

Studio East Training for the Performing Arts

The Purchase Of Theater Lighting & Wireless Headset Performance Microphones

Application Contact

Jennifer Tucker, Managing Director

Mailing City Kirkland

Council District 6

Organization Director

Carolyn Agan, Interim Executive Director, Artistic Director

Website

www.studio-east.org

Incorporated 03/16/1994

Operating Revenue 2020 \$1,414,472

Operating Revenue 2019 \$2,002,788

Mission

Studio East provides best-in-class theater education, performance skills and audience opportunities to inspire, train and entertain young people through engagement in the art and craft of theater. Our touring company, StoryBook Theater, introduces young children to live musical theater imbued with positive life lessons. We believe theater is a transformative, cultural force that develops valuable skills children can use throughout their lives, regardless of their eventual chosen vocation.

Short Project Description

REPLACE failing wireless headset microphones and ADD additional mics for StoryBook Theater, Summer Teen Musical & Free summer programming. Also need new, efficient LED theater lights for new location.

Project Discipline / Choice Criterion Arts

Venue Address **Amount Requested** \$10,000

Venue Council District N/A **Total Project Budget** \$12,400

Project Venue Notes or Comments

The WIRELESS HEADSET MICS will primarily be used by our traveling StoryBook Theater touring company, both throughout the school year and during the summer. As noted above, our troupe performs in multiple performing arts venues in Puget Sound, and at outdoor community parks in the summer. Please contact me (Becky Henchman, grant writer, beckyhenchman@studio-east.org) if you would like a detailed list of all venues with identified council districts. When NOT in use, all MICS will be kept secured at our primary Kirkland facility.

Project Description

Studio East has two critical equipment needs for our 2023-2024 fiscal year: Wireless Headset Microphones and LED Theater Lights.

Our Wireless Headset Microphones will support 3 needs:

- Replace failing equipment. Our current set of wireless headset mics began experiencing intermittent failure this summer
- Allow expansion of our total performances - including simultaneous shows - of our professional acting troupe StoryBook Theater at more performing arts centers, schools and community parks (summer).
- Ensure necessary mics to cover overlapping/simultaneous summer programming, inclusive of Summer Teen Musical at Kirkland Performance Center, and our FREE to the public summer programming: Shakespeare & StoryBook in the Park.

LED Theater Lights: This winter, Studio East will be moving to a new, larger location with a larger theater stage/space. In order to ensure a modern, best-in-class experience for our student performers and our patrons, the Studio needs to update our theater lights with new, modern & energy efficient LED theater lights. As our current set of lights is aging, we believe that our move is the right opportunity to modernize. The new lights we have researched will provide high quality saturated washes and fast color changes with fewer fixtures and less energy consumption.

Project Impact

WIRELESS MICS: StoryBook Theater is Studio East's "Genius of the And" - it is GREAT MISSION and GREAT BUSINESS. StoryBook Theater introduces children aged 3-10 to the joy of live theater. Our shows are written and scored for young audiences and provide the opportunity for children and their families to experience a performance together that is positive, encouraging, funny and explores (without lecturing) an important life lesson about one's character. By providing our summer shows for FREE at centrally-located community parks, we can reach children regardless of income, culture, race or identity.

As performing arts centers continue to re-open and the public is eager to engage with the arts, we believe we can double our reach and impact this year in Western Washington. This past year, we have re-built our StoryBook Theater audiences to over 23,000 (approximately 50% of pre-pandemic), and momentum is growing. StoryBook generates significant earned income for us through public ticket sales and discounted shows for schools; this income supports staff salaries and general and administrative overhead, include facility rental and associated expenses for our educational programs.

LED THEATER LIGHTS: With our move to a larger facility, we will be able to expand the footprint of our stage and increase our seating capacity by 50%. Stronger & more efficient

4Culture Panel

lighting will be key to a best-in-class experience for our students and patrons, and ensure efficient use of technical staff.

