

Funds Distribution Report

Recipient Organization:
Lincoln Theatre

Address:
313 W Kincaid St
Mount Vernon, WA 98273

Contact:
(360) 419-7129
<https://lincolnthatre.org>

Organization's General Goals:

The mission of the Lincoln Theatre is to entertain, inform, and inspire our diverse community through cinema, live performance, and educational programs while preserving the historic Lincoln Theatre.

Date of Award:	Level:
2022 Q1	\$2,501 to \$5,000

For more information, please read the attached report from Lincoln Theatre.

8802 27th Ave NE
Tulalip, WA 98271
TulalipCares.org

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LINCOLN THEATRE CENTER FOUNDATION
ANNUAL REPORT

FISCAL YEAR 2022: JULY 30 2021 – JUNE 30 2022

712 S FIRST STREET · MOUNT VERNON WA 98273 · LINCOLNTHEATRE.ORG

Dear Lincoln Theatre community,

I am thrilled to deliver a very positive message about the State of the Lincoln, as our last fiscal year showed a promising trend toward “business beyond usual” for our beloved theatre. The decisions we made were bold – from moving **BrewFest** to Edgewater Park and producing **A Christmas Carol** to completing the front-of-house remodel and adding new staff. Encouraged by the robust return of volunteers and patrons, even selling out some shows and events, we persevered.



A huge shout-out to our loyal Lincoln staff. Their tenacity and can-do attitude are what carried us through the pandemic to these more productive and joyful times. With our new resourceful Development Director, Damond Morris, we have seen sponsorships increase, larger grants awarded, and new opportunities to expand our offerings to the community. Our new Operations Manager, Karl Freske, has organized the office and film bookings as well as contributing his graphic design prowess to print advertising and the website. The Lincoln's event calendar is filling into the new year with live shows and community theater productions, curated film series, and broadcasts of the Metropolitan Opera and National Theatre Live.

We are so happy to welcome you back.

As we enter the new fiscal year, we are focused on two priorities: 1) updating the Lincoln Theatre HVAC system (heating, ventilation, air conditioning) to modernize the Theatre while conserving energy; and 2) The 2026 “Lincoln at 100” Centennial Celebration. We are seeking volunteers interested in helping us plan the year-long event—it's just around the corner! So much to do and so much to celebrate.

Thank you for your support as members, patrons, volunteers, and sponsors. The Lincoln Theatre would not be here without you.

Meet you at the Lincoln!
Elizabeth Walker, Board President

Dear Friends, Supporters, and Community Members:

We are pleased to present the Lincoln Theatre's Annual Report for our 2021-2022 fiscal year.

At the start of this fiscal year—July 1, 2021—bookings were still few and far between, and the community was just getting comfortable returning to public events, so we decided to kick off our season outside, at Skagit's Edgewater Park, with a return to our annual **BrewFest on the Skagit**—it turned out being our best-attended BrewFest in its twenty-year history. Next month, we held our first concert in the theatre in 17 months, the twice-rescheduled **Marty Stuart and His Fabulous Superlatives**. With vaccine and masking requirements in place it was still a sold-out show! We followed up with **Robert Cray** in November—another sold-out performance.



Feeling more optimistic, but with the local theater production companies inactive, we decided to produce our own show in December 2021—**A Christmas Carol**—and the response and support from the community was overwhelming. Then the Omicron variant hit and we went into a modified lockdown again.

Arts non-profits needed to be especially creative at this time. I believe the Lincoln was among the most adaptive and quick-responding organizations anywhere, and we tried to communicate with the public about what was happening at their favorite Historic Theatre, while keeping our patrons safe. Films and concerts slowly returned after the first of the year and continued with half houses. On April 16, the date masking and vaccine requirements were relaxed, we sold out the house for **The Skagit Drag Show**. Since then, presentations have been on a steady rise.

While it was disappointing not having productions from Theater Arts Guild or META Performing Arts and a 50% loss of membership, a few things really stood out this fiscal year: our most successful grant-writing cycle continued to support our operations, and financial support from Skagit County, the cities of Mount Vernon and Burlington, and hundreds of community members allowed us to complete a front-of-house remodel that was long overdue.

