



RYAN MANAGEMENT GROUP, INC.

March 2, 2025

City of Fort Pierce
100 N. US Hwy 1
Fort Pierce, Fl 34954

Dear Procurement Department,

I am pleased to introduce Ryan Management Group, Inc. (RMG), a Florida-based corporation dedicated to the seamless and professional management of the Sunrise Theatre's daily operations. We are excited about the opportunity to bring our expertise to this esteemed venue and contribute to its continued success.

At the heart of RMG are Bern Ryan and Holland Ryan, seasoned industry professionals with a combined 60 years of experience in successfully managing concerts, festivals, and entertainment venues. Their expertise spans talent booking, contract negotiations, operational logistics, and audience engagement, ensuring that RMG not only meets but exceeds the expectations outlined in the Scope of Work detailed in the proposal.

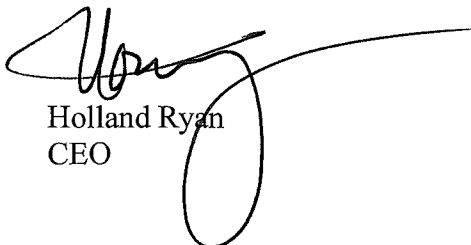
We understand that the Sunrise Theatre is more than just a venue—it is a cultural landmark that enriches the community with diverse and high-quality entertainment experiences. Our team possesses the skills, strategic vision, and hands-on experience necessary to uphold and elevate its reputation as a premier performing arts destination.

The accompanying proposal outlines our vision for the Sunrise Theatre's continued growth and long-term success. We are confident that RMG is the ideal candidate to lead this endeavor and would welcome the opportunity to further discuss our approach. Thank you for your time and consideration—we look forward to the possibility of partnering with you in shaping the theatre's future.

Sincerely,



Bern Ryan
President



Holland Ryan
CEO



RYAN MANAGEMENT GROUP, INC.

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Sunrise Theatre Proposed Budget 2024/25	Oct 2024/Sept 2025	Oct 2025/Sept 2026	Oct 2026/Sept 2027	Sept2027/Oct 2028	Oct 2028/Sept 2029
Expenses					
Salaries & Wages	\$710,000.00	\$710,000.00	\$735,000.00	\$750,000.00	\$760,000.00
Accrued Compensation	\$4,000.00	\$4,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Overtime	\$5,000.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,000.00
FICA Taxes	\$49,700.00	\$50,800.00	\$52,000.00	\$52,000.00	\$52,000.00
Life & Health	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Dental Insurance	\$3,200.00	\$3,200.00	\$33,000.00	\$33,000.00	\$33,000.00
Workers Comp	\$68,000.00	\$70,000.00	\$72,000.00	\$72,000.00	\$72,000.00
Total Personnel Services	\$889,900.00	\$894,000.00	\$953,000.00	\$968,000.00	\$978,000.00
Operating Expenses					
Legal Fees	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Accounting & Auditing	\$5,000.00	\$5,000.00	\$5,000.00	\$6,000.00	\$6,500.00
Misc. Contract Services	\$30,000.00	\$35,000.00	\$35,000.00	\$35,000.00	\$35,000.00
Custodial	\$50,000.00	\$60,000.00	\$62,000.00	\$62,000.00	\$62,000.00
House Crew	\$60,000.00	\$60,000.00	\$62,000.00	\$62,000.00	\$62,000.00
Support Staff	\$50,000.00	\$60,000.00	\$62,000.00	\$62,000.00	\$65,000.00
Temp Employee Services	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Security	\$60,000.00	\$60,000.00	\$62,000.00	\$65,000.00	\$65,000.00
Car Allowance	\$0.00				
Travel & Education	\$4,000.00	\$4,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Hospitality/Entertainmnet	\$1,000.00	\$1,500.00	\$1,800.00	\$1,800.00	\$1,800.00
Food	\$30,000.00	\$32,500.00	\$35,000.00	\$35,000.00	\$37,000.00
Transportation	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Lodging	\$500.00	\$1,000.00	\$1,000.00	\$1,500.00	\$1,800.00
Communications	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00
Freight & Postage	\$1,500.00	\$2,000.00	\$2,200.00	\$2,200.00	\$2,200.00
Utilitis	\$140,000.00	\$150,000.00	\$155,000.00	\$160,000.00	\$160,000.00
Equipmnet Rental	\$145,000.00	\$175,000.00	\$175,000.00	\$175,000.00	\$175,000.00
Audio Gear	\$0.00				
Backline	\$35,000.00	\$35,000.00	\$38,000.00	\$38,000.00	\$38,000.00
Lighting	\$5,000.00	\$5,000.00	\$5,500.00	\$5,500.00	\$5,500.00
Rigging	\$1,000.00	\$1,000.00	\$1,500.00	\$1,500.00	\$1,500.00

