

HARLEQUIN

September 23, 2021

City of Olympia -LTAC Committee
c/o Mike Reid, Economic Development Director
PO Box 1967 Olympia WA 98507-1967

NOTE: Hand-Delivered

Committee Members -

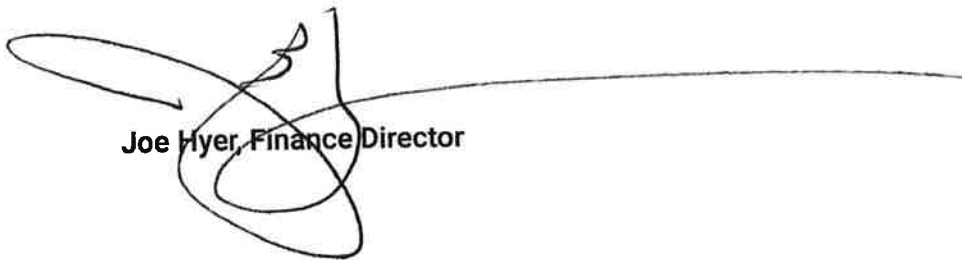
Thank you for volunteering to serve on the Lodging Tax Advisory Committee. It is a significant time commitment- but many of us in the community truly value your efforts. The 2021 Lodging tax funds received to date have kept our organization vital during hibernation, and we are ready to emerge from this long sleep. The remaining 2021 funds, allocated in June, will help us get the word out about the re-opening, and position us for a solid season 2022 next year.

Because we will continue to see a COVID contraction next year - we are asking for additional support for core operations, though a reduced amount. We reduced as much as possible while keeping our budget in balance. In addition, page 8 outlines a forecast of years beyond 2022, and where we are moving to shift our funding over time.

And just like 2021, we are requesting strong support for our marketing initiatives, both locally and regionally. Specifics of the planned advertising and promotion are also detailed in the package.

Harlequin has a proven track record of bringing tourists to the are who shop, dine and stay. We want to strengthen that reputation of being a regional draw by creating outstanding production values - then telling people all about it!

Thanks,



Joe Hyer, Finance Director



2022 Application for Olympia Lodging Tax Funds

Amount of Lodging Tax Requested: \$ 100,000.00

Organization/Agency Name: Harlequin Productions

Federal Tax ID Number: 91-1478538

Event or Activity Name (if applicable): Season 2022 - 7 productions

Contact Name and Title: Joe Hyer, Finance Director

Mailing Address 202 Fourth Ave East City Olympia State WA Zip 98501

Phone 360-701-9384 Email Address joe@harlequinproductions.org

Check all service categories that apply to this application:

- ☒ Tourism Promotion/Marketing
- ☐ Operation of a Special Event/Festival designed to attract tourists
- ☐ Operation of a Tourism Promotion Agency
- ☒ Operation of a Tourism-Related Facility owned or operated or non-profit organization
- ☐ Operation and/or Capital Costs of a Tourism-Related Facility owned by a municipality

Check which one of the following applies to your agency:

(Note: per Olympia's guidelines, only non-profit or public (government) agencies are eligible to apply for Lodging Tax funding)

- ☒ Non-Profit (Attach copy of current non-profit corporate registration with Washington Secretary of State)
- ☐ Public Agency

CERTIFICATION

I am an authorized agent of the organization/agency applying for funding. I understand that:

- I am proposing a tourism-related service for 2022. If awarded, my organization intends to enter into a Municipal Services Contract with the City of Olympia; provide liability insurance for the duration of the contract naming the City as additional insured and in an amount determined by the City; and file for a permit to use City property, if applicable.
- The City of Olympia will only reimburse those costs actually incurred by my organization/agency and only after the service is rendered, paid for if provided by a third party, and a signed Request for Reimbursement form (or other form acceptable to the City) has been submitted to the City, including copies of invoices and payment documentation.
- My agency will be required to submit a report within 45 days of the completion of my event/activity documenting economic impact results in a format determined by the City.

Signature: Joe Hyer

Digitally signed by Joe Hyer
DN: cn=Joe Hyer, o=Olympia Gear Exchange,
ou, email=joe@hyer@gmail.com, c=US
Date: 2021.09.21 10:09:22 -05'00'

Date: 9/22/21

Printed or Typed Name: Joe Hyer

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Supplemental Questions – You may use this form or a separate sheet of paper for answers

1. Describe your tourism-related activity or event.

- If an event, list the event name, date(s), and projected overall attendance.
- Describe why tourists will travel to Olympia to attend your event/activity/facility.

