

CEPA Management Corp. Fiscal Year 2018 Annual Report



The previous fiscal year saw consistent operational improvements at CEPA Management Corp., primarily in programming and administration.

In its second year, the Spotlight Drama Program, an initiative designed for performing arts outreach and education in St. Clair County, boasted an increase in participation and club membership, stronger revenue generation for participating clubs to support longevity, and saw a higher frequency of productions of increased quality. Attached to Spotlight, annual camp participation increased, as did attendance to dramatic performances.

For musical productions, a change in focus from larger touring acts to local and regional performers has produced more opportunities for residents to access live music. This comes at a lower price point for both CEPA and ticket buyers. By offering a professional performance atmosphere to musicians, the Local Sounds concert series increased the visibility of the Center as a viable performance stage in the region.

These two programming series have allowed the nonprofit to provide more to the arts and culture opportunities to the community using far fewer resources than in previous years.

Regarding administration, CEPA Management entered the fiscal year in arrears, but strong leadership from the Board of Directors helped identify reductions in spending and additional revenue generation opportunities. Combined, these led the nonprofit to a negative net income in Fiscal Year 2018 that is expected to be erased by the conclusion of FY 2019. This will allow the organization to begin building a surplus that can be used to expand programs and provide residents with more options without an increase in cost to the consumer.

FY 2018 NET INCOME -\$5,107

SPOTLIGHT PROGRAM

Performances	7
Members	258
Attendance	4,250
Grant Distribution	\$1,500
Total Sales	\$26,000