Visual	\$500.00	\$1,000.00	\$1,500.00	\$1,500.00	\$1,500.00
Theatre	\$0.00				
Insurance & Fidelity Bond	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00
FLC Liability & Property	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00
Building Manintenance	\$40,000.00	\$50,000.00	\$55,000.00	\$55,000.00	\$65,000.00
Theatre Supplies	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Equipment Maintenance	\$1,000.00	\$1,500.00	\$2,500.00	\$2,500.00	\$4,000.00
Computer Maintenance	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Software Expense	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00
Reproduction	\$0.00				
Outside Printing	\$1,500.00	\$2,000.00	\$2,500.00	\$2,500.00	\$2,500.00
Advertising	\$200,000.00	\$250,000.00	\$250,000.00	\$275,000.00	\$285,000.00
Cost of Events	\$1,000,000.00	\$1,000,000.00	\$1,100,000.00	\$1,100,000.00	\$1,200,000.00
Cost of Events/Rent	\$650,000.00	\$650,000.00	\$700,000.00	\$700,000.00	\$725,000.00
Packaged Sales	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00
Concession Supplies	\$10,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Bad Debt Expense	\$0.00		\$0.00	\$0.00	\$0.00
Refunds	\$0.00		\$0.00	\$0.00	\$0.00
Administrative Charges	\$75,000.00	\$80,000.00	\$80,000.00	\$80,000.00	\$80,000.00
License & Fees	\$20,000.00	\$22,000.00	\$22,500.00	\$22,500.00	\$22,500.00
Sales Tax	\$300,000.00	\$300,000.00	\$325,000.00	\$340,000.00	\$340,000.00
Contingency	\$0.00		\$0.00	\$0.00	\$0.00
Misc Expense	\$1,500.00	\$1,500.00	\$2,000.00	\$2,000.00	\$2,000.00
Office Supplies	\$5,000.00	\$5,000.00	\$5,500.00	\$5,500.00	\$5,800.00
EDP Supplies	\$300.00	\$200.00	\$300.00	\$300.00	\$300.00
Misc Equipment Expense	\$8,000.00	\$6,000.00	\$6,000.00	\$6,000.00	\$6,500.00
Cleaning Supplies	\$20,000.00	\$20,000.00	\$22,000.00	\$23,000.00	\$23,000.00
Subscription & Membership	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00
Total Operating Expense	\$4,963,600.00	\$5,109,200.00	\$5,433,800.00	\$5,514,300.00	\$5,687,400.00
Capital Outlays					
Misc Improvements	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500	\$2,500.00
Office Equipment	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000	\$10,000

