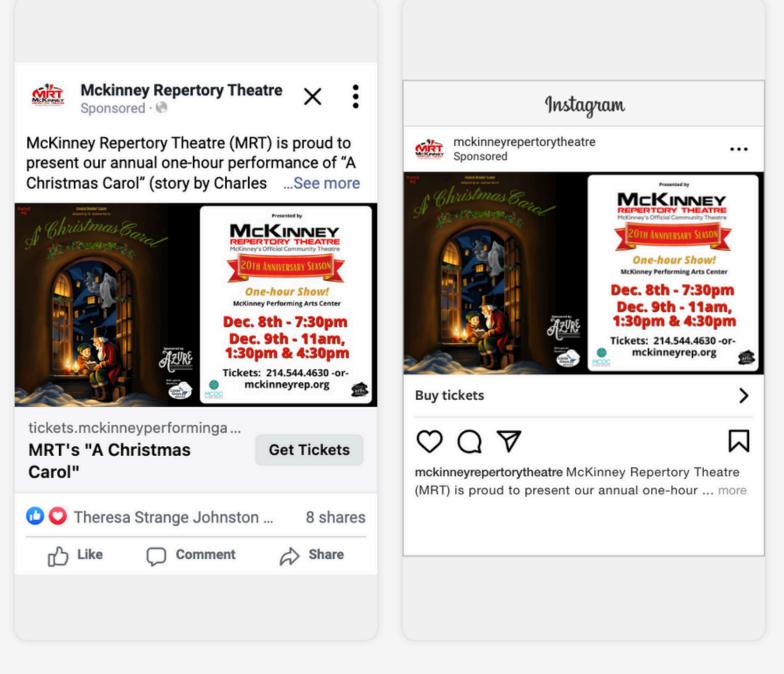
We did both print (left) and digital (top) ads with Star Local Media for "A Christmas Carol".

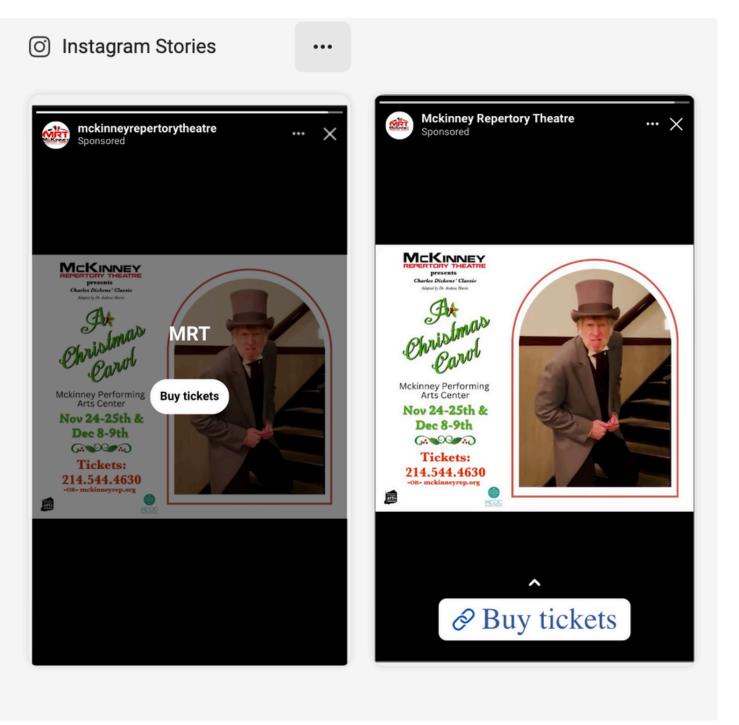
Al Christmas Carol Car

Nov 24-56, Dec 8-9 2023 Meta Ads

We ran event ads on Meta and had 182 link clicks, a reach of 7.8k, and 14.39k impressions.

And video post boots which garnered 232 link clicks, a reach of 3.8k and 7.79k impressions.





Nov 24-56, Dec 8-9 2023



Community Impact Ads





We placed digital ads with Community Impact for the month of November. We had 23,138 impressions with the ads.