All in all, another historic year for the Lincoln Theatre—one for the books, and a return from long intermission that tested our creativity, but a positive time for renewal, rebuilding, and safeguarding our place in the future of Skagit County.

I'm really excited to tell you about our current fiscal year, 2022-2023, but we'll have to wait until next year's report for that...

With gratitude,
Roger Gietzen, Executive Director

VOLUNTEERS

2021 Volunteer of the Year: Robert Wilson

2021 Special Projects Volunteer of the Year: Mitch Larson

2022 Volunteers of the Year will be announced at Volunteer Appreciation Night on December 7

The past year has brought many changes and transitions in our community and adjusting to the “new” normal has been challenging for many. There is something comforting and familiar that patrons experience when coming to the theatre. There is joy on their faces and excitement. To be out—to be with friends—and if only for a little while, escape the burdens of the day.

The same goes for the volunteers who support the Lincoln Theatre's mission in the most boundless ways. Volunteers have come back with eager anticipation. Ready to get back to the pleasure that is evoked when they attend a program at the Lincoln. Many new faces have joined the team and the volunteer positions fill up as fast as they are posted!

We have some stellar folks that always step up when called upon and the Lincoln Theatre board & staff appreciate the tremendous impact they make on the experience of our patrons. Most evenings, the Lincoln is brimming with people from all persuasions and backgrounds that come together under one roof for the experience of arts, culture, and community—and we are thrilled to be a part of the positive cultural impact this can bring to so many. In the last fiscal year, volunteers at the Lincoln donated hundreds of hours of time equaling a dollar value of over \$75,175. The value of the happiness they provide is immeasurable!

Thank you, Lincoln volunteers!
Brandy Young, Public Communications Manager and Volunteer Coordinator



“Those who bring sunshine to the lives of others cannot keep it from themselves.”

**—J.M. Barrie,
Playwright,
Peter Pan**

BOARD OF DIRECTORS

Elizabeth Walker, President
Duncan West, Treasurer
Nathan McGehee, Secretary
Conrad Askland
Susan Redd
Christopher Sadler
Dan Bliven, Outgoing President

FOUNDATION STAFF

Roger Gietzen, Executive Director
Brandy Young, Public Communications Manager and Volunteer Coordinator
Peggy Erickson, Finance Manager
Damond Morris, Development Director
Mike M. Marlin Jr., Production and Facilities Manager

Karl Freske, Operations Manager
David Austin, Projectionist
Clare Tatarsky, House Manager
Cynthia Adams, House Manager
Hunter Brown, Tech Assistant

lincolnthetre.org

HIGHLIGHTS

WASHINGTON STATE GOVERNOR'S ARTS & HERITAGE AWARD RECIPIENT

The Historic Lincoln Theatre was selected to receive the Governor's Heritage Award in the category of "Heritage Organization" for 2022. The Governor's Heritage Awards, established in 1989, "honor outstanding individuals and organizations whose dedication to preserving and promoting traditions and cultural heritage is worthy of state recognition."

Nominated by the Lincoln Theatre Center Foundation—with letters of support from friends, Lincoln Theatre volunteers, community members, and Skagit County business and political leaders—the nomination was reviewed by a distinguished panel of arts professionals and approved by Governor Jay Inslee, naming the Lincoln Theatre as a "cultural cornerstone of historic downtown Mount Vernon, WA and a central performing arts venue for the entire region."



Washington State Governor's
ARTS & HERITAGE
Awards

2022
Honoree

FRONT-OF-HOUSE REMODEL

A full-time lockdown project, the Lincoln staff, HKP Architects, and TRICO Construction completed renovation of the restrooms and historic lobby. The redesigned lobby now allows more room for social distancing, more women's bathroom stalls, touch-free fixtures, and a gender-neutral family restroom. The improvements were possible thanks to an economic development grant from Skagit County, the support of the Cities of Mount Vernon and Burlington, federal and state grants, PPP Loans, CARES Act funding, and our devoted community supporters.

RIBBON CUTTING

The ribbon cutting ceremony celebrating the lobby renovations was a success! The lobby renovation provides a new concessions area, an updated Art Bar, added toilets in the women's restroom, and a new family restroom.