Relevant Expertise / Experience / Accomplishments

Our Artistic Director and Technical Director worked together to identify the needed equipment at the best value. Both bring multiple decades of experience with this kind of equipment; as Studio East is beginning its 31st year, and StoryBook has been traveling its shows for 26 years, our team is confident about knowing what works best. They searched for wireless mics that would be durable for both indoor/outdoor usage. They determined costs via multiple quotes from equipment vendors via both local/community relationships and internet search.

The wireless mics will be stored in Studio East's main Kirkland facility (new facility is also in Kirkland) when not in use. They will also 'travel' in secured, foam insulated cases to protect fidelity from hazard, unnecessary/unacceptable bumping/jarring or other unusual risk of damage. They are 'checked out/checked in' by our Technical Director.

Our Technical Director will supervise/install the LED theater lights and their maintenance and care will be under the TD's oversight.

Project Implementation

Please limit to approximately 250 words

As the two items we're seeking - WIRELESS HEADSET MICS & LED THEATER LIGHTS - are leading, standard equipment for both traveling & in-house theater performances (MICS) and full-scale theater productions (LIGHTS), our Technical Director will bring 10+ years of experience in negotiating the best deal/value and will purchase from a local vendor or a reputable online vendor known in the industry. If the 4Culture Grant does not cover all of the expenses for these items, we will continue our fundraising efforts through a key donor, additional grants, and/or by allocating a small portion of our budget generated from StoryBook ticket sales to cover the balance. We NEED this equipment to expand our StoryBook impact, and our mainstage productions quality, so we are determined to get the items funded.

We hope to have the WIRELESS HEADSET MICS in hand for use in our special December program (referenced above: Syd the Solstice Kid) or for our winter StoryBook show (January) Jack and the Beanstalk. For the LED THEATER LIGHTS, we are tentatively scheduled to take possession in the Dec-January timeframe, allowing us to install and debut the lights for our mainstage production of She Kills Monsters (Feb).

Access to the MICS to 'travel' the show will be supervised by our Technical Director and approved for use by our Stage Manager and Actors. When not in use for a show, they will be locked in the Technical Director's equipment storage room.

All Equipment will be included in our fixed asset insurance policy coverage. Equipment will be maintained by Technical Director as needed.

[2023 \(Combined Equipment - 177404\)](#)

Project Budget*

Expenses		Estimate
Planning		<input type="checkbox"/>
Design		<input type="checkbox"/>
Construction		<input type="checkbox"/>
People	\$0	<input type="checkbox"/>
Soft Costs		<input type="checkbox"/>
Facility Purchase		<input type="checkbox"/>
Fundraising		<input type="checkbox"/>
Services		<input type="checkbox"/>
Supplies		<input type="checkbox"/>
Promotion		<input type="checkbox"/>
Transportation/Shipping	\$0	<input type="checkbox"/>
Documentation/Assessment		<input type="checkbox"/>
Equipment/Fixtures	\$12,400	<input checked="" type="checkbox"/>
In-Kind	\$0	<input type="checkbox"/>
Other	\$0	<input type="checkbox"/>
Total:	\$12,400	
Income		Confirmed
Applicant	\$0	<input type="checkbox"/>
Foundations	\$1,200	<input checked="" type="checkbox"/>
Corporations	\$0	<input type="checkbox"/>
Government	\$0	<input type="checkbox"/>
Individual Donors	\$1,200	<input checked="" type="checkbox"/>
Earned	\$0	<input type="checkbox"/>
In-Kind	\$0	<input type="checkbox"/>
Other	\$0	<input type="checkbox"/>
4Culture Request	\$10,000	
Total:	\$12,400	

* Empty budget fields were not included in this application.

Project Budget Notes

Equipment:

Item #1: WIRELESS HEADSET MICROPHONES - Quantity: 12

(Probable) Brand/Item: Shure BLX14R/MX53 Wireless Headworn Microphone System - H9

Band

Source: Sweetwater (Online)

Cost:

- \$599.00 each

- \$7188.00 for 12

- Tax: 725.99

Total Cost: \$7913.99

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Item #2: THEATER LED LIGHTS - Quantity: 6
(Probable) Brand/Item: ETC Source 4WRD Color II
Source: Full Compass (Online)

Cost:

- \$678.40

- \$4070.4 for 6

- Tax: 411.11

Total Cost: 4481.51

Foundations We Are Approaching for grant funds (other than 4Culture):

Tulalip Charitable Fund \$1200

Elizabeth Lynn Foundation \$1200

We will also approach a Patron Donor for \$1200

We will also hold as an option for full funding revenue generated from StoryBook public shows.