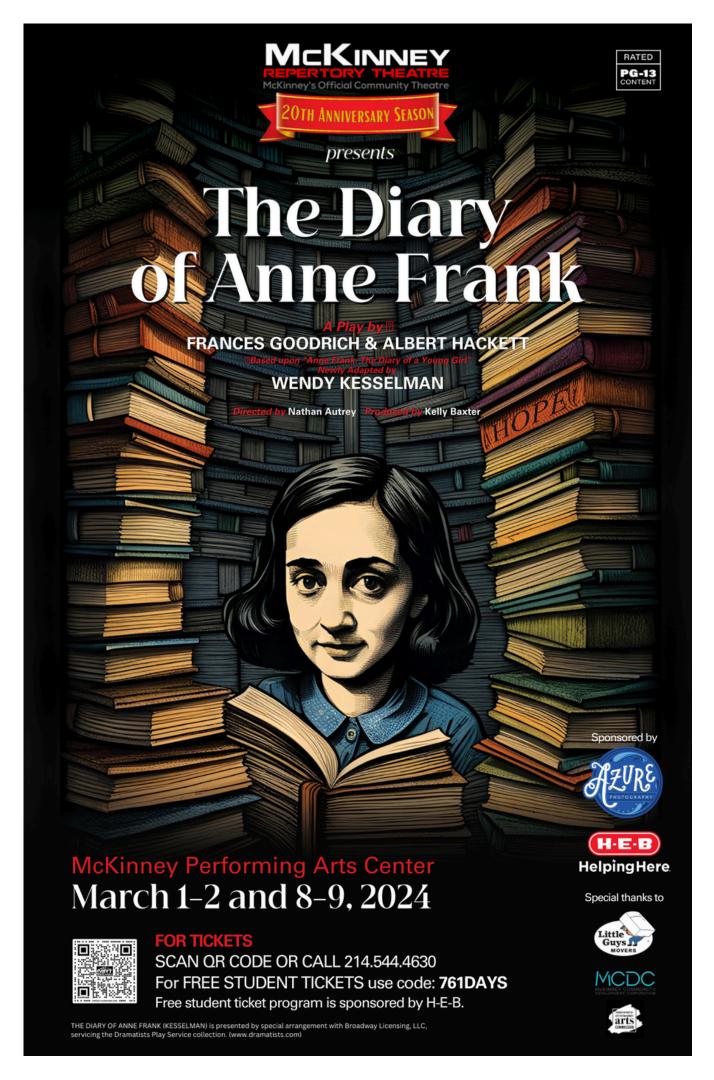


Nov 24-56, Dec 8-9 2023



We began to test digital ads with Collin Denton Spotlighter digital.