Total Expense

\$4,976,100.00

\$5,121,700.00

\$5,446,300.00

\$5,699,900.00

\$5,699,900.00

Sunrise Theatre Proposed Budget 2024/25	Oct 2024/Sept 2025	Oct 2025/Sept 2026	Oct 2026/ Sept 2027	Oct 2027/Sept 2028	Oct 2028/ Sept2029	Oct 2029/Sept 20230
<u>Revenue:</u>						
Grants	\$0.00	\$ -	\$ -	0.00	-	0.00
Federal	\$0.00	\$ -	\$ -	0.00	-	0.00
State	\$0.00	\$ -	\$ -	0.00	-	0.00
FPRA	\$500,000.00	\$ 500,000.00	\$ 500,000.00	500,000.00	500,000.00	500000.00
<u>Revenue:</u>						
Ticket Sales	\$1,900,000.00	\$ 2,000,000.00	\$ 2,100,000.00	2,300,000.00	2,450,000.00	2550000.00
Ticket Sales -Rentals	\$1,000,000.00	\$1,100,000.00	\$ 1,150,000.00	1,300,000.00	1,300,000.00	1400000.00
Ticket Handler Fees	\$200,000.00	\$ 210,000.00	\$ 220,000.00	240,000.00	250,000.00	270000.00
Sponsorship	\$75,000.00	\$ 80,000.00	\$ 90,000.00	100,000.00	125,000.00	150000.00
Memberships	\$100,000.00	\$ 100,000.00	\$ 100,000.00	100,000.00	100,000.00	100000.00
Donations	\$5,000.00	\$ 5,000.00	\$ 5,000.00	5,000.00	5,000.00	5000.00
<u>Misc. Revenue:</u>						
Interest	\$0.00	\$ -	\$ -	0.00	-	0.00
Rents & Royalties	\$125,000.00	\$ 135,000.00	\$ 150,000.00	175,000.00	191,000.00	210000.00
Reimbursement of Expenditures	\$0.00	\$0	\$ -	0.00	-	0.00
Special Events	\$20,000.00	\$ 22,000.00	\$ 25,000.00	30,000.00	32,000.00	35000.00
Packaged Sales	\$0.00	\$10,000.00	\$ 10,000.00	12,000.00	12,000.00	12000.00
Misc. Revenue	\$0.00	\$ -	\$ -	0.00	-	0.00
Commissions/Merch	\$6,000.00	\$6,500.00	\$ 7,000.00	8,000.00	8,500.00	9500.00
Liquor Sales	\$100,000.00	\$100,000.00	\$ 110,000.00	125,000.00	130,000.00	140000.00
<u>Appropriated Retained Earnings:</u>						
	-\$50,000.00	\$50,000.00	\$ 50,000.00	50,000.00	50,000.00	50000.00
<u>Total Revenue:</u>	\$3,981,000.00	\$ 4,318,500.00	\$ 4,517,000.00	4,945,000.00	5,141,500.00	5410000.00



RYAN MANAGEMENT GROUP, INC.

Anticipated Sunrise Theatre Attendance: 2025 – 2029

As Ryan Management Group (RMG) embarks on revitalizing and expanding the programming at the Sunrise Theatre, we anticipate significant growth in attendance over the next five years. By introducing a diverse lineup of nationally recognized artists, Broadway productions, comedy acts, community-driven events, and immersive educational opportunities, we expect to attract both returning patrons and new audiences.

Our strategic investments in marketing, outreach, and enhanced guest experiences—including expanded food and beverage offerings, exclusive pre-show dining options, and partnerships with local organizations—will further drive attendance and engagement. These projections reflect our commitment to increasing accessibility, broadening our demographic reach, and positioning the Sunrise Theatre as a premier cultural destination for Fort Pierce and beyond.

Anticipated Attendance Sunrise Theatre

2025	172,800 Attendees
2026	216,000 Attendees
2027	228,000 Attendees
2028	234,000 Attendees
2029	240,000 Attendees

30/90/120-Day Plan for Sunrise Theatre Operations Transition

Opening: RMG's Commitment to the City, Community, and Its Residents

Ryan Management Group, Inc. (RMG) is honored to take on the management and revitalization of the **Sunrise Theatre**, a historic and cultural gem in the heart of **downtown Fort Pierce**. Our **primary focus** is on the **betterment of the city, its community, and its residents**, ensuring that the theatre serves as both an artistic hub and an economic driver for the region. RMG understands that the **Sunrise Theatre is more than just a venue**—it is a gathering place for the community, a source of pride for Fort Pierce, and a key contributor to the **city's cultural and economic vitality**.

With a **proven track record** of revitalizing historic venues and turning them into thriving arts and entertainment destinations, RMG will apply its **expertise, strategic vision, and commitment to excellence** to enhance the Sunrise Theatre's operations, expand programming, and elevate guest experiences. Our goal is to create a **world-class entertainment destination** that not only attracts visitors but also supports **local artists, businesses, and cultural organizations**. By focusing on **quality programming, superior hospitality, community engagement, and economic growth**, we will ensure that the **Sunrise Theatre flourishes** as the **beating heart of downtown Fort Pierce**.

To accomplish this, RMG has developed a **comprehensive 30/90/120-day transition plan** that prioritizes:

- ✔ **Operational Excellence:** Hiring top-tier talent, streamlining processes, and implementing industry best practices.
- ✔ **Expanded Programming:** Curating a diverse lineup of performances that cater to all audiences, from Broadway to rock and comedy.
- ✔ **Enhanced Guest Experience:** Upgrading food and beverage offerings, security measures, and overall customer service.
- ✔ **Economic Growth & Community Impact:** Increasing foot traffic, supporting local businesses, and providing job opportunities.

