



\* 2018-2019 \*

# REPORT TO THE COMMUNITY



Dear Friends,

Our sincerest gratitude to everyone who joined in making Playhouse Square's fiscal 2018-19 yet another memorable year as it broke records, celebrated 31 consecutive years of a balanced budget and hosted several "firsts."

At this writing, the phenomenal 2019-2020 KeyBank Broadway Series welcomed another record: 48,629 season ticket holders! Our KeyBank Broadway Series is the largest for touring Broadway shows of any city in the country...larger than cities with far greater populations, which illustrates the enthusiastic welcome Cleveland gives to Broadway productions.

On that note, Playhouse Square welcomed the revival tour of *Hello, Dolly!* But the show that had all Northeast Ohio buzzing was our sold out six-week run hosting the first national tour of the blockbuster *Hamilton*, which helped contribute to the 1,214,222 guests who walked through our doors for 2018-2019's 1082 performances.

To say things were "looking up" at Playhouse Square the past year would be an understatement. The entire city was literally "looking up" as Playhouse Square's dream project of an apartment tower, The Lumen, began its climb toward a Summer 2020 opening.

Playhouse Square's timing on this project could not have been more prescient with the skyrocketing demand for downtown residential living. This state-of-the-art building continues Playhouse Square's leading community role – not only in programming great entertainment for our venues – but to mentor the many theater district holdings, thus insuring the types and quality of the buildings and businesses for a vibrant and viable neighborhood.

Playhouse Square has become a symbiosis of theaters, businesses, restaurants and residential living, stewarded by our Real Estate Services Division. The success of this Division continues to be vital to both Playhouse Square and Downtown Cleveland as we attract diverse businesses and improve existing buildings. (Our Box Office and KeyBank State Theatre recently received improvements, including for the KeyBank State: new seats, carpeting, mezzanine bar, dressing rooms and stage house.)

Such improvements take place by virtue of the conclusion of one of the most successful campaigns in our history: the Advancing the Legacy campaign to ensure the future of Playhouse Square for generations to come. Our goal to raise \$100 million was surpassed at \$110 million, thanks to our generous donors, including KeyBank, which early on committed \$10 million to the campaign.

"Welcomes" throughout the year included Cleveland State University's Film School taking up residence in the Idea Center; Republic Food + Drink opening in the former Otto Moser space; the kickoff of a National Geographic Live speaker series; a new ticketing system plus a new department to handle single ticket sales in-house. Playhouse Square also initiated its first Staging Success Career Fair geared towards entry-level/internship networking for technical/stage craft, administrative, stage management, film and video production opportunities.

No less important were the year's repeats: Disney Musicals in Schools, planting sustainable musical theater programs in area elementary schools; our fourth Dazzle Awards honoring musical theater in area high schools; another year of our sold-out Children's Theater Series; student matinees that attracted 39,516 young guests; and our young professionals group, Partners, celebrating yet another sold-out Jump Back Ball.

Of course, none of these events could have transpired without two important groups: our talented staff, who, for the 10th consecutive year, again helped us be named one of Northeast Ohio's top workplaces in an independent *Plain Dealer* survey; and the RedCoat volunteers (including 500 new recruits) who collectively gave 178,536 hours of service.

This report to the community is the first in 28 years not co-written by Art J. Falco, our out-going President & CEO. Art recently chose to step down from that role but continue on as a Senior Advisor for Special Projects, focusing on real estate initiatives, specifically The Lumen. We thank Art for his years of service and foresight. Accomplishments under Art's aegis include: the growth of Playhouse Square from five performance spaces to 11, averaging annual attendance of more than one million guests; establishment of Playhouse Square Real Estate Services, creation of downtown Cleveland's first Business Improvement District, later adopted city-wide as Downtown Cleveland Alliance; the development of the Playhouse Square District's hotel, restaurants and residential initiatives; and innovative partnerships with Cleveland Play House, Cleveland State University and ideastream.

As we begin a new decade, again thanking our board, donors and sponsors for their continued stewardship, we anticipate that this year's inspired groundwork will germinate into yet another landmark year as 2019-2020 progresses. Please read on to learn more of the past year's highlights.