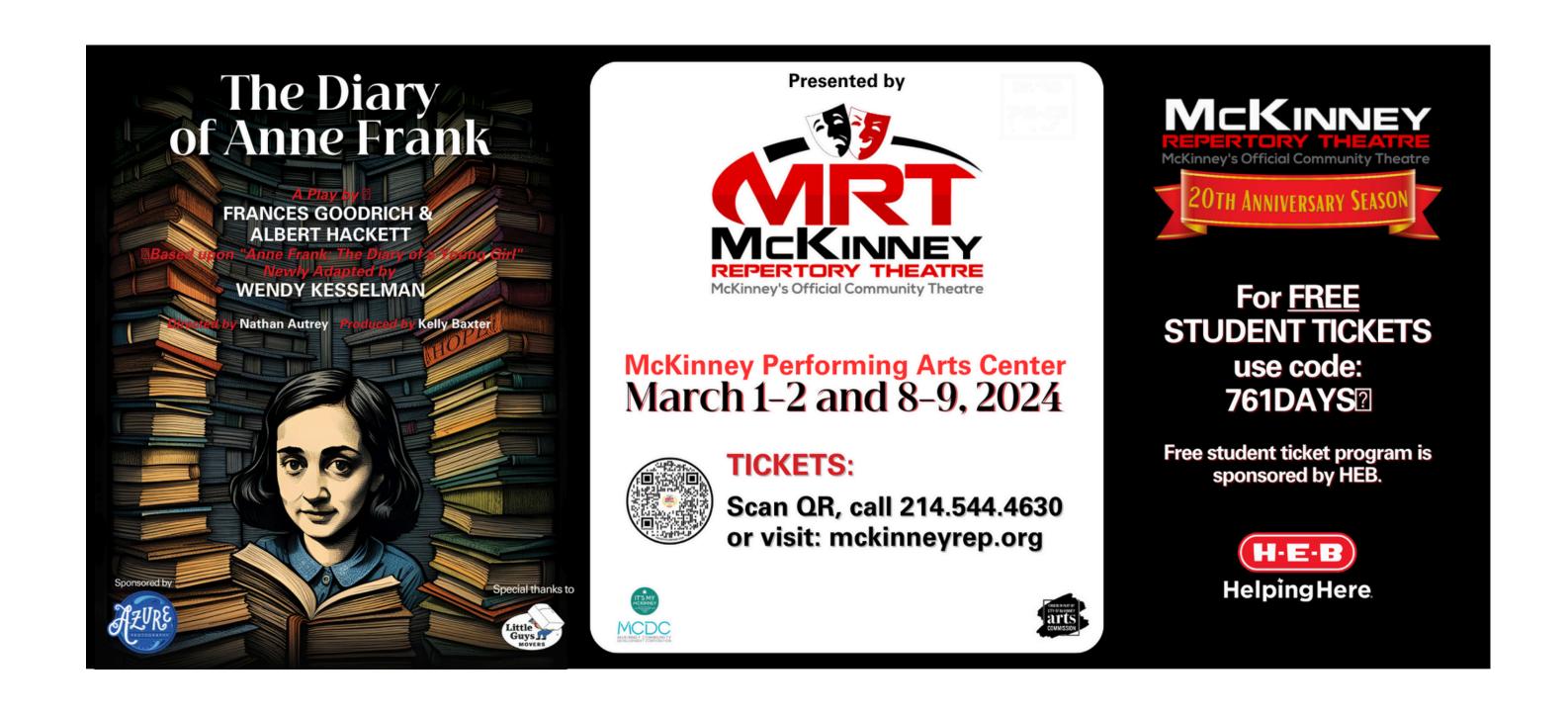




Poster, Yard Sign & Kiosk

Our 3rd poster designed by Kim Guthrie which had 83 scans.