Summary – IRS Form 990 OR 990-EZ

IRS Form		990	990	990
Revenue	FY 2017	FY 2018	FY 2019	FY 2020
Donations/Grants		\$425,370	\$554,838	\$410,813
Membership*				
Fundraising Events*		\$215,981	\$235,463	\$41,594
Related Organizations				
Government				
Other Contributions		\$2,085,742	\$318,731	\$369,219
In-Kind		\$75,324	\$51,149	\$24,270
Program (See Notes For Items)		\$1,422,039	\$1,443,203	\$830,632
Investments		\$125	\$207	\$116
Sales		\$6,389	\$6,009	\$3,617
Other		(\$12,665)	\$4,540	\$172,911
Total Revenue		\$1,834,869	\$2,002,788	\$1,414,472
Capital Revenue				\$20,000
<i>Contributed Income</i>		<i>\$425,370</i>	<i>\$554,838</i>	<i>\$410,813</i>
<i>Contributed Income %</i>		<i>23.18%</i>	<i>27.70%</i>	<i>29.04%</i>
<i>Earned Income</i>		<i>\$1,409,499</i>	<i>\$1,447,950</i>	<i>\$1,003,659</i>
<i>Earned Income %</i>		<i>76.82%</i>	<i>72.30%</i>	<i>70.96%</i>
<i>Earned Income Gap</i>		<i>(\$423,535)</i>	<i>(\$469,728)</i>	<i>(\$587,906)</i>
Expenses				
Salaries/Benefits		\$1,112,741	\$1,160,930	\$865,574
Member Benefits				
Other		\$697,473	\$732,454	\$707,727
Fees For Services*		\$13,098	\$26,276	\$14,977
Advertising/Promotion		\$60,420		\$57,250
Office*		\$38,707	\$34,384	\$24,217
Information Technology		\$22,448	\$32,090	\$34,067
Occupancy/Rent*		\$229,436	\$245,230	\$257,090
Travel		\$21,294	\$27,665	\$1,332
Interest		\$1,061	\$6,702	\$748
Insurance		\$4,965	\$5,436	\$6,206
In-Kind		\$6,389	\$51,149	\$24,270
Total Expenses		\$1,833,034	\$1,917,678	\$1,591,565
Program		\$1,445,025	\$1,442,722	\$1,099,692
Management		\$271,812	\$352,274	\$375,567
Fundraising		\$116,917	\$122,682	\$116,306
Capital Expenses			\$1,782	\$64,042
Surplus		\$1,835	\$85,110	\$177,093
Balances				
Beginning Balance		\$192,315	\$194,150	\$279,260
End Balance		\$194,150	\$279,260	\$102,167
Cash/Investments		\$265,744	\$287,776	\$292,565
Buildings/Equipment		\$63,450	\$461,200	\$72,533
Depreciation		\$392,201	\$34,161	\$26,347
Other		\$442	\$5,303	\$14,265
Total Assets		\$378,221	\$419,847	\$441,318
Total Liabilities		\$184,071	\$140,227	\$339,151
<i>Ratio</i>		<i>205.48%</i>	<i>299.41%</i>	<i>130.12%</i>
Net Assets		\$194,150	\$279,260	\$102,167
Unrestricted		\$31,778	\$58,369	\$15,492
Restricted		\$142,372	\$200,891	\$86,675
Permanently Restricted		\$20,000	\$20,000	

* For 990-EZ, items are separate lines, not subtotals. For 990, items are subtotals.