The renovation and restoration took place at the height of the pandemic, made possible with generous government funding from PPP loans, ArtsWA Revive WA grants, shuttered venue grants, and city and county support. The event was attended by the Skagit County Commissioners (Lisa Janicki, Peter Browning, and Ron Wesen), Patty Murray's NW Regional Director Ann Larson, Mount Vernon Mayor Jill Boudreau, and the the HKP Architects and Trico representatives that saw the preservation of the lobby to completion. Thank you for your support!



Executive Director Roger Gietzen cuts the ribbon, flanked by Mayor Jill Boudreau and Board President Elizabeth Walker. Pictured attendees include Peter Donovan (City Administration at City of Mount Vernon, Mayor's Office), Tammy Reim-Ledbetter (Mount Vernon Chamber of Commerce Board of Directors), and Ellen Gamson (Mount Vernon Downtown Association).



HIGHLIGHTS (CONTINUED)

A CHRISTMAS CAROL BRINGS BACK LIVE THEATRE IN THE VALLEY!

After being shuttered for 20 months, **A Christmas Carol** was the first live theater event in Skagit County. Thanksgiving Weekend 2021 welcomed the opening of **A Christmas Carol**, which for over 25 years has brought our community together to experience Scrooge's story of redemption and renewal.

The production was brought to the stage exclusively by the Lincoln Theatre at a time when the world was just beginning to open up, and audiences responded, bringing large houses and the community together once again for the holidays. Reprising the role of Ebenezer Scrooge, Brian Young joined a Who's Who of Pacific Northwest acting talent who helped us gather together to celebrate theater once again.



BREWFEEST ON THE SKAGIT RETURNS TO EDGEWATER PARK

With modest success during the pandemic with "BrewFest BEYOND the Skagit" in 2021, the celebration of beer, mead and cider was moved across the Skagit River—from the Revetment to **Edgewater Park**. **BrewFest on the Skagit** is the largest Lincoln Theatre fundraiser of the year, supported by the entire staff and 75 Lincoln Volunteers. We ended up with our best-attended fundraiser ever, with four amazing bands including Savanna Woods, Ebb Slack and Flood, The Enthusiasts, and the Fantasy Band.

FIRST TIME HOME

The Lincoln is proud to feature two screenings of the film **First Time Home**, attended by the co-directors of the film: Noemi Librado Sanchez, Heriberto Ventura, Esmirna Librado, and Esmeralda Ventura. The film follows the four cousins, from immigrant communities in Skagit Valley and Central California, who travel to their family's ancestral village in Oaxaca, Mexico for the first time in order to visit their very ill grandfather. The film was so popular that an encore screening was presented with a lively talk-back after each screening.

DRIVE-IN MOVIE NIGHTS

During the summer, families loaded up the car for a safe and fun family experience on the Big Screen in the parking lot of Skagit Valley College (SVC). The Lincoln partnered with Mount Vernon Parks & Enrichment Services, SVC, and the Mount Vernon Chamber for **Drive-In Movie Night**, featuring the films **Cars**, **Jurassic Park**, **Independence Day**, **Coco** (in Spanish), and **The Wizard of Oz**. All films were free to the public, with the Lincoln providing our internationally famous popcorn.

THE RETURN OF LIVE CONCERTS

Audiences returned in droves for live concerts at the Lincoln, including:

Marty Stuart and His Fabulous Superlatives, September 17

The Quebe Sisters, September 30

Duffy Bishop, October 8

Burnin' in Mount Vernon IV, November 20

Magical Strings' Celtic Yuletide, December 12

CGT & MG3, February 20

Carsie Blanton and Her Handsome Band, February 25

Dervish, March 18

Eileen Ivers, March 19

Ana Popovic, March 23

Maria Muldaur, April 15

Good Lovelies, June 17

Leo Kottke, June 23

ZimFest, June 24-26

MOST ATTENDED FILMS

1. **Downton Abbey**
2. **CODA**
3. **The French Dispatch**
4. **Licorice Pizza**
5. **West Side Story**
6. **Summer of Soul**

2673 Buckets of Popcorn Sold
1904 Draft Beers Sold

Attending a theater is a communal experience, one that is best enjoyed in the company of friends (as well as strangers), who laugh, cry and celebrate life. We wish you, your family, and loved ones health and peace.

