

2018 ANNUAL REPORT

Curt Columbus, The Arthur P. Solomon & Sally E. Lapides Artistic Director ■ Tom Parrish, Executive Director

AT A GLANCE... 2017-18 SEASON

MAINSTAGE SEASON

Death of a Salesman by Arthur Miller

Sep. 28 – Nov. 26, 2017

Skeleton Crew by Dominique Morisseau

Oct. 1 – Nov. 22, 2017

A Christmas Carol by Charles Dickens

original music by Richard Cumming

Nov. 9 – Dec. 31, 2017

*Into the Breeches! ** by George Brant

Jan. 25 – Feb. 25, 2018

Othello by William Shakespeare

Feb. 15 – Mar. 18, 2018

Native Gardens by Karen Zacarías

Apr. 5 – May 6, 2018

Ragtime book by Terrence McNally, music by

Stephen Flaherty, lyrics by Lynn Ahrens

Apr. 26 – May 27, 2018



DEATH OF
A SALESMAN



A CHRISTMAS CAROL



SKELETON CREW



RAGTIME



OTHELLO



NATIVE GARDENS



INTO THE BREECHES!

*WORLD PREMIERE
COMMISSION

BROWN/TRINITY REP MFA PRODUCTIONS

Twelfth Night by William Shakespeare

Oct. 12 – 15, 2017

Love's Labour's Lost by William Shakespeare

Oct. 26 – 29, 2017

Neva by Guillermo Calderón

Nov. 30 – Dec. 10, 2017

An Acorn by Caridad Svich

Mar. 1 – 11, 2018

Eurydice by Sarah Ruhl

May 4 – 19, 2018

Prowess by Ike Holter

May 5–20, 2018

READINGS AND EVENTS

AMERICA TOO: *Just Like Us*

Shakespeare en el Verano: *Romeo y Julieta*

Write Here Write Now

Context and Conversations Series

Mike Birbiglia: *The New One*

PROGRAMMATIC HIGHLIGHTS

- The season began with the bold pairing of **Arthur Miller's masterpiece *Death of a Salesman*** and **Dominique Morriseau's contemporary hit *Skeleton Crew***. The two shows ran in rotating repertory, on the same set and with some of the same actors, and when seen together, they examined class and race in America.
- Breaking box office records, the annual holiday tradition of ***A Christmas Carol* became Trinity Rep's highest selling show of all time**. Directors Angela Brazil and Stephen Thorne crafted a funny and heart-forward version of Dickens' tale, and Joe Wilson, Jr. was an iconic and incredibly moving Ebenezer Scrooge. This version of *A Christmas Carol* featured over twenty different community organizations, putting the Rhode Island community center stage.
- In the winter, Trinity Rep premiered **George Brant's nostalgic backstage comedy, *Into the Breeches!***, which became Trinity Rep's **second highest-selling world premiere**, and has already gone on to have four other productions across the country. *Into the Breeches!* is an excellent example of Trinity Rep's first rate new play development program that will influence the field for years to come.
- ***Othello* was the educational centerpiece of the season**, including over 100 free workshops at local schools and six student matinees attended by more than 3,000 students. *Othello* was directed by Whitney White, a Brown/Trinity MFA alum and an up-and-coming artist recently named one of Broadway's 40 Under 40.
- The season concluded with a magnificent production of the musical ***Ragtime*, which ran to sold out houses**, and also thematically tied together ideas presented throughout the season: class, race, women's empowerment, and social justice.
- Trinity Rep launched **AMERICA TOO, an annual event for members of the community to discuss, write, and perform about issues directly affecting them**. The first AMERICA TOO focused on the human cost of ending DACA, collaborating with Rhode Island Latino Arts on a staged reading and discussion of Karen Zacarias's *Just Like Us*.
- **Shakespeare en el Verano returned, providing free outdoor performances** of a new bilingual adaptation of Shakespeare's *Romeo y Julieta* at locations throughout Rhode Island.
- Trinity Rep's landmark **Project Discovery program brought in over 16,000 students** to experience live theater, many for the first time. Young Actor's Summer Institute continues to be one of the best summer arts programs of its kind in New England. Trinity Rep Active Imagination Network (TRAIN) served over 600 people with autism and special needs from Bradley Hospital's Adolescent Inpatient Unit, The Autism Project, Hasbro Children's Hospital Partial Hospitalization Program, Seven Hills Rhode Island, ProAbility, and Bradley School; and Creative Classrooms Arts Integration programming served 500 students in Providence Public Schools.
- The Brown University/Trinity Rep MFA Program continued to rise in the college rankings, and in 2018 became **one of only a handful of tuition-free acting and directing programs** in the country.