Best Wishes,



Amy Brady  
Chair



Gina Vernaci  
President & CEO

2018 - 2019

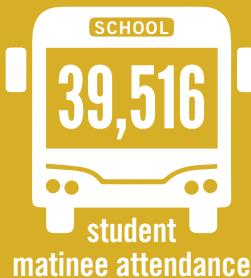
# BY THE NUMBERS



**31st year**  
with balanced budget



**10th year**  
as one of Northeast  
Ohio's top workplaces  
(Plain Dealer)



**178,536**  
hours of service by  
RedCoat Volunteers

**3** summer  
festivals



**1,199,258**  
guests

## WE ARE INIMITABLE

Raised \$110 million through Advance the Legacy Campaign

Hosted the national tour of HAMILTON



Welcomed Cleveland State University Film School  
to Idea Center

Created a new department to handle single ticket sales in-house

Received prestigious Joyce Foundation and  
National Endowment for the Arts grants



National  
Endowment  
for the Arts  
[arts.gov](http://arts.gov)

# MORE HIGHLIGHTS

Opened the national tour of *Hello, Dolly!*



Recruited  
**500**  
new RedCoat  
volunteers

Started construction on **The Lumen** apartment tower



Held first industry  
career fair



Welcomed  
former  
First Lady  
Michelle  
Obama



Celebrated the opening of  
Republic Food + Drink



Introduced National Geographic  
Live speaker series



Announced  
**first sensory-friendly Broadway performance**  
with Disney's  
*The Lion King*

Hosted the  
annual  
**Dance/USA**  
conference

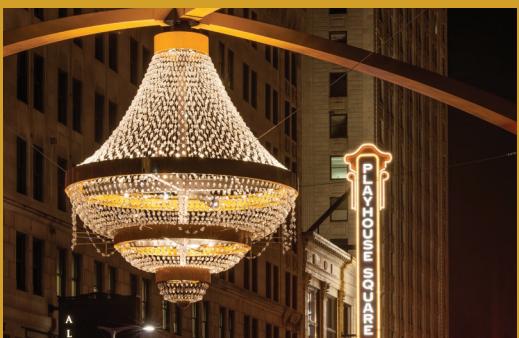
Transitioned to  
**a new ticketing system**

## Awards Given



Presented the  
Playhouse Square Star  
Award for Achievement  
in the Performing Arts  
to Broadway producer  
**Michael David** and  
**Eward Strong**

**Falco AWARD**  
Honored  
**Pat and John Chapman**  
with our  
Falco Award for  
contribution to  
the success of  
Playhouse Square



## Playhouse Square exceeds Advance the Legacy campaign goal; raises \$110 million

Playhouse Square shines brightly today thanks to the dedication and foresight of individuals who saw the theaters both as a symbol of Cleveland's past and an inspiration for the future. To honor their efforts and further our not-for-profit mission, in 2014, we began to pursue our largest philanthropic effort, the \$100 million Advancing the Legacy Campaign.

At our annual Center Stage benefit, Board of Trustees Chair Amy Brady announced the successful completion of the campaign: \$110 million raised to secure the future of Playhouse Square. 2590 donors contributed and we are grateful for each and every gift.

The funds raised are already at work:

- Restoration work was undertaken in the KeyBank State Theatre, and the Gund Foundation Lobby of the Mimi Ohio Theatre was re-created.
- We introduced a sensory-friendly programming initiative.

- We secured long-term funding for education programs, serving students and families in neighborhoods throughout the region.
- The Dazzle the District project, including the world record-setting GE Chandelier, was made possible by this campaign.
- The guest experience has already been enhanced by improvements to our restrooms and systems such as lighting and sound.

While we must still raise funds to meet our annual needs, the successful Advancing the Legacy campaign ensures that Playhouse Square will be as beautiful, as vibrant and as strong as it is now for generations to come.

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Mort Weisberg  
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The Zaim Family  
As of 10/1/19