With this **strategic and community-first approach**, RMG will **seamlessly transition into leadership** while laying the groundwork for **long-term success and sustainability** at the Sunrise Theatre.

First 30 Days: Transition & Assessment

Objective: Establish operational control, assess existing systems, and implement immediate improvements.

Facility & Maintenance

- Conduct a **comprehensive facility assessment** ensuring safety, compliance, and operational efficiency.
- Review **HVAC, electrical, plumbing, and structural systems**, developing a **short- and long-term maintenance plan**.

Technical Equipment & Production

- **Hire a new Technical Director** to oversee all production and technical aspects.
- **Hire a Head Sound Engineer and Master Electrician** to ensure high-quality performances.
- Evaluate **sound, lighting, and rigging systems** for upgrades and optimization.

Programming & Event Scheduling

- Review the **existing event calendar** and ensure smooth execution of scheduled performances.
- Begin curating **expanded programming**, including:
 - **Broadway Concert Series**
 - **Comedy Series**
 - **Black Box Series**
 - **Rock, Country, and Reggae Concert Series**
- Establish relationships with **booking agents and promoters** for high-profile talent acquisition.

Food & Beverage Operations

- Assess **current bar and concession operations** for efficiency and profitability.
- Begin **planning for the full-service culinary kitchen**, which will enable in-house catering.
- **Hire a Full-Time Food & Beverage Manager** to oversee bar operations and catering services.
- Start hiring **part-time bartenders, barbacks, and concession staff** to support expanded offerings.

Security & Risk Management

- Conduct a **security audit** of existing infrastructure installed by the City.

- Develop updated **security protocols** and staff training programs.
- Begin **contracting with law enforcement and private security firms** based on event needs.

Marketing & Public Relations

- **Retain the full-time Marketing Director** for continuity.
- **Hire a part-time Marketing Assistant** to boost promotional efforts.
- **Review potential third-party public relations firms** for media outreach and promotional strategy.
- Begin executing **aggressive digital marketing campaigns**, utilizing:
 - **Social media (YouTube, Facebook, Instagram, TikTok)**
 - **Streaming service ads (Hulu, Amazon Prime, HBO Max)**
 - **Satellite and terrestrial radio (iHeartRadio, SiriusXM)**
- Continue **wedding and private event rental marketing campaigns** via **Wedding Wire, The Knot, and Eventective**.

Back-Office & Administrative Setup

- Transition **human resources, payroll, and financial management systems** to RMG.
- Ensure compliance with **GAAP accounting principles and regulatory requirements**.
- **Offer employment opportunities** to the current Theatre Executive Director, Technical Director, and Maintenance Manager.
- Begin hiring **finance, IT, and administrative staff** to support operations.

First 90 Days: Implementation & Expansion

Objective: Implement key operational improvements, expand programming, and enhance guest experiences.

- Begin **preventative maintenance and necessary repairs**.
 - Finalize contracts for **new performance series and festivals**.
 - Expand **community engagement initiatives** through partnerships with local artists and organizations.
 - Develop **outdoor festivals and free community events** to expand audience reach.
 - Begin construction of the **full-service culinary kitchen**.
 - Introduce **VIP food and beverage experiences**.
 - Fully implement updated **security protocols** and staff training programs.
 - Execute **expanded marketing campaigns** to boost ticket sales and rentals.
 - Establish **long-term vendor partnerships** for IT, HR, and legal services.
-

First 120 Days: Optimization & Growth

Objective: Achieve full operational efficiency, drive revenue growth, and establish the Sunrise Theatre as a premier cultural hub.

- Complete **any major renovations or facility upgrades**.
 - Launch **expanded concert series, Broadway performances, and seasonal festivals**.
 - Officially **launch the full-service culinary kitchen and in-house catering services**.
 - Fully integrate **expanded rental equipment offerings and technical upgrades**.
 - Conduct a **financial performance review** and refine budget planning.
 - Expand **regional and national press outreach** to enhance visibility.
-

Conclusion: A Long-Term Commitment to Fort Pierce's Cultural and Economic Growth

RMG is **deeply invested** in the **success and longevity** of the **Sunrise Theatre and the city of Fort Pierce**. Our commitment extends far beyond venue management—we aim to be an **active partner in the community's cultural and economic development**. By introducing **world-class programming, elevating food and beverage services, enhancing security, and streamlining back-office operations**, we will position the Sunrise Theatre as a **pillar of arts and entertainment** in the region.