YOUNG ACTORS SUMMER INSTITUTE (YASI)

AWARDS

- Motif Awards:**
- Production of the Year – Professional: *Ragtime*
 - Female Lead in a Musical: Rachael Warren, *Ragtime*
 - Supporting Female – Professional: Phyllis Kay, *Death of a Salesman*
 - Editors' Pick: Rebecca Gibel, *Ragtime*
 - Set Design – Professional: Eugene Lee, *Ragtime*
 - Costume Design – Professional: Kara Harmon, *Ragtime*
 - Lighting Design – Professional: Amith Chandrashaker, *Othello*
 - Sound Design – Professional: Mikhail Sulaiman, *Othello*
 - Sound Design – College: Anna Drummond, *Eurydice*
 - Favorite Concessions: Trinity Rep
- Independent Reviewers of New England Awards:**
- Phyllis Kay, Best Supporting Actress, *Death of a Salesman*
- Providence Business News 40 Under 40:** Tom Parrish, Executive Director
- AIDS Care Ocean State:** Dedication of the Arts, 2017
- NAMI (National Alliance for Mental Health) Rhode Island:** Ally of the Year

BY THE NUMBERS

PRODUCTION AND ATTENDANCE

Number of Productions	15
Number of Public Readings and Events	10
Total Number of Performances and Events	331
Total Number of Tickets	88,643
Number of Subscribers	3,724
Subscriber Renewal Rate	82%

DONOR SUPPORT

Number of Individual Donors	1,067
Individual Donor Renewal Rate	56%
Percentage of Subscriber Households Donating to the Annual Fund	29%

EDUCATION PROGRAMMING

Project Discovery Student Matinee Attendance	16,267
Post-Show Discussion Participants	6,445
Young Actors Summer Institute Participants	192
Young Actors Studio Participants	178
Off-Site Residency and Workshop Participants	1,429
Creative Classrooms Arts Integration Participants	500
School-to-Career Internship/Lecture/Tour/Workshop Participants	~1,000
TRAIN: Trinity Rep Active Imagination Network Participants	624
ArtsTalk Students	457
Adult Class Participants	85

EMPLOYMENT

Total Full-Time, Part-Time, and Seasonal Employees	301
Number of Volunteers	522
Estimated Economic Impact	\$13MM