LOCAL SOUNDS

Performances	4
Resident Performers	9
Attendance	480
Total Income	\$3,800

OTHER PERFORMANCES

Attendance	1,200
Total Income	\$16,800

PARTNER FUNDRAISERS

Events	4
Funds Raised	\$8,575

RENTALS

Events	13
Total Income	\$5,660

2019 BOARD OF DIRECTORS

Candacey Brown
Matthew Pope
Bob Barnett
Henry Fisher
Julie Funderburg

EXECUTIVE DIRECTOR

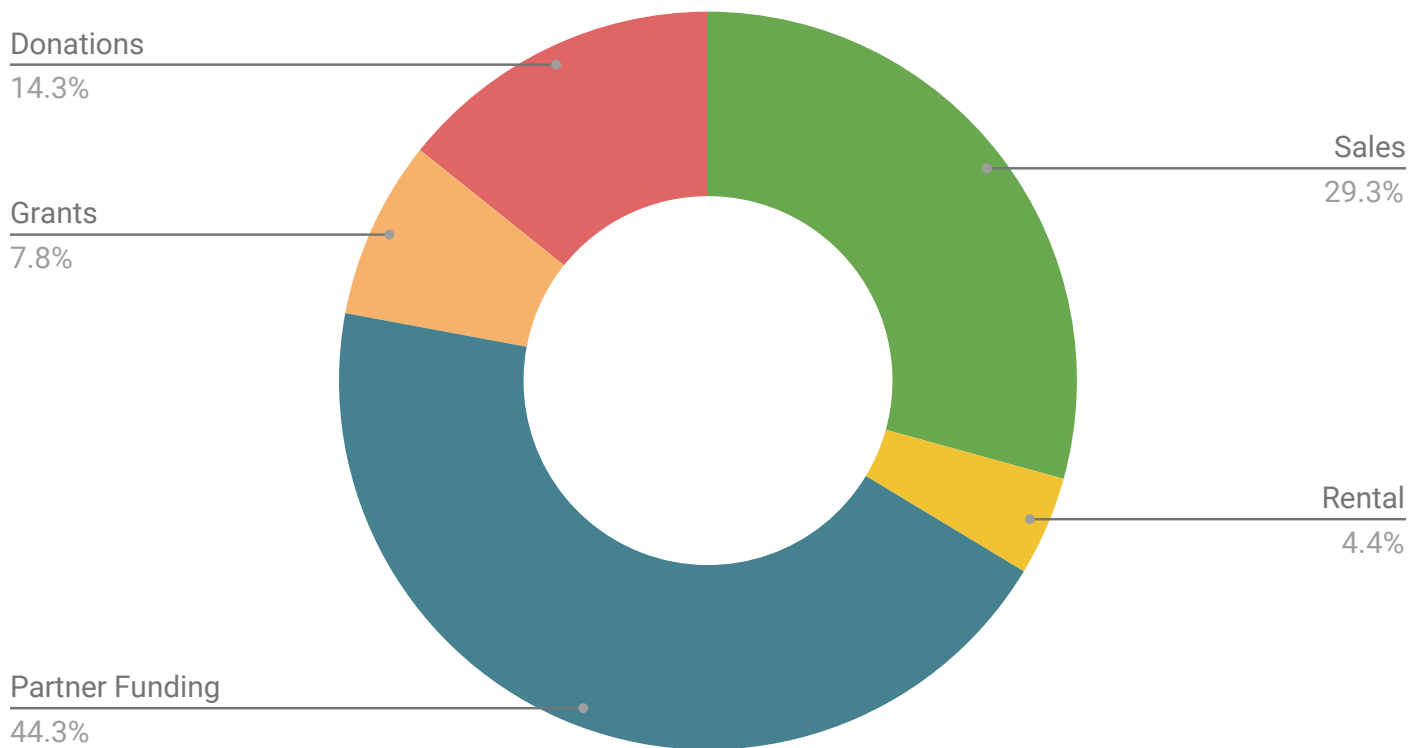
Jeff Thompson

SPOTLIGHT COORDINATOR

Lesley Gray Warren

FY 2018 Annual Report

Fiscal Year 2018 Income (Capital Removed)