With **leadership from Bern and Holland Ryan**, who have successfully transformed historic venues into thriving arts centers, RMG will apply its **expertise, passion, and community-driven approach** to ensure that the Sunrise Theatre not only survives but **thrives**. Through **expanded programming, partnerships with local businesses, and engagement with residents**, we will drive **tourism, local business growth, and economic development**, making downtown Fort Pierce a **must-visit cultural destination**.

Our mission is clear: **to honor the theatre's storied history while embracing a future of innovation, growth, and unparalleled entertainment experiences**. With the City of Fort Pierce and its residents as **our partners**, we will build a **bright and sustainable future for the Sunrise Theatre**—one show, one performance, and one unforgettable experience at a time.

Bern Ryan
2601 SE Morningside Blvd.
Port St Lucie, Fl 34952
Work Experience

President

Carefree Catering
Port St. Lucie, FL
3/03-Present

Manage daily operations, menu creation and staff recruitment for this 14 million dollar a year upscale catering company serving Palm Beach, Martin & St. Lucie Counties.

Project Manager/Property Manager

Lake Delray Apartments
Delray Beach, Fl
5/99-2/03

Responsible for successfully completed \$7 million dollar renovations and daily operations for this 404 unit senior living property.
Increased occupancy from 82% to 99% in sixteen months.

Executive Director

Brookdale Senior Living
The Classic at West Palm Beach
West Palm Beach, Fl
3/98-5/99

Executive Director of the 244 unit upscale Senior Retirement community with 64 bed Assisted Living Facility. Increased occupancy from 93% to 98% in one year.

Director of Resident Services/Operations Director

Lakeside Village, A Classic Residence by Hyatt
12/96-3/98

Responsible for construction planning and developing all operational aspects of this 46 acre campus upscale Retirement Community with Independent, Assisted Living and Nursing Home components .

General Services Director

ARAMARK Corporation
General Hospital, Eureka, CA
8/91 to 11/96

Multi-Department Manager - Director of the Food Service, Housekeeping & Laundry Departments at this Acute Care Healthcare facility.

Education

Culinary Institute of America, Hyde Park, NY
AOS Degree, Culinary Arts, 1986

San Diego State University, San Diego, CA
History, 1977

References available upon request.

Holland Ryan

[Wellington, Florida] | [(561) 504-5138] | [Hcryan@gmail.com] |

Highly motivated and effective Theatrical Chief Executive Officer bringing 20+ years experience in strategic planning, fiscal responsibility, and hands-on technical positions. Demonstrated ability to increase revenue and grow audiences through multi-dimensional project execution. Adept in communicating direction and creative vision to all levels of employees and leadership teams. Brings working knowledge of event planning and execution as well as various technical stage production tasks to increase efficiency and create change within an organization.

Professional Experience

Sunrise Theatre For The Performing Arts | Fort Pierce, FL Facilities Director / Technical Director | August 2023 - Present

- Responsible for the technical operations of the theatre, including lighting, sound, set design and construction, and coordinating necessary maintenance. This position is also responsible for the day-to-day operations of the facility and to find ways to make the facility more productive by providing effective methods in its operations, as well as maintenance and supervision of the facility.

Palm Beach Atlantic University | Belle Glade, FL/ Lake Worth, FL Technical Production Supervisor | January 2023 - August 2023

- Responsible for review and negotiations of all riders and contracts to reduce overhead costs on equipment, staff, and hospitality requirements from artists.
- Created, implemented, and maintained crew schedules and listing of over-hire employees.
- Maintained top tier rental equipment contacts.
- Repaired and maintained all theatrical systems in the various venues.
- Worked within organizational budgets to ensure all events happen successfully and within the specified budgets per event.

A-Team Entertainment Consulting,LLC. | South Florida, FL CEO/President | January 2022 - Present

- Theatrical Sound and Lighting Systems design, sales, and installation
- Sound Engineering Services
- Technical Direction Services
- Artist Booking Services
- Providing Technical Staffing for clients events and productions

Old School Square Center for the Arts | Delray Beach, FL Chief Operating Officer | January 2019 - December 2021