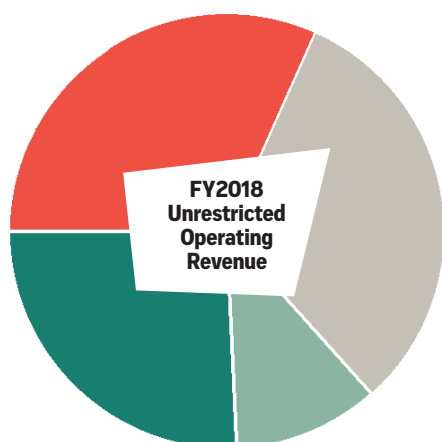
FINANCIAL HIGHLIGHTS

- Trinity Rep achieved an operating surplus for the first time in about two decades. Unrestricted operating results, including non-cash depreciation expense, improved \$315,300 to a modest surplus of \$148,173 or 1.5% of functional expenses in FY2018.
- Total operating revenue, support, and releases grew 5.5%, while total operating expenses only grew 2.1%.
- The accumulated operating deficit decreased from (\$1,676,571) in FY2017 to (\$1,038,134) in FY2018.
- New endowment contributions of \$312,514 and investment gains brought total endowment and quasi-endowment assets to \$2,831,005 on June 30, 2018.
- Capital contributions of \$1,437,706, mostly from the Rhode Island Cultural Facilities Bond, funded completion of the HVAC system replacement, renovation of the Dowling Theater and lobby, a new website and customer relationship management system, and theatrical equipment for touring.
- Total net assets increased \$2,011,520 in FY2018, compared to an increase in total net assets of \$918,682 in FY2017.

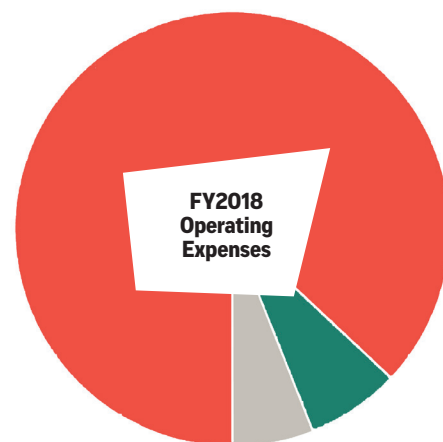
STATEMENT OF FINANCIAL POSITION					
AS OF JUNE 30,	Unrestricted	Temporarily Restricted	Permanently Restricted	Totals	
				2018	2017
ASSETS					
Current Assets					
Cash & cash equivalents	\$ 1,560,379	\$ 61,469	\$ 5	\$ 1,621,853	\$ 1,352,322
Unconditional promises to give	521,548	280,328	172,256	974,132	1,142,162
Prepaid expenses & other current assets	196,601	—	—	196,601	176,049
Total Current Assets	2,278,528	341,797	172,261	2,792,586	2,643,533
Unconditional promises to give	—	322,550	80,771	403,321	163,658
Property & equipment, Net	5,906,245	—	—	5,906,245	4,985,411
Assets held in Fund	97,875	436,468	2,296,662	2,831,005	2,474,302
Deposits	7,450	—	—	7,450	6,950
TOTAL ASSETS	8,290,098	1,100,815	2,549,694	11,940,607	10,273,854
LIABILITIES					
Current Liabilities					
Accounts Payable & Accrued Expenses	212,063	—	—	212,063	410,812
Loans payable & capital lease obligation	234,504	—	—	234,504	234,504
Deferred Revenue	1,318,516	—	—	1,318,516	1,356,001
Total Current Liabilities	1,765,083	—	—	1,765,083	2,001,317
Loans payable & capital lease obligation	2,975,144	—	—	2,975,144	3,083,677
TOTAL LIABILITIES	4,740,227	—	—	4,740,227	5,084,994
NET ASSETS	3,549,871	1,100,815	2,549,694	7,200,380	5,188,860
TOTAL LIABILITIES & NET ASSETS	\$ 8,290,098	\$ 1,100,815	\$ 2,549,694	\$ 11,940,607	\$ 10,273,854

STATEMENT OF ACTIVITIES						
FOR THE YEAR ENDED JUNE 30,	Unrestricted		Temporarily Restricted	Permanently Restricted	Totals	
	Operating Activity	Non-Operating/ Capital			2018	2017
REVENUE & SUPPORT						
Earned Revenue	\$ 6,822,535	\$ —	\$ 223,679	\$ —	\$ 7,046,214	\$ 6,750,028
Contributions, grants & support	2,490,439	1,437,706	568,344	312,514	4,809,003	3,889,109
Net Assets Released from Restriction	678,896	—	(678,896)	—	—	—
TOTAL REVENUE, SUPPORT & RELEASES	9,991,870	1,437,706	113,127	312,514	11,855,217	10,639,137
EXPENSES						
Program Services	8,568,303	—	—	—	8,568,303	8,492,711
Management & General	660,615	—	—	—	660,615	643,876
Fundraising	614,779	—	—	—	614,779	583,868
TOTAL EXPENSES	9,843,697	—	—	—	9,843,697	9,720,455
CHANGE IN NET ASSETS	148,173	1,437,706	113,127	312,514	2,011,520	918,682
Net Assets, Beginning of Year	1,963,992		987,688	2,237,180	5,188,860	4,270,178
Net Assets, End of Year	\$ 3,549,871		\$ 1,100,815	\$ 2,549,694	\$ 7,200,380	\$ 5,188,860