2022 will mark Harlequin's first full season return to the stage since COVID closed the curtains on March 15, 2020. 7 shows, featuring 2 musicals and a holiday classic, will draw thousands to Downtown Olympia and the Historic State Theater.

How many Thousands? 4 plays should net 8000 guests, 2 musicals another 8000 guests, and the Holiday show another 5000 guests, for a total of 21,000 or so forecast visitors. This is based on the past decade's historical data. And a significant majority dine before, and often after the shows.

Do tourists travel to us? Yes, during the 2019 production of Man of La Mancha, 10% of ticketholders were from outside the County. That matches closely with bulk mailing numbers regionally. While we have logged guests from all over the world- Tacoma, Seattle, Portland, and rural areas in between are the largest market. Theater is a 'weekend destination' in Olympia, be it for the Washington Center or Harlequin.

To look at all the shows and run dates in the season:

<https://harlequinproductions.org/2021-2022-season/>

2.

2022 Tourism-Impact Estimate and 2021 Annual Report <i>(The 2021 Actual must be completed by groups who had an Olympia Lodging Tax Contract in 2021. The "actual" figures must be based on locally documented data and must not be estimates themselves. The City recognizes that there is a very high likelihood that your event was cancelled, if so please indicated "cancelled event" in 2021 Actual)</i>		
As a direct result of your proposed tourism-related service, provide:	2022 Estimate	2021 Actual
a. Overall attendance at your event/activity/facility	21,000	0 (COVID)
Attendees who traveled 50 miles or More		
b. Number of people who travel more than 50 miles for your event/activity	2100	0(COVID)
c. Of the people who travel more than 50 miles, the number of people who travel from out of state or from another country	50	0(COVID)
Attendees who stayed overnight		
d. Of the people staying overnight, the number of people who stay in PAID accommodations (hotel/motel/bed-breakfast) in Olympia or Olympia area	210	0(COVID)
e. Of the people who travel more than 50 miles, the number of people who stay overnight without paying for accommodations (with family or friends) in Olympia or the Olympia area	210	0 (COVID)
Paid Nights One lodging night = one or more persons occupying one room for one night		
f. Number of paid lodging room nights resulting from your event/ activity/ facility (example: 25 paid rooms on Friday and 50 paid rooms on Saturday = 75 paid lodging room nights)	420	0(COVID)

3. What methodology did you use to calculate the 2022 estimates? (Direct counts and informal surveys are preferred.)

- ☐ Direct Count (Preferred)
☐ Indirect Count
☐ Representative Survey

- ☐ Informal Survey (Preferred)
☒ Structured Estimate
☐ Other (Please explain)

4. What methodology did you use to calculate / document the 2021 actual numbers? (Direct counts and informal surveys are preferred.)

☒ Direct Count (Preferred)

☐ Indirect Count

☐ Representative Survey

☐ Informal Survey (Preferred)

☐ Structured Estimate

☐ Other (Please explain)

☒ Event Cancelled due to CoVID Restrictions

5. Is there a host hotel for your event (yes or no)? If yes, list the host hotel.

We currently have 3 partner hotels, as shown on our website, link below. One has recently changed ownership, so we will need to update prior to 2022.

<https://harlequinproductions.org/sleep/>

6. Describe the prior success of your event/activity/facility in attracting tourists.

Harlequin is well-known for its production value and ability to attract high quality artists to the stage. Prior seasons have drawn 15-20,000 guests throughout the year. In addition, our mailing lists are extensive, brand reputation strong, and with 30 years of past productions, a strong Heritage to draw from. In addition, new artistic leadership has pivoted the organization- creating a string of hits just before the COVID shutdown. As we re-emerge, we will be seeking new audiences, as people are also seeking new experiences as they re-emerge too.

7. Describe you target tourist audience (location, demographics, etc.).

The majority of the audience is in Thurston County, with an additional draw from Mason, Kitsap, Grays Harbor, Pacific, Lewis, Cowlitz and Pierce. Tacoma, Seattle and Portland/Vancouver are also a significant (8-10%) of the market. Our primary audience is above average on median income, and aging faster than the calendar.