- Oversaw day-to-day operations, working with Board of Directors to execute organizational vision while managing the organization's 3.8 million dollar annual budget, creating \$101 million dollars of economic impact to the community drawing over 1.2 million residents annually for 3,600 events
- Spearheaded efforts to develop and implement a fully socially distanced seating layout for Old School Square's Outdoor Pavilion, allowing the organization to be the first in the Nation to restart live programming on October 24th 2020, presented 50 shows to date including twenty sold out events
- Created the "Amplified" Virtual Concert Series, organizing efforts to complete multi-track recordings and cinematic filming of 28 performances, growing audiences online by gaining 40,000 views in local market, 30,000 views in 42 other states, and over 20 million views during pandemic
- Revamped Old School Square's Food and Beverage programs by implementing new policy and procedures, dynamic event pricing, and mobile ordering resulting in a 537% revenue increase from 1st quarter 2020 to 1st quarter 2021, and a 200% revenue increase from 2019

Old School Square Center for the Arts | Delray Beach, FL Artistic Director | January 2020 - December 2021

- Worked alongside CFO to create and review organization's yearly and departmental budgets, developing path towards annual fiscal sustainability utilizing strategic planning and scheduling strategies to create long-lasting budgetary responsibility within organization
- Established and built relationships with industry leaders in booking and artist management companies, negotiating partnerships and contracts elevating the organization's 30-year history of bringing tribute acts and

lesser-known artists to a calendar of stars and household names including acts such as Jimmy Buffet, Easton Corbin, New Found Glory, Old Crowe Medicine Show, and Grace Potter.

- Collaborated with the Florida Presenters' Consortium to craft a routing plan for concerts and events to tour throughout the state, increasing Florida's purchasing power from one institution to a total combined effort of 120 venues
- Provided oversight of organization's \$1.5 million private donor renovation for the Crest Theater Building, completing projects such as interior design updates and bid of A/V modernization systems

Old School Square Center for the Arts | Delray Beach, FL

Information Technologies Director | January 2012 - December 2021

- Designed, ordered, and installed updates to Old School Square's servers and employee workstations, troubleshooting, repairing, and replacing outdated equipment as needed in order to switch location to cloud-based programs and systems greatly increasing system reliability
- Redesigned Organization's SEO (Search Engine Optimization) plan, implementing ideas such as redesign of Organizations website, architecture and content and mobile optimization through Google resulting in an increase from 300 unique views to 85,000 unique views per month
- Modernized all facilities on the 5-acre campus by rewiring building with Cat-6 connectivity and installing secure Wi-Fi service throughout the property, reducing system downtime by 80% and increasing communication ability across campus
- Single handedly created accounts for all 5 business arms of the organization on Facebook, Google, Instagram, and YouTube, coaching team to analyze social media traffic and analytical data of campaigns and digital strategies in order to better direct team's efforts toward receiving "Verified" status on all sites

Additional Experience

Old School Square Center for the Arts | Technical Director (2012-2019), Old School Square Center for the Arts | Head Sound Engineer (2001-2012)

Technical Experience

Amber Leigh Entertainment | February 2011 - March 2020

- Assisted in roles such as Artist Manager, Tour Manager, Crew Chief, A1 Sound Engineer, Monitor Engineer, Production Manager, Technical Director, and Stage Manager

Jack Hammer Live Audio | January 2001 - March 2020

- Oversaw all sound elements, stage setup and design, and running live events; Acted as A1 Sound Engineer, Crew Chief, Systems Technician, Client Liaison, Lighting and Video Technician as needed

Mary Gaines Bernard (Summers) | January 2017 – March 2019

- Responsibilities included: Artist Manager, Tour Manager, Sound Engineer, Producer, Technical Director, Stage Manager

Yanni Wake Entertainment | January 2013 - January 2017

- Responsible for various roles depending on artist need such as Tour Manager, Crew Chief, A1 Sound Engineer, Monitor Engineer, Systems Technician, Production Manager, Technical Director, and Stage Manager

Wireless Systems Group | January 2002 - March 2019

- Executed duties such as Theatrical Systems Design, Quotation, Sales, Sound System Design and Installation, and A1 Sound Engineer, responsible for running all live events

Florida Atlantic University's University Center | January 2000 - January 2001

- Acted as House Sound Engineer, responsible for repairs of all systems and equipment, completing A1 Sound Engineering for all in house and rental productions, as well as building and scheduling over hire crews

Core Competencies

Written and Verbal Communication, Grant Writing, Entertainment Contracting, Contract Negotiation, Sponsorship Development, Strategic Planning, Increasing Revenue, Talent Management, Content Delivery, Stage Production, Large-Scale Budgets, Event Planning and Execution