Community Impact Print & Digital





The Diary of Anne Frank McKinney Performing Arts Center March 1–2 and 8–9, 2024

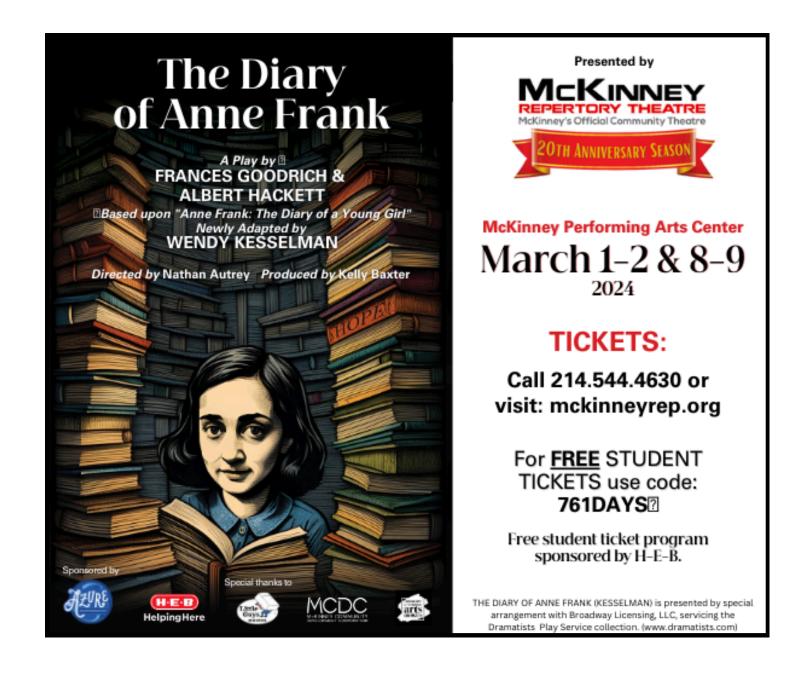




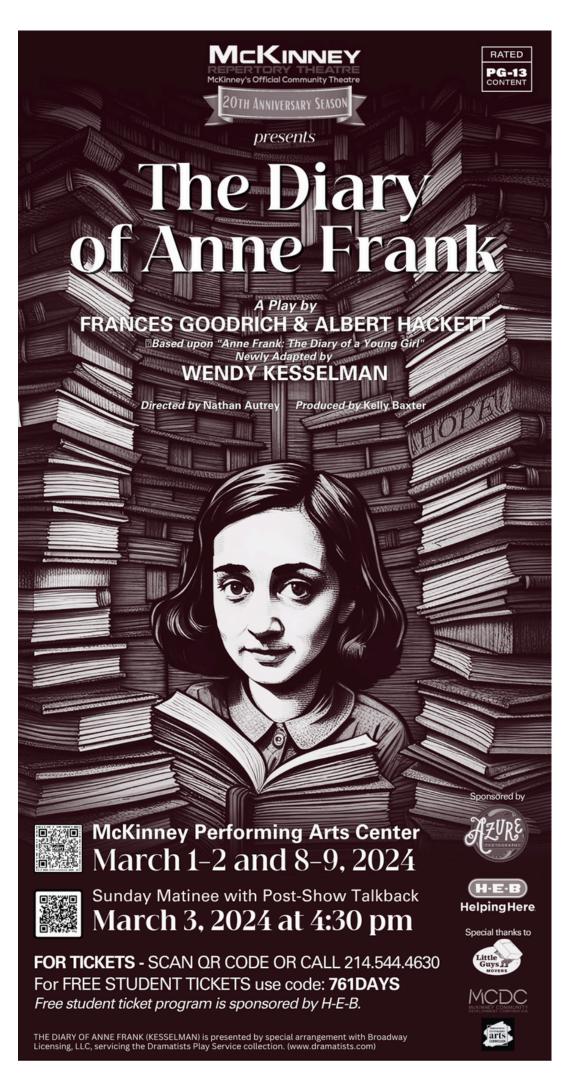


VISIT: MCKINNEYREP.ORG OR CALL 214.544.4630 For FREE STUDENT TICKETS use code: 761DAYS

We placed print and digital ads with Community Impact for the month of February. We had 61 scans of the print ad and 20,852 impressions with the digital ads.





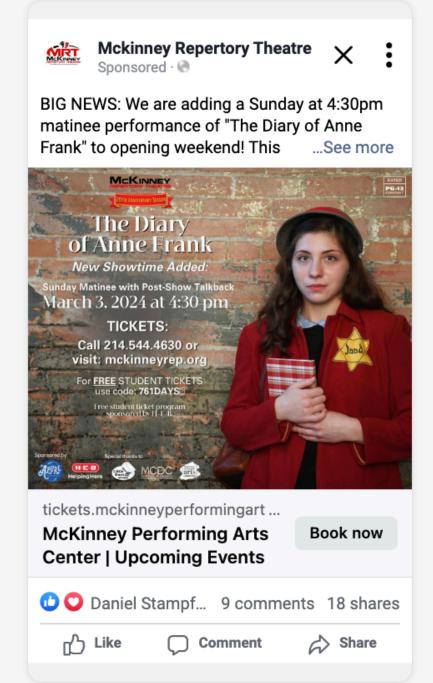


Texas Jewish Post Ad

We tested putting an ad in the Texas Jewish Post for two weeks.