This is why the 2022 season is reaching out to new, younger, more diverse demographics - this will be seen in both the play selections, and the cast/crew selections.

8. Describe how you will promote your event/activity/facility to attract tourists.

Our digital mailing list exceeds 10,000 and we supplement that through a strong social media campaign, ongoing, across multiple platforms. From Instagram takeovers by cast members to contests and surveys, Harlequin is consistent and strong in the digital landscape, and this will continue into 2022. Financing this is often challenging, as much of the work is in content creation and posting - not items reimbursable for Lodging Tax. In digital- the cost isn't in the actual ads, it's in the content creation.

In addition, we use our mailing list, targeted, for bulk mail, select advertising in other theater programs and arts publications, and a marketing mix based on the annual budgets and getting as much reach for the investment as possible.

9. Describe how you will promote lodging establishments, restaurants, and businesses located in the City of Olympia.

In 2019, we launched a wholly new program - offering ticket buyers restaurant reservations up the street with their on-line purchase. By the fourth show offered - more than 100 reservations were made during the 4 week run.

Our UNDERWRITING packages specifically target promoting local businesses who support Harlequin.

Lastly - we prominently feature partner hotels on our website (above link) and actively work to partner on promotions and special packages.

10. Are you applying for Lodging Tax funds from another community (yes or no)? If yes, list the other jurisdiction(s) and amount(s) requested.

We currently do not seek funds outside of Olympia. Given our own internal limited resources during COVID, we simply do not have the capacity to do multiple applications across multiple jurisdictions. A suggestion- perhaps a regional application that is common, so applicants can fill out a single form, and send to multiple agencies? This would save significant resources for an array of community organizations, and remove barriers to participation.

11. What is the overall budget for your event/activity/facility? What percent of the budget are you requesting from Olympia Lodging Tax Fund?

The 2022 operating budget is \$1,200,000. This means 8% of our overall budget would come from the Olympia Lodging Tax Fund. Approximately 57% of the budget is in earned revenues (tickets, concessions, education), and the remaining 35% from philanthropic sources.

12. What will you cut from your proposal or do differently if full funding for your request is not available or recommended? [NOTE: Please be thorough with your answer. In balancing the number of requests with limited funds available, the Lodging Tax Advisory Committee relies on this information for decision-making.]

On the operations side- we would scale back, perhaps not print a physical program at all, and cut back other programs to backfill the essential items listed here.

On the marketing side, we would do less marketing. Fewer, smaller mailings. No advertising in Seattle/Tacoma Portland.

13. Describe your plan to modify your event or request to comply with CoVID compliance requirements such as social distancing should they still be in place at the time of your event?

We work nationally with the Actor's Equity Union and Theater Communications Group on these issues, and must ensure a safe workspace for cast and crew. We work with State/County officials on capacity, distancing, and safety protocol. We are prepared for all options, and operate dynamically, as the situation changes.

Because our event brings 200-300 people together in a well-ventilated (new HVAC installing now), and not 10-15,000 --- it IS inherently different to manage than festival events.

For the upcoming Fall Repertory Season - proof of vaccination, and masking, will be required for all guests. Will this continue into 2022- that will be determined by the scientists and public health officials, as we are committed to following that guidance.

HARLEQUIN

2022 Lodging TAX Proposal

2020 - Allocation \$35,000 - General Operations

2021 - Allocation \$100,000 - \$60,000 Gen Operations, \$40,000 Marketing

2022 - Request \$100,000 - \$40,000 General Operations, \$60,000 Marketing.

Part One - \$40,000 for Rents & Utilities

COVID impacts will cause a continued contraction into 2022, and possible even into 2023. A small portion of patrons refuse to come because of mask and vaccine requirements. Another subset won't come until COVID has truly passed. But each portion of the audience is essential, and without it - ticket sales will lag. Yet we are committed to living wages for staff and cast and crew.

Lodging Tax helped operationally in 2021 because of this contraction, to the tune of \$60,000. For 2022, this support remains essential, as the contraction won't be over. However, we want to shift away from core operating expenses and LTAC. To that end, we will grow our philanthropy a bit in 2022, and our request for operational support is cut by 1/3.

We requesting up to \$40,000 in operational support, to cover RENTS & UTILITIES only as follows - Costume shop rent, Scene shop rent, Electric & Gas, Telephone & Internet, and Water/Sewer/Stormwater/Waste. Offsetting these vital expenses - though less than 2021, will allow us to stay in the black operationally.