Damond Morris, Development Director

FINANCIAL REPORT

Fiscal Year 2021-2022 (7/1/21-6/30/22) is behind us, as is the pandemic and a great deal of budgeting uncertainty. On June 30th this year the Lincoln had \$251K in Operating Accounts and \$144K in Preservation Accounts.

Preservation accounts are less than June 2021, but as a result, we have a new front-of-house and other theater improvements. The 2021 total of \$395K is on par with June 2017, which means we weathered many months of pandemic shuttering with staff intact, more toilets, and are in a strong financial position for Fiscal Year 2022-2023.

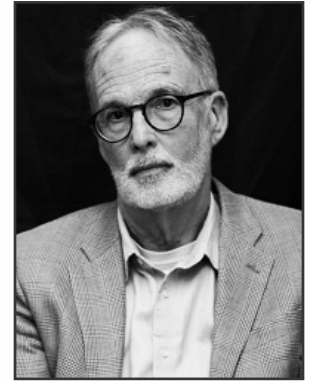
Our budgeted gross revenue for this coming year is just over \$1 million, which is a natural progression from the \$800K and \$900K top line revenue in FYs 2018 and 2019.

When we look at where net income comes from, the grants and loan-to-grants we received during the pandemic kept us afloat as earned income from the box office and venue rentals dropped. That is most obvious the last fiscal year when grants made up 81% of income.

Comparing net income to overhead costs: those rose 15% to \$378K in the last year. Our net margin was a loss, but only \$1.7K—a trivially small amount given the circumstances! In Fiscal Year 2022-2023 we need to continue to bring in grants, sponsorships, contributions, and membership.

The best news is that earned income is rising, as artists and organizations return to the Lincoln stage in front of audiences that rival or exceed pre-pandemic levels. **Robert Cray**, **Leo Kottke**, **BrewFest**, and **Celtic Yuletide** all met or exceeded previous attendance numbers. That rise has been continuous since June as more artists have resumed touring and our local arts groups have returned to our stage.

Thank you for your support of the Lincoln.
Duncan West, Board Treasurer

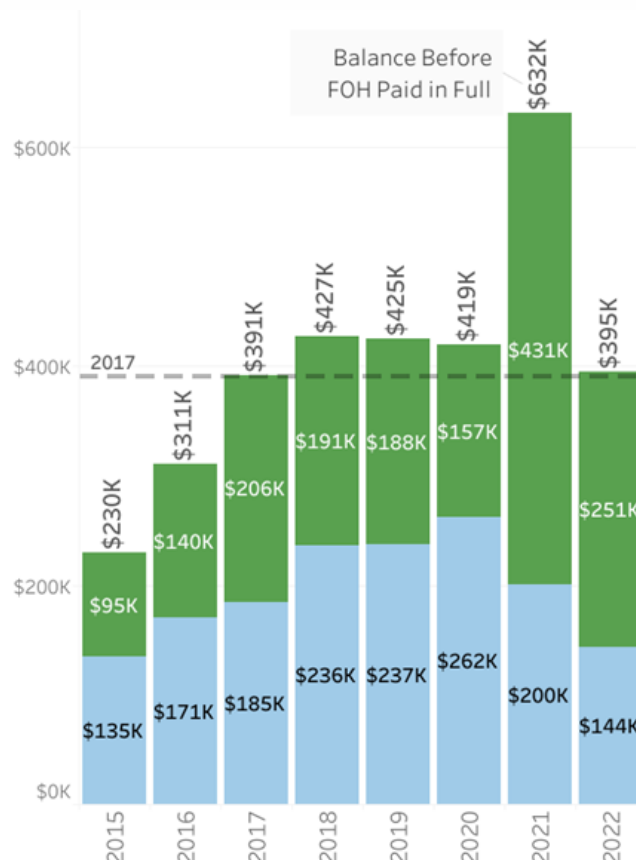


FISCAL YEAR END ACCOUNT BALANCES

Operating
6/30/21: \$200,000
6/30/22: \$251,000
Difference: \$51,000

Preservation & Capital
6/30/21: \$431,000
6/30/22: \$144,000
Difference: -\$287,000

(These numbers reflect the completion of several Preservation and Capital projects.)