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Budget Notes FY 2017
Budget Notes FY 2018
Program Service Revenue: Tuition - 705713 Admissions - 598819 Performance Fees - 102775 Studio & Costume Rental - 14732 Miscellaneous Revenue: Miscellaneous Income - 3761 Advertising - 875 Other Expenses: Production Expenses - 134049 Equipment & Supplies - 42917 Processing Fees - 24670 Printing & Publication - 15536 Other - 14052
Budget Notes FY 2019
Program Service Revenue *Tuition: 722188 *Admissions: 597172 *Performance Fees: 108810 *Studio & Costume Rentals: 15033 Miscellaneous Revenue *Advertising 4290 *Other Misc Income 1255 Other Expenses *Production Expense 139563 *Equipment & Supplies 41051 *Processing Fees 30929 *Postage & Shipping 9981
Budget Notes FY 2020
Program Service Revenue: 2a - 361183 (tuition) 2b - 214534 (admissions) 2c - 132694 (performance fees) 2d - 9746 (studio and costume rental) 2e - 84326 (fees for program services) 2f - 28149 (all other program service revenue) Total 2a-f - 830632 Miscellaneous Revenue: 11a - 3040 (advertising and related service) 11b - 1836 (misc. income) 11c - 3458 (capital gain - sale of stock)

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11d - 0 (all other revenue)

11e - 8334 (total)

Other Expenses:

24a - 227199 (production expenses)

24b - 15875 (equipment and supplies)

24c - 26240 (processing fees)

24d - 15287 (repairs and maintenance)

24e - 892 (all other expenses)

Total 24a-e - 285493

Support Materials

Support materials may include Work Sample Description, Externally Hosted Work Sample URLs, Board of Directors, Activities List, and/or Equipment List in addition to other attachments.

BOARD OF DIRECTORS

MaryBeth Binns, President | Studio Parent & Social Worker | Term (2nd) ends Aug. 31, 2023

Ryan Lile, Vice President | Studio East Alumnus, Real Estate Broker | Term (1st) ends Aug, 2024

Monica Luedke, Secretary | Studio East Parent | Term (1st) ends Oct., 2025

Dianna Caley, Studio East Parent & attorney | Term (1st) ends Feb., 2026

Alexa Skilling, Studio East alum & founder of Mineralista Wines | Term (1st) ends Feb. 2026

Justin Vierela, Philanthropy Officer at Northwest Harvest | Term (1st) ends March 2026

Sierra Zanghi, Studio East alum & court reporter | Term (1st) ends March 2026

Dana Fialdini | Studio East Parent & Senior Development Professional | Term ends January, 2024

ACTIVITIES

Studio East provides a broad range of theater arts education, from fun, entry level classes and camp experiences to robust mainstage productions. Our main Kirkland, WA facility hosts classes, workshops, intensives and day camps throughout the school year, Monday - Saturday, and summer camps for 10 weeks (daily) mid June through August. This past year, we served just under 1,000 students through our education classes; we also welcomed over 1,200 students at our summer camps and served another 5,000 students through our school-based after-school programming. Our summer camps are also hosted at 5 Kirkland area churches.

The Studio also served just shy of 400 students through our mainstage productions and another 6,500 audience members at multiple performances during the year. Throughout the school year, our mainstage productions are presented at our Kirkland facility Fridays - Sundays, and our summer teen musical is presented at Kirkland Performance Center (weekends, July 8 - Aug. 6).

Our StoryBook Theater continued to grow our way out of the pandemic, welcoming 22,000 audience members at weekend performances and weekday school shows at performing arts centers including Kirkland Performance Center, Renton Carco Theater, Everett PUD Auditorium, Edmonds Driftwood Players - Wade James Theatre, our Kirkland facility and at local schools.

We also presented two FREE to the public shows this summer: Shakespeare in the Park (June 9-11 at Juanita Beach Park) and StoryBook Theater in the Park weekends in August, presented at Magnusen Park, Seattle; Juanita Beach Park and Feriton Spur Park, Kirkland; Cedar River Park, Renton; Bellevue Youth Theater Amphitheater, Bellevue; McCormick Park, Duvall.