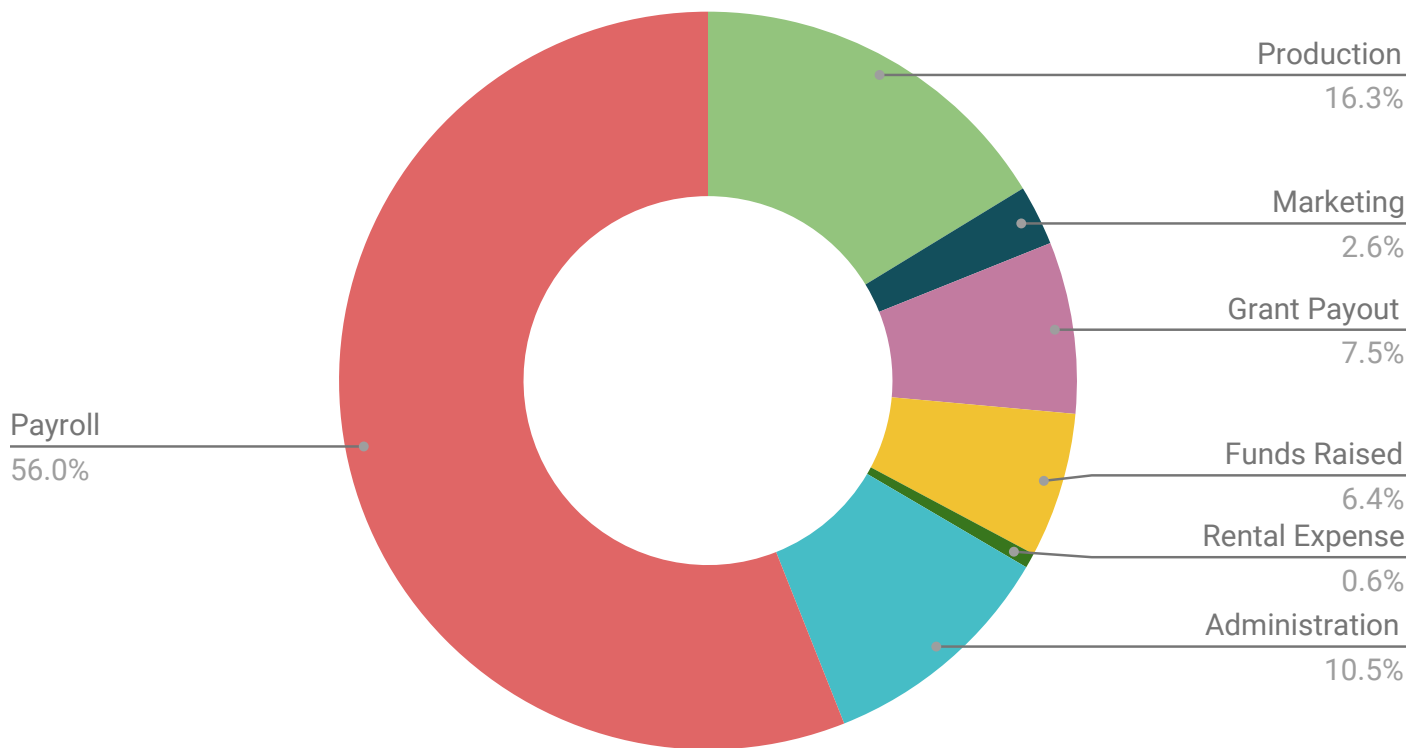
FY 2018 Operating Income: \$129,854

Sales	\$38,034
Rental	\$5,660
Partner Funding	\$57,500
Grants	\$10,150
Donations	\$18,510

** Income and Expenditures from the "Every Seat, Every Word" 2017 CEPA Capital Campaign have been removed from these figures due to overlap and extension into other Fiscal Years. If included, final figures would show a -\$34,000 Net Income. A significant portion of revenue was collected in August 2017 and again in October 2018. Please see the following pages for totals on the Capital Campaign to-date.*

FY 2018 Annual Report

Fiscal Year 2018 Expenditures (Capital Removed)



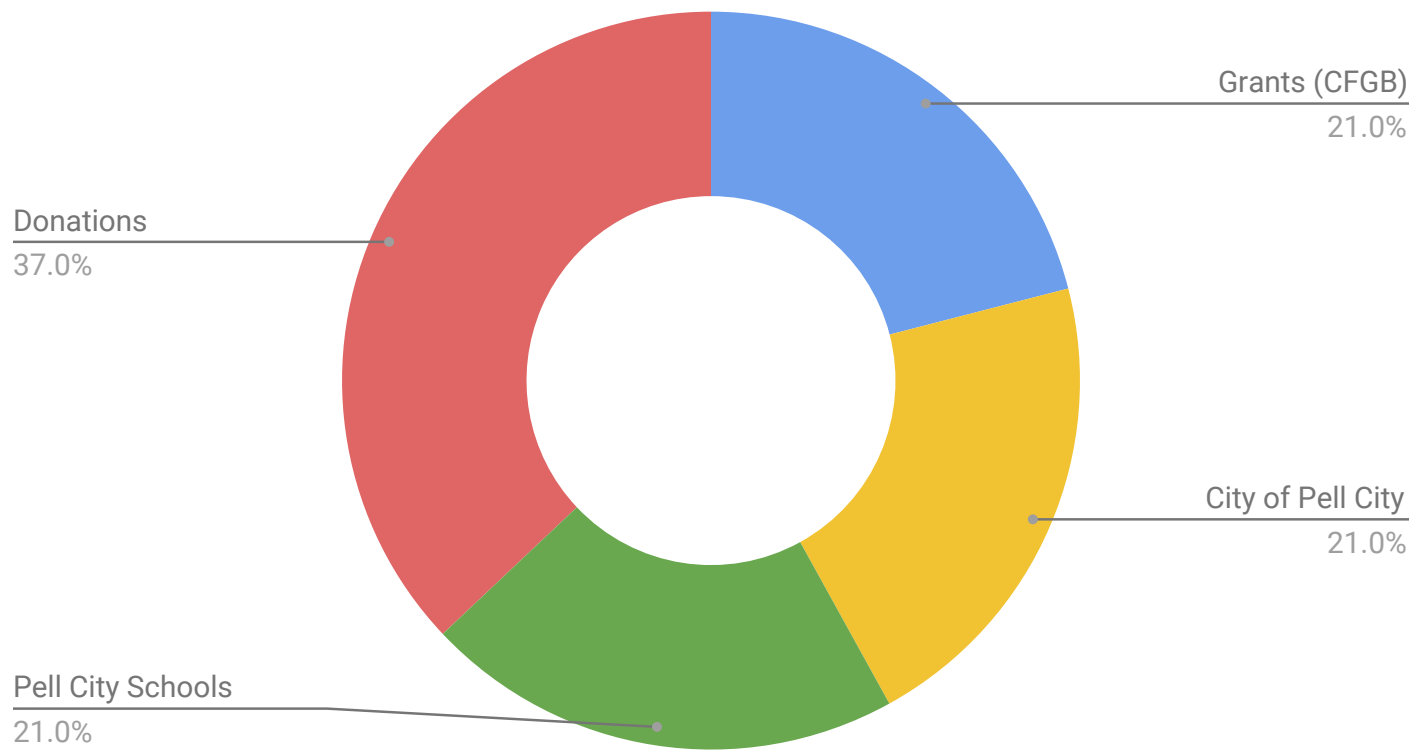
FY 2018 Operating Expenditures: **\$134,983**