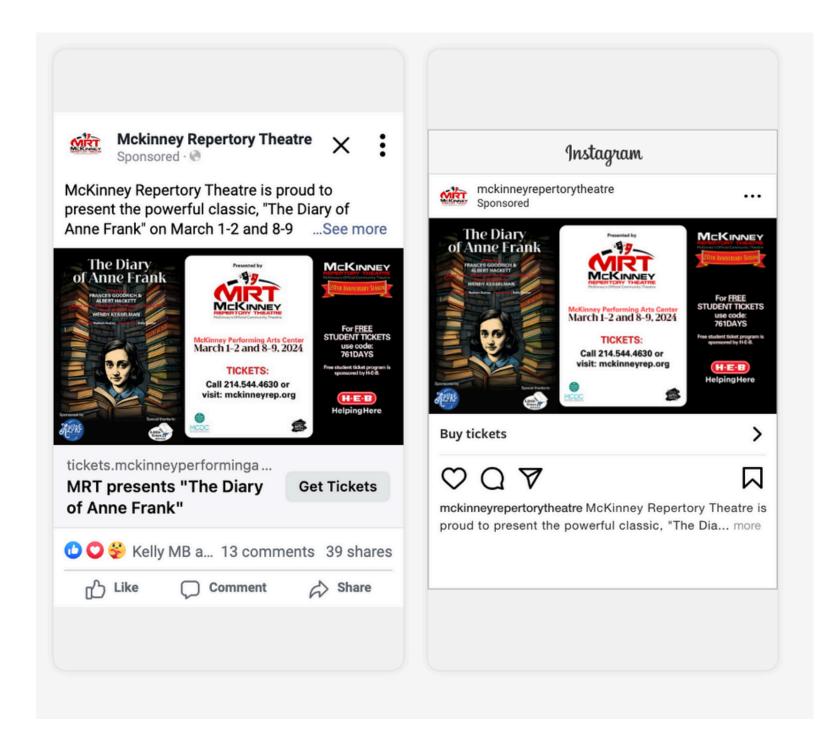


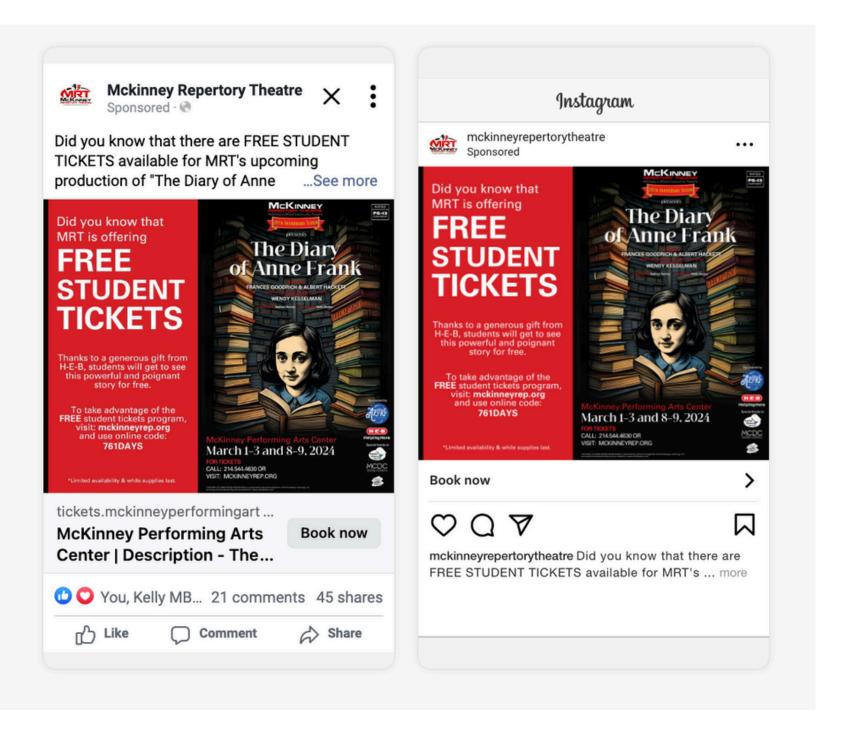


We ran post boosts featuring the actress playing Anne and they resulted in 71 link clicks, 3K reach, and 4,500 impressions.









We ran event ads on Meta and had 386 link clicks, a reach of 15k, and 42k impressions and a free student ticket post boots which resulted in 257 link clicks, 9.5K reach, and 15k impressions.