The overall summary budget and operational specific line items are on the following pages, pulled directly from the draft budget for 2022. As you can note - we have gotten to a break even point only with operational support from lodging tax.

Part Two - \$60,000 for Marketing

In 2019, Olympia LTAC helped us reach into Seattle for the first time in years, and we saw impact and an increase in guests regionally. Now, in 2021, Olympia LTAC is supporting our re-emergence with advertising funding for the next few months. This will be focused BOTH locally and regionally, because we need to build up the core, local audience again as we expand to new markets.

That is the core basis for the marketing request of \$60,000 - help us rebuild our audience. It is reaching out through digital and bulk mail to ticketholders past and present for top of mind awareness. It is building the brand through postering, strong design - and yes, restarting regional advertising.



HARLEQUIN

Harlequin is investing in marketing - our side of the expense is in personnel and administration - our staffing investment is \$45-50,000, and overhead about 12% of all expenses.

The specifics of this request are also on the following pages - the 2022 draft marketing budget, as pulled from our draft master budget. Investing in this, we feel, is essential for our future growth and sustainability as an organization.

2023 and Beyond -

We recognize that the City of Olympia does not do multi-year lodging tax commitments. We can all, however, agree that a good marketing campaign (of a regional nature) IS a multi-year branding effort. In addition, we think our 'forecast' of future requests will be informative to the Committee this year.

2023 - \$20,000 Operations, \$60,000 Marketing.

Goal is to move away from core operations, funding that through increased, post COVID ticket sales. We will also increase our marketing budget overall by \$20,000 (to \$80,000), and plan to use 50% of the overall budget regionally. In essence, less operations, and we take on new marketing.

2024 - \$0 Operations, \$80,000 Marketing. The goal is again to add to the Marketing budget another \$20,000 (\$100k total) from Harlequin's ticket sales and philanthropy - more marketing reach - no additional LTAC investment.

2025 - \$100,000 Marketing. In anticipation of completing capital improvements, we plan for a major regional marketing push, so would put all efforts into a major new branding effort.



OVERALL ORG. BUDGET

Harlequin Productions - 2022 Annual Budget - Draft 9/22/21

FY 2022 Budget

CATEGORY	INCOME	CATEGORY	EXPENSE
4010 · Season Tickets	\$ 132,058	6000 · Operations Expense	\$ 178,534
4015 · Flex Pass Tickets	\$ 27,622	6100 · Educational Programs	\$ 4,500
4020 · Single Tickets	\$ 462,000	6200 · Production Personnel	\$ 320,592 [1]
4040 · Student Performances	\$ 11,000	6301 · Production Show Specific	\$ 112,869
4200 · Box Office & Concessions	\$ 36,000	6400 · Production Expenses-General	\$ - [2]
4300 · Education Programs Revenue	\$ 10,500	6500 · Advertising & Promotion	\$ 60,000 [3]
4400 · Rentals & Other Production	\$ -	6600 · Philanthropy & Fundraising	\$ 9,250
4610 · Annual Campaign	\$ 229,500 [4]	6700 · State-Theater-Operating	\$ - [5]
4620 · Raffles	\$ 5,000	6800 · Permanent Payroll Expenses	\$ 438,371
4630 · Special Events	\$ 55,000	6900 · Administrative Expenses	\$ 37,200 [6]
4600 · Other Philanthropy & Fundraising	\$ -		
4800 · Sponsorships and Advertising	\$ 72,000		
4900 · Other Revenue	\$ 160,000	Depreciation	\$ 38,400
	\$ 1,200,680		\$ 1,199,716

CUNA \$ 965
TOTAL w/ GOALS & 2021 UNM \$ 61,833

→ MARKETING REQUEST

→ ORGANIZATIONAL REQUEST (401C)

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JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