Production	\$21,975
Marketing	\$3,565
Grant Payout	\$10,150
Funds Raised	\$8,575
Rental Agreements	\$875
Administration	\$14,229
Payroll	\$75,614

* A \$3,800 payment was made to the Pell City Board of Education in December 2018 representing the remaining Rental Income received during FY 2018. Total Rental Payment in 2018 was \$4,675.

Capital Campaign Report

Capital Campaign Income (August 2017 - May 2019)



2017-2019 Capital Campaign Income: **\$119,133**

Grants (CFGB)	\$25,000
City of Pell City	\$25,000
Pell City Schools	\$25,000
Donations	\$44,133

CEPA MANAGEMENT CORP

STATEMENT OF ACTIVITY

July 2017 - September 2019

	TOTAL
Income	
630 Capital Campaign	119,133.00
Total Income	\$119,133.00
GROSS PROFIT	\$119,133.00
Expenses	
812 Capital Purchases	111,622.29
Total Expenses	\$111,622.29
NET OPERATING INCOME	\$7,510.71
NET INCOME	\$7,510.71

CEPA Management Corp.

Fiscal Year 2019 YTD Report



CEPA Management Corp. has been highly successful in its mission to advance performing arts in the community during this fiscal year. Through refinement of objectives developed during FY 2018, our efforts have been focused on locating and illuminating local talent. This has resulted in cost-effective quality productions that draw invested crowds. Both attendance and participation figures continued to rise while income and expenditure levels have remained consistent.

The Spotlight Drama Program continues to expand, and through the efforts of Coordinator Lesley Warren will offer 11 performances to the public in FY 2019.

In addition, with tremendous support from partners and local contributors, the company completed a full upgrade of the theater's sound and lighting equipment. This will greatly benefit the facility's ability to compete for regional rental income as well as drastically improve production quality and teaching capabilities.

NOTABLE ACCOMPLISHMENTS

- » Installation of approximately \$120,000 in new technology in theater
- » Approximate 50 percent increase in Spotlight drama program participants from 258 to 375
- » Increase in number of annual theatrical productions from seven to 11
- » Local Sounds Concert Series attendance increase
- » New successful series - Old Time Gospel Hour
- » Complete sellout of theater for The WingNuts
- » Addition of two potential year-over-year renting organization (Little Miss Alabama & Annual Easter Pageant)
- » Reduction in annual energy costs due to climate management / LED lighting

FY 2019 NET YTD
\$23,560

SPOTLIGHT PROGRAM YTD

Performances **8**
Members **375**
Attendance **4,100**
Grant Distribution **\$6,500**
Total Sales **\$23,000**

LOCAL SOUNDS YTD

Performances **2**
Resident Performers **9**
Attendance **480**
Total Income **\$4,000**