THINGS TO DO

‘Heart attack on a plate’: 2024 Wellington Bacon & Bourbon Fest wants you to pig out



Wellington Bacon and Bourbon Fest / Courtesy)

Garlic ginger bourbon candied bacon on a stick is among the over-the-top culinary indulgences on tap at the festival. (Wellington Bacon and Bourbon Fest / Courtesy)



By **PHILLIP VALYS** | pvalys@sunsentinel.com | South Florida Sun Sentinel

UPDATED: March 19, 2024 at 10:37 AM EDT

This is "Small Bites," a South Florida Sun Sentinel feature with tiny tidbits on the food and beverage scene — because we know that sometimes you just don't have room for a long article, you want a little news brief instead, an amuse bouche of information, if you will. Enjoy!

WHAT:

Your cardiologist will hate you for the naughty b-words you're about to consume: bacon and bourbon.

That's because the unabashedly calorific antics of the Wellington Bacon & Bourbon Fest are not for the weak-hearted, if you ask organizer Nancy Stewart. Designed with strong-willed gourmands in mind, the 10th annual festival on March 23 and 24 will offer 40 rare-batch bourbons, smoked brisket grilled cheese, whiskey-themed craft beers, 60 vendors and six live-music performers.

"It's heart attack on a plate-type stuff," Stewart says. "This is for the lovers of bourbon, and we only bring bacon in because it pairs well. People have really come to expect the varieties of rare bourbons we have, so they can try it before they go out and buy it."





Wellington Bacon and Bourbon Fest / Courtesy

About 40 varieties of rare-batch bourbons and specialty cocktails will be served at the 10th annual Wellington Bacon & Bourbon Fest. (Wellington Bacon and Bourbon Fest / Courtesy)

This edition of bacon-and-bourbon revelry will seem more like its smellier sister bash, [South Florida Garlic Fest](#), Stewart says. An experiment last year to [introduce high-end bourbon-and-dinner pairings](#) wasn't popular, so the festival now mirrors what makes Garlic Fest so successful: plenty of live music and walk-around tastings.

"People just want lots of pop-up food and drink vendors, so we went with what we knew was a guarantee for us," Stewart says. "We had one DJ last year and we've got six new bands this year."

S

[Read More](#)

WHEN:

Hours are 11 a.m. to 9 p.m. Saturday, March 23, and 11 a.m. to 6 p.m. Sunday, March 24.

WHERE:

Head to Village of Wellington Town Center Promenade, 12150 Forest Hill Blvd.

THE DISHES:

- Food vendors include Poblano South, KeNiya's Kitchen, Eat Da Bone BBQ and The Purple Shrimp.
- They will serve: Bacon garlic shrimp scampi with bacon pasta; chorizo smash burgers with bacon; 14-hour brisket grilled cheese and brown butter bourbon bread pudding with ice cream



Jennifer Lett / Sun Sentinel

More than 60 vendors are expected at the 2024 Wellington Bourbon and Bacon Fest. (Jennifer Lett/South Florida Sun Sentinel file)

THE BUZZ:

- Along with specialty cocktails such as Garrison Brothers Dr. Pepper frozen bourbon slushies and a Bloody Mary with a bacon stick, rare bourbons will include: Buffalo Trace Distillery's Stagg Jr., Colonel E.H. Taylor, Jr. Single Barrel Bourbon Whiskey, Peerless High Rye Kentucky Bourbon and Hooten Young American Whiskey.
- New this year are bourbon-themed craft beers, including: Goose Island Bourbon County Stout, Founders Bourbon Barrel-Aged Chocolate Coffee Stout and Royal Palm Brewing Co.'s Madagascar Vanilla Bourbon Red Ale.

THE BANDS:

- **March 23:** Adam Fine (11:30 a.m.-2 p.m.), Eric Hansen (2:30-4:30 p.m.), Tim Charron (5-6:30 p.m.) and Stryder (7-8:30 p.m.)
- **March 24:** Sarah Fine (1-2:30 p.m.), Rockoustic Duo (3-4:30 p.m.)

COST:

Admission is free for both days, and food and drink purchases will be individually priced. Free parking will be available at Wellington Amphitheater (12100 Forest Hill Blvd.), Chancellor Corporate Center 1 (2008 S. Shore Blvd.); and at Wellington's Village Hall (12300 Forest Hill Blvd.)

INFORMATION:

Visit BaconBourbonFest.com or Facebook.com/BaconBourbonFest, or call 561-279-0907.