EXPENSES

Harlequin Productions - DRAFT Operations Expense Budget - 2022

6000 - Operations Expense	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	
6005 - Credit Card Proc. Fees	\$ 248	\$ 400	\$ 803	\$ 281	\$ 1,436	\$ 488	\$ 488	\$ 486	\$ 1,026	\$ 443	\$ 626	\$ 767	\$ 7,258
6010 - WCPA Partnership	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 4,298	\$ 51,576
6015 - Cost of Sales	\$ 1,000	\$ 1,000	\$ 2,000	\$ -	\$ 2,000	\$ 1,500	\$ 1,500	\$ 1,000	\$ 1,000	\$ 2,000	\$ 1,250	\$ 3,750	\$ 18,000
6020 - Building Security & Alarm Systems	\$ 100	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 100	\$ -	\$ 600	\$ 1,000
6025 - Supplies - FOH/General	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
6040 - Printing & Reproduction	\$ 3,000	\$ 3,000	\$ 400	\$ 3,000	\$ 400	\$ 3,500	\$ 400	\$ 3,000	\$ 3,000	\$ 400	\$ 3,500	\$ 400	\$ 24,000
6045 - Dues & Memberships	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
6050 - Office Supplies	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
6055 - Postage & Delivery	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,200
6060 - Building Maintenance & Cleaning	\$ 300	\$ 300	\$ 300	\$ 3,000	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 6,300
6065 - Water/Sewer/Stormwater/refuse	\$ 800	\$ -	\$ 800	\$ -	\$ 800	\$ -	\$ 800	\$ -	\$ 800	\$ -	\$ 800	\$ -	\$ 4,800
6070 - Telephone & Internet	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 700	\$ 8,400
6075 - Electric & Gas	\$ 1,700	\$ 1,700	\$ 1,500	\$ 1,500	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,200	\$ 1,400	\$ 1,700	\$ 1,700	\$ 16,400
6085 - Costume Shop - Rent	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 9,600
6090 - Scene Shop - Rent	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 1,700	\$ 20,400
6095 - Production Supplies	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
Accessibility	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total 6000 - Sales Expense	\$ 15,546	\$ 14,788	\$ 14,001	\$ 16,279	\$ 14,334	\$ 15,184	\$ 12,954	\$ 14,184	\$ 15,724	\$ 13,041	\$ 16,574	\$ 15,915	\$ 178,534

→ RENTS AND UTILITIES
UP TO \$40,000

6500 - Advertising & Promotion	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL FY 2019
6505 - Graphic Design	\$ 1,200	\$ -	\$ 1,200	\$ -	\$ 2,000	\$ 1,200	\$ -	\$ 1,200	\$ 1,200	\$ 1,200	\$ -	\$ 1,200	\$ 10,400
6510 - Photography/Videography	\$ 300	\$ -	\$ 300	\$ -	\$ -	\$ 300	\$ -	\$ 300	\$ 300	\$ 300	\$ 300	\$ -	\$ 2,100
6515 - Season Brochure Printing	\$ -	\$ -	\$ -	\$ -	\$ 4,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,000
6520 - Bulk Mail - Print, Post & Handle	\$ 1,500	\$ 1,500	\$ -	\$ 1,500	\$ 4,000	\$ 1,500	\$ -	\$ 1,500	\$ 1,500	\$ -	\$ 1,500	\$ -	\$ 14,500
6525 - Website - Hosting/Svcs	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 200	\$ 2,400
6530 - Email & Digital Media	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,600
6535 - Postering - Print/Distribute	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ 500	\$ -	\$ 500	\$ -	\$ 500	\$ 500	\$ -	\$ 3,500
6540 - Regional Advertising	\$ 2,500	\$ 2,500	\$ -	\$ -	\$ 2,500	\$ 2,500	\$ 2,500	\$ -	\$ 2,500	\$ 2,500	\$ 2,000	\$ -	\$ 19,500
6599 - Advertising & Marketing - OTHER	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Reserved	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 6,500	\$ 4,500	\$ 2,500	\$ 2,000	\$ 13,500	\$ 6,500	\$ 3,000	\$ 4,000	\$ 6,000	\$ 5,000	\$ 4,800	\$ 1,700	\$ 60,008
LTAC Reimbutable	\$ 6,500	\$ 4,500	\$ 2,500	\$ 2,000	\$ 13,500	\$ 6,500	\$ 3,000	\$ 4,000	\$ 6,000	\$ 5,000	\$ 4,800	\$ 1,700	\$ 60,000