To obtain a copy of the complete audited financial statements, visit www.TrinityRep.com/about/financials or call (401) 521-1100.



- Ticket Sales 32%
- Brown/Trinity Rep MFA 26%
- Contributed Income 31%
- Other Earned Income 11%



- Program Services 87%
- Management & General 7%
- Fundraising 6%

2017-18 BOARD OF TRUSTEES

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Kate Sabatini*
Ken Sigel
Alec Stais
Donna Vanderbeck
Patricia Watson
Maribeth Q. Williamson*
Don Wineberg
Simon Wood

*Executive Committee



PHOTOS FROM TOP The second season of Shakespeare en el Verano with performances of *Romeo y Julieta* throughout Rhode Island during the summer of 2017. In 2017, Trinity Rep launched AMERICA TOO, which uses theater and community performers to catalyze discussion on the issues that push and pull our community. L to R: Jane S. Nelson, Morris Nathanson, Jeannine Chartier, and Mary McDonnell (not pictured here) were honored at the 2018 Pell Awards Gala in May 2018. Mia Ellis performs at the Project Discovery Gala, raising funds for the landmark program and other education programs at Trinity Rep.

ABOUT TRINITY REPERTORY COMPANY

Trinity Repertory Company's mission is to reinvent the public square with dramatic art that stimulates, educates, and engages our diverse community in a continuing dialogue.

Since its founding in 1963, Trinity Rep has been one of the most respected regional theaters in the country. Featuring one of the last long-standing resident acting companies in America, Trinity Rep presents a balance of world premiere, contemporary, and classic works in its two venues: the 500-seat Malcolm and Elizabeth Chace Theater and the 250-seat Joseph and Sally Dowling Theater.

As Rhode Island's largest arts organization, Trinity Rep has a significant impact on the community and is a linchpin of Providence's arts and entertainment district. Trinity Rep has produced a number of celebrated world premieres, mounted national and international tours, trained hundreds of new actors and directors through its MFA programs (now in association with Brown University), and has consistently been a pioneer in arts education for people of all ages and abilities. The Brown University/Trinity Rep MFA program has become a leader in graduate training for actors and directors by offering in-depth classroom work in conjunction with a professional theater, and is widely regarded as one of the best in the country.

Since 1973, Trinity Rep's home has been the Lederer Theater Center, a historic landmark built as the Majestic Theater in 1917. In 1981, Trinity Rep won the Regional Theater Tony Award, and in 2014, it was named the State Theater of Rhode Island.

YOUR HOME FOR DRAMATIC DISCOVERIES

PHOTOS ON FRONT COVER FROM TOP

Photos from L to R: Billy Hutto, Stephen Berenson, and Matt Lytle in *Death of a Salesman*; Daniel Duque-Estrada and Joe Wilson, Jr. in *A Christmas Carol*; Lizann Mitchell and Jude Sandy in *Skeleton Crew*; Rebecca Gibel in *Ragtime*; Rebecca Gibel, Stephen Thorne, and Charlie Thurston in *Othello*; Anne Scurria, Timothy Crowe, Daniel Duque-Estrada, and María Gabriela Rosado González in *Native Gardens*; and Phyllis Kay, Meghan Leathers, Janice Duclos, Anne Scurria, and Rachael Warren in *Into the Breeches!* Photos by Mark Turek.