OTHER PERFORMANCES YTD

Attendance **1,100**
Total Income **\$9,200**

PARTNER FUNDRAISERS YTD

Events **2**
Funds Raised **\$1,900**

RENTALS YTD

Events **6**
Total Income **\$2,045**

2019 BOARD OF DIRECTORS

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Matthew Pope
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Henry Fisher
Julie Funderburg

EXECUTIVE DIRECTOR

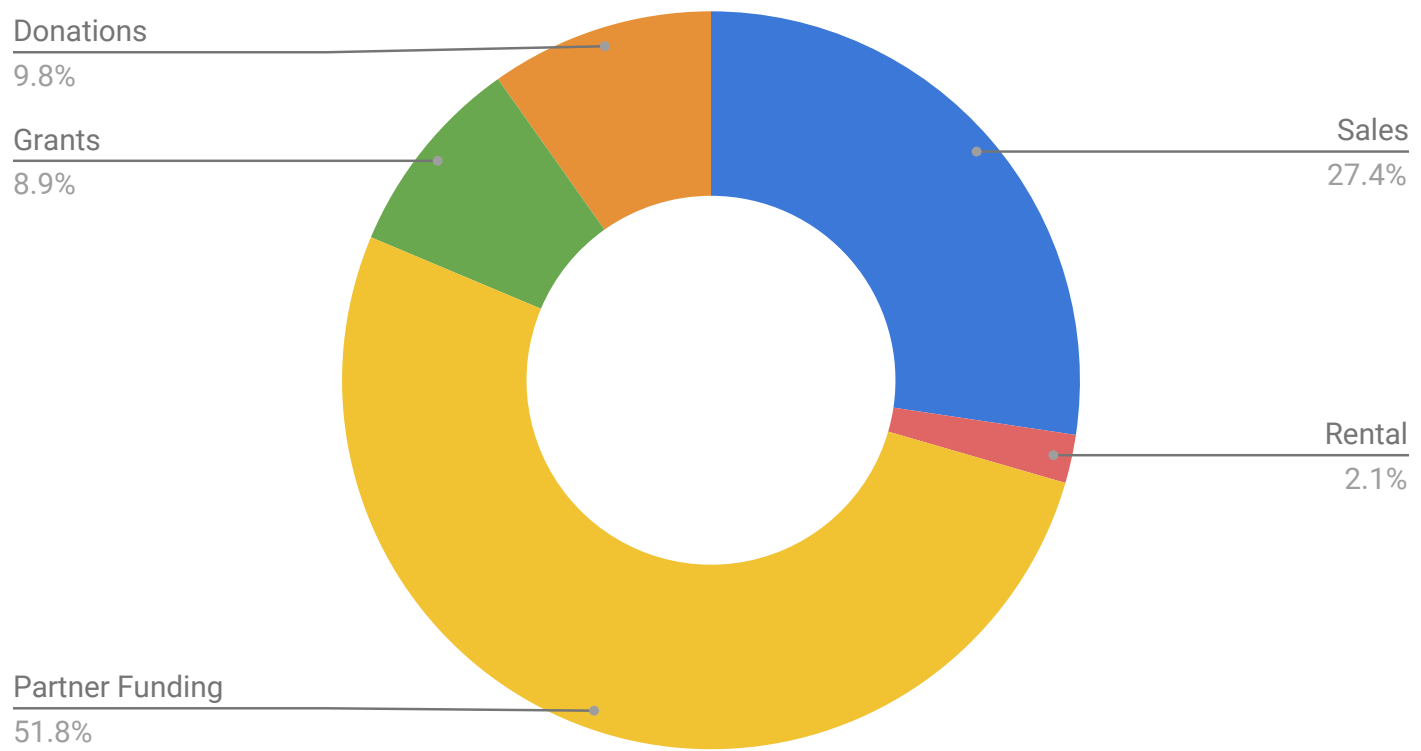
Jeff Thompson

SPOTLIGHT COORDINATOR

Lesley Gray Warren

FY 2019 YTD Report (Oct. 1- March 31)

Fiscal Year 2019 YTD Income (Minus Capital)