Show Budget 2024-2025

	Oct 2	2024	Oct :	2024	Nov/De	ec 2024	Mar	2025	Apr	2025	May	2025	Jul/Aug	2025		
Expenses	Games Afoot		Murd Myst Budget	Murd Myst Expense	ACC Budget	ACC Expenses	12 Angry Budget		Murd Myst Budget	Murd Myst Expenses	Deliver Us Budget		Barefoot Budget	FP Expenses	2024-25 Budget	2024-25 Expenses
MPAC rental	4,545				4,773		4,545				4,545		6,375		24,782	-
Royalties	780				-		1,200				840		1,170		3,990	-
Scripts	207				-		347				248		184		986	-
Show Programs/Print Material	1,500				2,250		1,625				1,540		2,140		9,055	-
Show Signs	120				115		120				115		120		590	-
Director	400		100		400		400		100		400		400		2,200	-
Director Gas Stipend	50				50		50				50		50		250	-
Stage Manager	200				200		200				200		200		1,000	-
Producer	150				150		150				150		150		750	-
Set Designer	300				200		200				300		300		1,300	
Master Carpenter	700				350		350				700		700		2,800	
Scenic Designer	150				150		150				150		150		750	
Light Designer	300				300		300				300		300		1,500	-
Sound Designer	200				200		200				200		200		1,000	-
Costume Designer	100				200		100				100		100		600	-
Seamstress	100				100		100				100		100		500	-
Prop Master	100				100		100				100		100		500	-
Light Board Operator	120				180		120				120		180		720	-
Sound Board Operator	120				180		120				120		180		720	-
Projector Operator	-				180		-				120		-		300	-
Videographer	50				50		50				50		50		250	
ASL Interpretation	160				160		160				160		160		800	-
Show Security (Secured Dallas)	945				665		945				945		1,418		4,918	-
Construction materials	2,000				500		650				1,500		1,500		6,150	-
Lighting materials	50				50		50				50		50		250	-
Costumes	350		100		550		350		100		350		350		2,150	-
Hair/Makeup Artist	100				100		100				100		100		500	-
Hair/Makeup Materials	75				75		75				75		75		375	-
Props	200				200		200				200		200		1,000	-
Musicians	-				1,500		-				-				1,500	-
Choreographer	-				-		-				-				-	-
Fight Choreographer	-				-		-				-		-		-	-
Music Director					-										-	-
Special Effects	-		-		300		-				-		-		300	-
Cast/Crew Appreciation	350				500		350				350		350		1,900	
Load out (movers)																
Miscellaneous	200				200		200				200		200		1,000	-
Total show expenses	14,622	-	200	-	14,928	-	13,507	-	200		14,378	-	17,551	-	75,386	-
Ticket Sales	14,227		1,250		20,163		14,227		1,750		14,227		21,341		87,185	-
Concessions	1,500		.,200				1,500		.,. 55		1,500		2,250		6,750	_
Total show revenue	15,727	-	1,250	-	20,163	-	15,727	-	1,750	-	15,727	-	23,591	-	93,935	-
Total Show Net Income	1,105	-	1,050	-	5,235	-	2,220	-	1,550	-	1,349	-	6,040	-	18,550	

Includes \$355 for posters/postcards

	FY 22/23 Actuals	YTD.Apr 23/24	FY 24/25 Budget
INCOME			
Grants	28,976	23,119	34,500
Ticket Sales	86,020	61,830	87,185
Member Dues	1,090	1,893	2,000
Donations	9,885	8,956	8,000
Sponsorships/Program Ads	7,266	810	2,500
Concessions	6,567	4,900	6,750
Misc	751	200	-
Total Income	140,555	101,708	140,935
EXPENSES			
Administrative Salaries & Contracts	10,082	10,740	24,507
Artistic Salaries & Contracts	12,170	9,685	17,940
Facility Costs	14,732	11,162	17,568
Marketing & Promotions	10,035	6,638	14,700
Program Production Costs	44,671	40,446	61,501
Total Expenses	91,690	78,671	136,216
NET INCOME	48,865	23,037	4,719

5201 4 P.O. Box 2508
Cincinnati OH

4 3 reply refer to: 02482194. b. 29, 2012 LTR 4168C E0 -1042926 000000 00 8 000228 In Fe

BODC:

MCKINNEY REPERTORY THEATR
% JAKE CORRELL
111 N TENNESSE ST STE 305
MCKINNEY TX 75069-4319

Employer

33-10 Ms. E ification Number erson to Contact Telephone Number Identification Person to

0 5-1042926 s. Benson 377-829-550 Φ O Fr To11

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0 ח informati 00 4 4 S edne 5 • 012 2 6 ~ _ s is in response to your Feb. arding your tax-exempt status Thi reg

0 rH erminat unde s exempt in a dete S'I O Revenue Code recognized e ecords indicate that you wer on 501(c)(3) of the Internal r issued in February 2004. Our reco section letter i

oundation within are described in private for 4a e C p that you are not 9(a) of the Code records also indicate meaning of section 50:ion 509(a)(2). ection ur r Our the sect

4 5 0 0 Φ Donors may deduct contributions to you as provided in section 170 the Code. Bequests, legacies, devises, transfers, or gifts to you for your use are deductible for Federal estate and gift tax purposift they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

0 D 0 \subseteq 0 filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for the consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code or organizations.

97%S