Cash on Hand June 30, Each Fiscal Year

- Operations Balance
- Capital Balance

Fiscal years 2020 & 2021 show much fluctuations due to Covid grants and funding for preservation and capital improvements.

We enter Fiscal Year 2023 with an operating cushion and opportunities to grow the preservation funds for beginning our HVAC and other planned capital improvements.

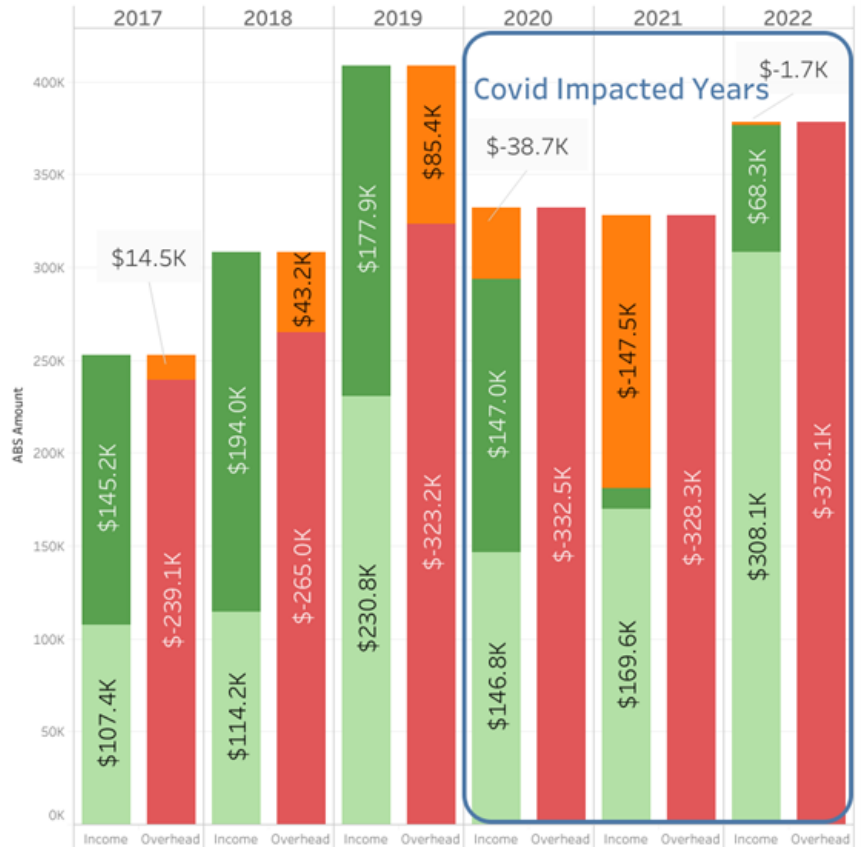
FINANCIAL REPORT (CONTINUED)

Fiscal Year 2022 Income, Overhead, and Net Margin

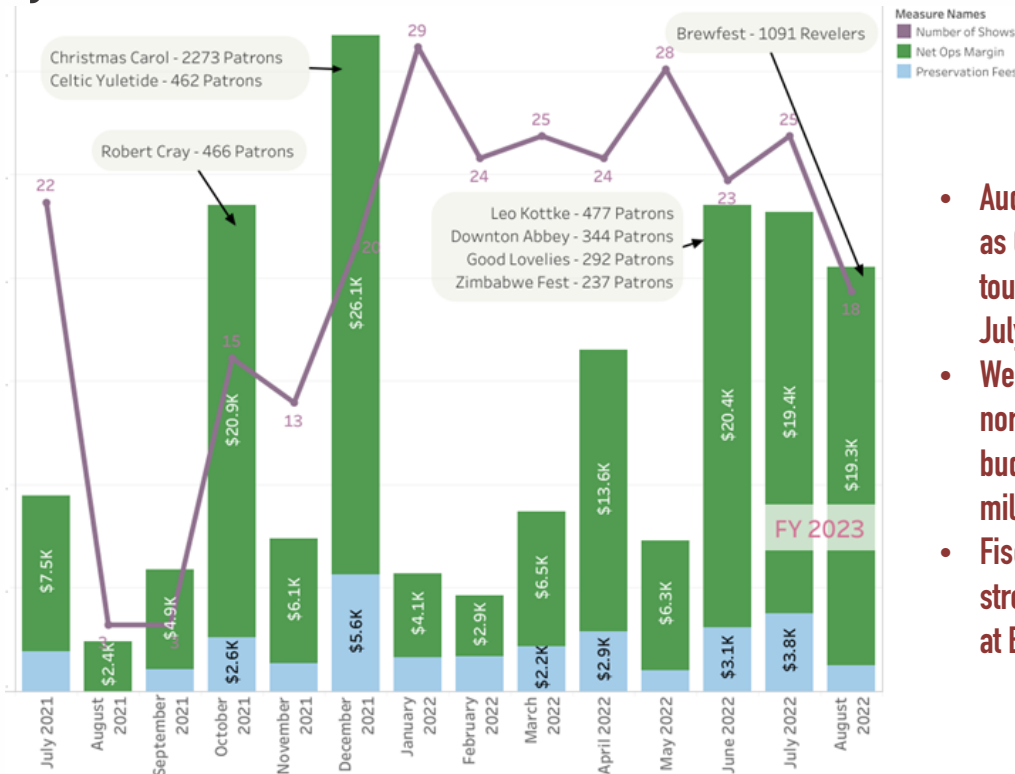
Earned Income includes Ticket Sales / Concessions & Merchandise / Venue Rentals / Educational Tuition