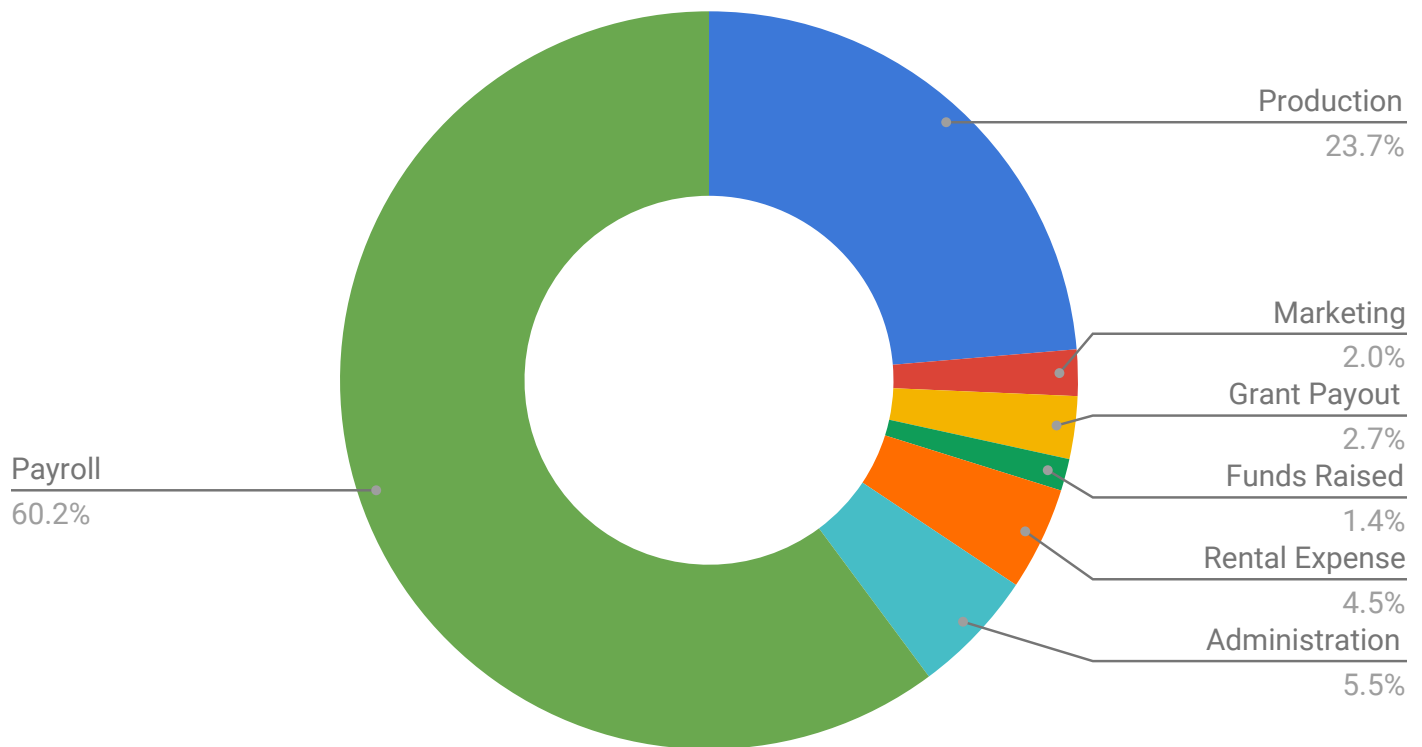


FY 2019 YTD Operating Income: **\$96,439**

Sales	\$26,394
Rental	\$2,045
Partner Funding	\$50,000
Grants	\$8,550
Donations	\$9,450

FY 2019 YTD Report (Oct. 1- March 31)

Fiscal Year 2019 YTD Expenditures (Minus Capital)



FY 2019 YTD Operating Expenditures: **\$72,879**

Production	\$17,244
Marketing	\$1,476
Grant Payout	\$2,000
Funds Raised	\$1,020
Rental Agreements	\$3,300
Administration	\$3,991
Payroll	\$43,848