Harlequin Productions - 2022 Marketing Budget - DRAFT 9/22/21

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STATE OF
WASHINGTON

BUSINESS LICENSE

Issue Date: May 21, 2021

Unified Business ID #: 601092296

Business ID #: 001

Location: 0002

Expires: Jun 30, 2022

Nonprofit Corporation

HARLEQUIN PRODUCTIONS
202 4TH AVE E
OLYMPIA, WA 98501-1105

UNEMPLOYMENT INSURANCE - ACTIVE
MINOR WORK PERMIT - ACTIVE

INDUSTRIAL INSURANCE - ACTIVE
TAX REGISTRATION - ACTIVE

CITY ENDORSEMENTS:

OLYMPIA NONPROFIT BUSINESS #23015 - ACTIVE

DUTIES OF MINORS:

Ages 16-17: Acting, Performance

LICENSING RESTRICTIONS:

An approved variance from L&I is required when hiring children and teens as actors, performers in film, video, audio or theatrical productions.

It is the business's responsibility to comply with minor work permit requirements. See WAC 296-125-030 and WAC 296-125-033 for Non-Agricultural and WAC 296-131-125 for Agricultural guidelines and restricted activities.

REGISTERED TRADE NAMES:

HARLEQUIN PRODUCTIONS

This document lists the registrations, endorsements, and licenses authorized for the business named above. By accepting this document, the licensee certifies the information on the application was complete, true, and accurate to the best of his or her knowledge, and that business will be conducted in compliance with all applicable Washington state, county, and city regulations.

Director, Department of Revenue

STATE OF WASHINGTON

UBI: 601092296 001 0002

Expires: Jun 30, 2022

HARLEQUIN PRODUCTIONS
202 4TH AVE E
OLYMPIA, WA 98501-1105

UNEMPLOYMENT INSURANCE -
ACTIVE
INDUSTRIAL INSURANCE - ACTIVE
MINOR WORK PERMIT - ACTIVE
TAX REGISTRATION - ACTIVE
OLYMPIA NONPROFIT BUSINESS
#23015 - ACTIVE

(12)



Charity Amendment

ORGANIZATION INFORMATION

Organization Name:

HARLEQUIN PRODUCTIONS

Registration Number :

1109520

Also known as Names:

Name

HARLEQUIN REPERTORY THEATRE

Purpose/Mission of the Organization:

To own and operate a professional live theater company, provide a public venue for nonprofit organizations, provide education and training in theater, and to conduct all other lawful activities consistent with our 501c3 status.

FEIN Number:

91-1478538

Federal Tax-Exempt Status:

Yes

Federal Status Type:

501(c)(3)

UBI Number:

601 092 296

Is this Charitable Organization associated with any Corporation or LLC?-

Yes

Organizational Structure:

Jurisdiction:

WASHINGTON

ORGANIZATION NAME

Organization Name:

HARLEQUIN PRODUCTIONS

CONTACT INFORMATION

Organization Email:

BOXOFFICE@HARLEQUINPRODUCTIONS.ORG

Confirm Organization Email:

BOXOFFICE@HARLEQUINPRODUCTIONS.ORG

Organization Website:

HARLEQUIN PRODUCTIONS

Is Foreign Contact:

No

Country Code:

1

Phone Number:

360-701-9384

Ext:

Mailing Address:

202 4TH AVE E, OLYMPIA, WA, 98501-1105, USA

Street Address:

202 Fourth Ave E, THURSTON COUNTY, OLYMPIA, WA, 98501, USA

Do you use any other addresses for Solicitation -

No

FINANCIAL INFORMATION

Does the Organization wish to report a change of accounting year?- **Yes**

Accounting year beginning date:

01/01/2020

Accounting year ending date:

12/31/2020

SHORT FISCAL YEAR

Accounting year beginning date:

11/01/2019

Accounting year ending date:

12/31/2019

Beginning Gross Assets:

\$1,100,057.00

Ending Gross Assets:

\$1,330,927.00

Revenue

Gross Contributions from Solicitations:

\$55,443.00

Gross Revenue from All Other sources:

\$158,598.00

Total Dollar Value of Gross Receipts:

\$214,041.00

Expenses

Gross Expenditures from Program Services:

\$166,962.00

Total Gross from All Expenditures:

\$178,373.00

Percent to Program Services:

94%

FINANCIAL HISTORY

Fiscal Begin Date	Fiscal End Date	Begin Assets	Revenue	Program Services	Expenses	End Assets	% To Program Services
11/01/2018	10/31/2019	\$1,135,403.00	\$815,805.00	\$814,175.00	\$976,314.00	\$1,100,057.00	83%
11/01/2017	10/31/2018	\$1,222,440.00	\$863,544.00	\$805,573.00	\$944,281.00	\$1,135,403.00	85%
11/01/2016	10/31/2017	\$1,300,029.00	\$814,940.00	\$770,008.00	\$864,167.00	\$1,222,440.00	89%
11/01/2015	10/31/2016	\$1,387,985.00	\$893,764.00	\$824,419.00	\$968,024.00	\$1,300,029.00	85%
11/01/2014	10/31/2015	\$1,379,631.00	\$944,748.00	\$813,496.00	\$949,461.00	\$1,387,985.00	86%

This document is a public record. For more information visit www.sos.wa.gov/corps

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11/01/2013	10/31/2014	\$1,458,368.00	\$856,747.00	\$799,631.00	\$937,305.00	\$1,379,631.00	85%
11/01/2012	10/31/2013	\$1,275,892.00	\$830,573.00	\$819,642.00	\$947,130.00	\$1,159,335.00	87%
11/01/2011	10/31/2012	\$1,684,901.00	\$836,483.00	\$768,517.00	\$894,187.00	\$1,275,892.00	86%
11/01/2010	10/31/2011	\$1,715,037.00	\$915,576.00	\$754,872.00	\$910,442.00	\$1,684,901.00	83%
11/01/2009	10/31/2010	\$1,662,023.00	\$1,014,305.00	\$724,563.00	\$918,077.00	\$1,715,037.00	79%
11/01/2008	10/31/2009	\$1,621,239.00	\$965,432.00	\$733,903.00	\$934,577.00	\$1,662,023.00	79%
11/01/2007	10/31/2008	\$1,615,850.00	\$1,310,047.00	\$784,834.00	\$987,423.00	\$1,621,239.00	80%
11/01/2006	10/31/2007	\$1,463,549.00	\$1,097,912.00	\$797,052.00	\$926,762.00	\$1,615,850.00	87%
11/01/2005	10/31/2006	\$1,332,898.00	\$1,018,226.00	\$719,471.00	\$875,043.00	\$1,463,549.00	83%
11/01/2004	10/31/2005	\$1,263,334.00	\$875,291.00	\$687,228.00	\$818,561.00	\$1,332,898.00	84%
11/01/2003	10/31/2004	\$1,208,012.00	\$851,528.00	\$632,089.00	\$696,820.00	\$1,263,334.00	91%
11/01/2002	10/31/2003	\$1,236,132.00	\$694,067.00	\$691,710.00	\$796,923.00	\$1,208,012.00	87%
07/01/2002	10/31/2002	\$1,263,251.00	\$146,027.00	\$173,930.00	\$205,393.00	\$1,236,132.00	85%
07/01/2001	06/30/2002	\$1,262,555.00	\$565,547.00	\$560,403.00	\$636,218.00	\$1,263,251.00	88%
07/01/2000	06/30/2001	\$1,381,926.00	\$581,701.00	\$558,482.00	\$652,672.00	\$1,262,555.00	86%

Solicitation Comments:

ACCOUNTING YEAR CHANGING IN 2019 TO CALENDAR YEAR.

Did the Organization solicit or collect contributions in WA during the accounting year reported? - Yes

- Entertainment/Special Events
- Direct Mail
- Internet
- Telephone
- Product Sale
- Email
- Personal Contact
- TV/Radio

Is the Organization registered to solicit outside of WA? - No

Does the Organization pay any of its officers or employees? - Yes

First Name

LESLIE 'HAP'

JOE

AARON

Last Name

CLEMONS

HYER

LAMB

PERSONS ACCEPTING RESPONSIBILITY

Current Officers or Persons Accepting Responsibility for the Organization

First Name	Last Name	Title	Phone #	Address
JEFFREY	TRININ	PAST-PRESIDENT	3607860151	202 Fourth Ave E, OLYMPIA, WA, 98501, USA
JANET	MUELLER	VICE-PRESIDENT/SECRETARY	3607860151	202 4TH AVE E, OLYMPIA, WA, 98501-1105, UNITED STATES

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BEN	CUSHMAN	PAST-PRESIDENT	3607860151	202 Fourth Ave E, OLYMPIA, WA, 98501, USA
ELLEN	WOLFHAGEN	PRESIDENT	3607019384	120 STATE AVE NE # 1045, OLYMPIA, WA, 98501-1131, USA
GEOFF	CROOKS	TREASURER	3607019384	202 4TH AVE E, OLYMPIA, WA, 98501-1105, USA