Contributed Income includes Grants / Donations / Sponsorships / Memberships / Endowments

- Net Margin
- Earned Income
- Contributed Income
- Overhead



Performance Count, Earned Income, and Preservation Fund by Month, Fiscal Year 2021-2023



- Audiences returned in Fiscal Year 2022, as Covid waned and artists began touring. Compare July & August 2021 to July & August 2022.
- We expect a return to pre-Covid normalcy in Fiscal Year 2023 and are budgeting gross revenues just over \$1 million.
- Fiscal Year 2023 is starting off very strong! Thank you, staff and volunteers at BrewFest 2022!

It is the mission of the Lincoln Theatre to entertain, inform, and inspire our diverse community through cinema, live performance, and educational programs while preserving the historic Lincoln Theatre.



**WE'VE GOT YOUR
SEAT WAITING
FOR YOU.**



JOIN THE LINCOLN THEATRE BOARD OF DIRECTORS

Lincoln Theatre Center Foundation

www.lincolnthatre.org

2022 Report. Annual report attached.

Tulalip Cares Charitable Fund

Lincoln Theatre Outcomes 2022



The year was successful year for the Lincoln Theatre Center Foundation, with a slow start as audiences came back from the pandemic lockdown and gradual increase in attendance through the year. The total attendance compared to pre-pandemic number was lower, with 13,000 patrons entering the theatre and live performances drawing higher attendance than movies. The theatre welcomed audiences back from the pandemic with performances throughout the year.

Local Theatre companies – Theatre Arts Guild and META Performing Arts - returned to the Lincoln Stage with diverse performances, from children performing in *Disney's Frozen, Jr* to *The Rocky Horror Show*.



Live music brought increasing audiences to the theatre as well. Mount Vernon High School Mariachi and Folklorico Dance with special invited Mariachi musicians performed over the course of two semesters. Touring bands brought audiences back from Asleep at the Wheel in the summer to full houses for The Blind Boys of Alabama in winter.



Education is a central part of the Lincoln Theatre mission, and the success of Skagit Theatre Camp (STC), with three Directors and seven interns teaching theatre crafts to 40 students who performed *The Jungle Book, kids*. The overwhelming response from parents, lack of arts education during the pandemic and skilled professionals leading STC, led to the formation of Lincoln Players Theatre School, with smaller class size providing one on one attention for kids aged 7-17. Classes in acting, musical theatre, stagecraft and theatre design launched the school, which will continue into 2023.



With the Lincoln Theatre operating the fiscal year from July to June, the outcomes of our current year are not yet realized. We at the Lincoln Theatre would like to thank Tulalip Tribes for not only the generous contribution, but also for our invitation to the 2022 Raising Hands ceremony, which connected the our administration to other not for profit administrators also receiving contributions. The gift presented at the Raising Hands Celebration is now in a place of prominence in the main office of the Historic Lincoln Theatre.