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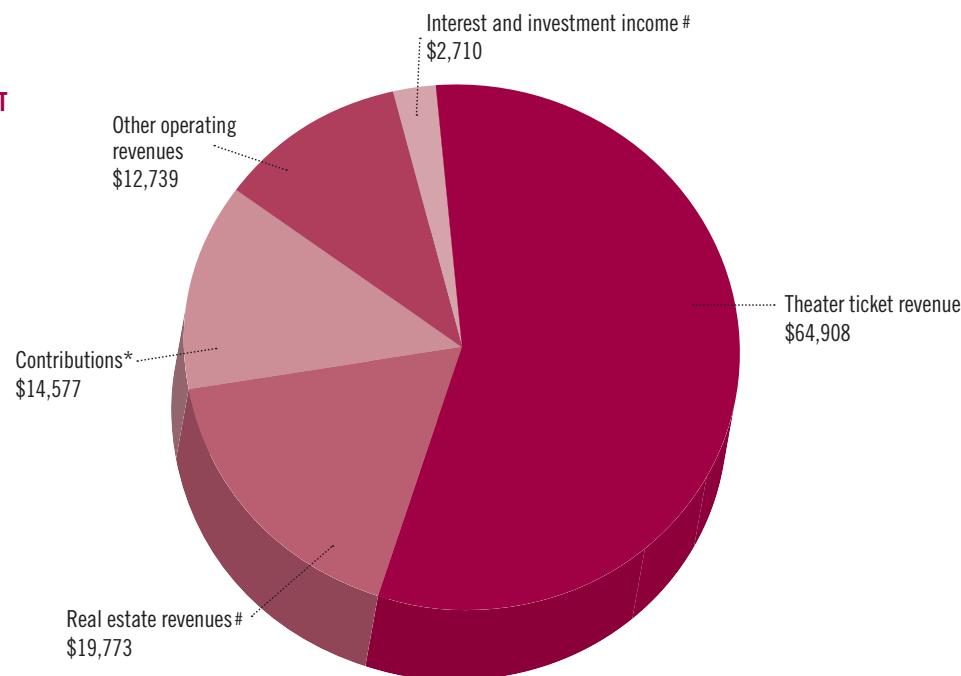
The Ohio Arts Council helped fund Playhouse Square with state tax dollars to encourage economic growth, educational excellence and cultural enrichment for all Ohioans.

# FINANCIAL HIGHLIGHTS

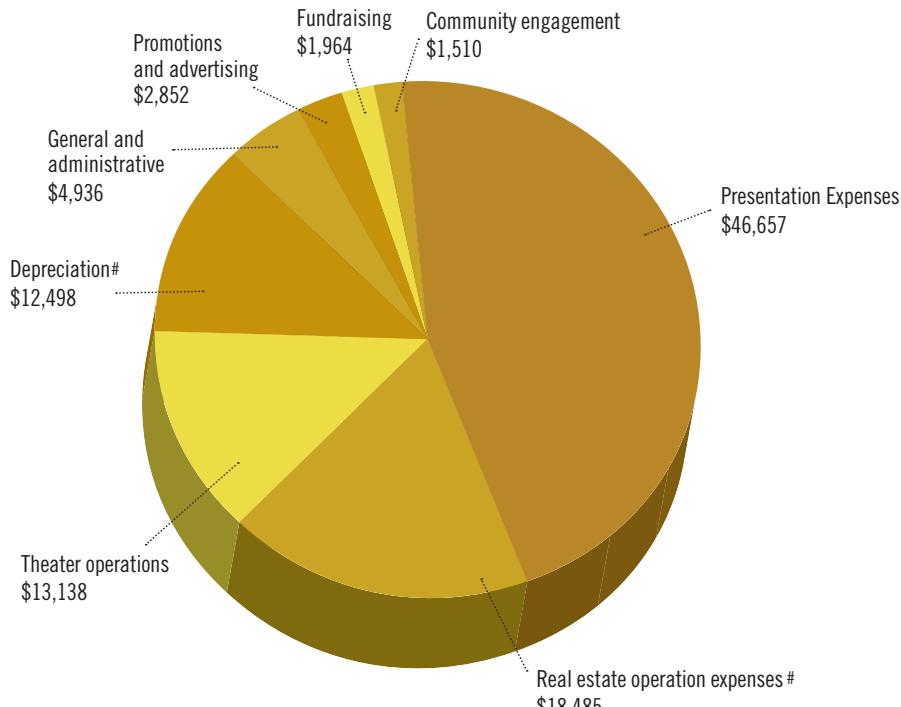
## Playhouse Square Foundation and Subsidiaries

Revenue and Expenses  
For the year ending 6/30/19  
(Dollars in Thousands)

### 2019 REVENUE AND SUPPORT



### 2019 EXPENSES



\*Includes contributions for the Advancing the Legacy campaign

#Excludes Middough entities



## OUR MISSION

Playhouse Square is a not-for-profit performing arts center whose mission is presenting and producing a wide variety of quality performing arts, advancing arts education and creating a destination that is a superior location for entertainment, business and residential living, thereby strengthening the economic vitality of the region.