FINANCIAL PREPARER

Person or Business that Prepares, Reviews or Audits Financial Information:

Type:

INDIVIDUAL

First Name:

JOE

Last Name:

HYER

Title:

FINANCE DIRECTOR

Address:

202 4TH AVE E, OLYMPIA, WA, 98501-1105, USA

LEGAL INFORMATION

Do you have any Legal Actions? - No

COMMERCIAL FUNDRAISERS

Does the Organization use one or more Commercial Fundraisers to solicit contributions in WA? - No

RETURN ADDRESS FOR THIS FILING

Attention:

JOE HYER

Email:

JOE@HARLEQUINPRODUCTIONS.ORG

Address:

202 4TH AVE E, OLYMPIA, WA, 98501-1105, USA

UPLOAD ADDITIONAL DOCUMENTS

Do you have additional documents to upload? No

SIGNATURE/ ATTESTATION

First Name:

JOE

Last Name:

HYER

Date:

09/22/2021

Phone Number:

360-701-9384

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HARLEQUIN 2021-2022 SEASON

Rotating Repertory Reopening!



Tenderly *The Rosemary Clooney Musical*

Based on the Life of Rosemary Clooney

October 29 - November 27

By **Lanie Robertson**

Directed by **Jimmy Shields**

The time is 1959, at one of Billie Holiday's last performances. Holiday engages the audience with salty, often humorous reminiscences of her troubled life as a travelling performer in a segregated south. She lets music tell her story, sharing soulful and heart-wrenching songs from her memorable canon.



Starring

Alexandria J. Henderson*

as Billie Holiday.

Alexandria was seen at Harlequin in *Stardust Enchantment*, 2016.

By **Janet Yates Vogt**
and **Mark Friedman**
Directed by **Cory McDaniel**
A fresh, personal, and poignant picture of the woman whose unparalleled talent and unbridled personality made her a legend. Tenderly weaves her signature songs in and out. We learn both the story of her successes on film, radio, and TV, as well as her struggles in her personal life.



Directed by

Corey McDaniel

Corey has previously directed *Noises Off* (2020) and *I Ought to be in Pictures* (2019) for Harlequin.

October 22 - November 20

Lady Day at *Emerson's Bar and Grill*



* Denotes member of Actor's Equity Association.

November 5 - December 4

By **Dael Orlandersmith**

Directed by **Faith Bennett Russell**

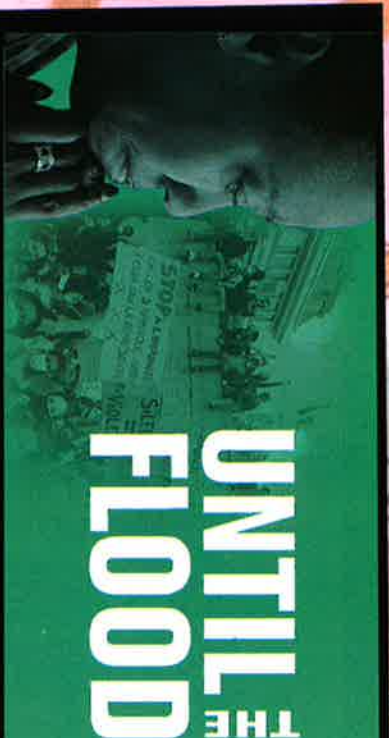
Pulitzer Prize finalist and celebrated performer and playwright Dael Orlandersmith explores the social uprising in Ferguson, Missouri following the shooting of teenager Michael Brown. She crafts a stunning theatrical experience that must be seen.



Directed by

Faith Bennett Russell

Actor, Director, Teaching Artist and Choreographer, Showtunes Theatre Co, Taproot Theater, Village Theater KIDSTAGE, and Studio East



UNTIL THE FLOOD

As of Sept. 2021 masks and proof of vaccination/a negative COVID test are required for entry.
Please see our website for the most current COVID protocols for audiences.

Musicals: \$42 / \$38 / \$25 Plays: \$35 / \$32 / \$20
Call: 360-786-0151 or visit HarlequinProductions.org



COMMUNITY FOUNDATION SOUTH PUGET SOUND