Originally Published: March 13, 2024 at 6:00 AM EDT

Around the Web

REVCONTENT

The Wellington Bacon & Bourbon Festival shines a loving light on our most flavorful food...Bacon, and the quintessential American liquor...Bourbon. The event challenges the culinary skills of Palm Beach County chefs exploring the boundaries of New American Cuisine and good old fashioned comfort foods, just like Mom used to make! Our chefs come up with new and unusual menus of bacon and pork-related dishes from the sublime, Chocolate Dipped Bacon or Bacon & Bourbon Pulled Pork!

WELLINGTON *Bacon* & BOURBON



5,000
attendees

9 International Awards

Featured on the hit Cooking Channel show, Carnival Eats

1,100
Instagram followers



8,954
Facebook fans



85

+ Artists & Crafters



2 days

FREE Admission



baconbourbonfest.com

#BaconandBourbonFest2025

March 22 & 23, 2025

Delray Affair

The Delray Affair is the largest arts & craft festival in the Southeast United States. The event takes place along the palm tree lined downtown streets of Delray Beach and stretches 8 city blocks. The Delray Affair has received numerous awards for its 'eclectic' mixture of fine art, great crafts and funky products from around the world.



10 International Awards



110,000
attendees

63

years produced by
the Delray Beach
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400 + Artists &
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7 city
blocks



Top 13 Best
Art Festivals
in America

9,700

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8 State
Awards

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FREE
admission



3 days



DelrayAffair.com

#DelrayAffair2025

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The "Best Stinkin' Party in South Florida" celebrates 26 years!

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Feb. 1 & 2, 2025



GarlicFestFL.com

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In Concert: Jimmy Buffett With Coral Reefer Friends, at the Pavilion at Old School Square in Delray Beach, Florida

PRESS RELEASE • UPDATED: APR 23, 2021

On Sale Monday, April 26, at 10 AM



DELRAY BEACH, Fla., April 23, 2021 (Newswire.com) -

South Florida, the wait is over. [Jimmy Buffett](#) with Coral Reefer Friends will perform at [Old School Square](#) in Delray Beach for four nights in May - Thursday, May 13, Friday, May 14, Monday, May 17, and Tuesday, May 18 - all at 8 pm. Parrot Heads near and far won't want to miss their chance to soak in an intimate Jimmy Buffett experience.



"We are honored to host a music icon as beloved as Jimmy Buffett, whose songs also perfectly depict the island vibe lifestyle we offer here in Delray," said Old School Square chief operating officer Holland Ryan. "We're incredibly humbled that Jimmy and his team selected our safe, secure, open-air venue to bring back his live performances, and we look forward to these special nights with Jimmy's classics and best-known gems under the stars".

Jimmy recently released an album, "Songs You Don't Know By Heart," which Parrot Heads had a hand in, after the question posted on social media, "What little-known Jimmy Buffett songs would you like him to revisit?" prompted tens of thousands of replies. Once the votes were tallied, Jimmy and his daughter and filmmaker, Delaney Buffett, began shooting a new video of the top-mentioned songs every week for his website. There are currently over four million views for the series and the acoustic album, "Songs You Don't Know By Heart", is a curation of fans' top responses.



This release comes on the heel of his very successful record (#2 debut), "Life On The Flip Side," his first studio album in seven years. Not being on tour has resulted in a very prolific time for Jimmy.

Also in 2020, Jimmy was inducted into the Mississippi Songwriters Hall Of Fame. "It's a long way from The Pascagoula Run, and my early days growing up in Mississippi certainly had an impact on the way I wrote songs and what I wrote about," said Jimmy. "So, thank you Mississippi for that."

Dates and Ticket Information:

Thursday, May 13; Friday, May 14; Monday, May 17; Tuesday, May 18

Old School Square Pavilion

Tickets On Sale Monday, April 26 at 10 am

Limited to one pod (four tickets) per customer

Tickets available at OldSchoolSquare.org

Ticket prices subject to applicable fees

Media Contact Info:

For Jimmy Buffett: Laurie Gorman - Catalina Management - laurie3G@aol.com

For Old School Square: Carli Brinkman- (561) 308-3683 - cb@carlipr.com

Source: Old School Square

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Jul 17, 2021 7 min read

In the Camera of a Crimson King — Shutterbug bassist Tony Levin delivers funky picks, candid clicks

Updated: Jul 20, 2021



Tony Levin in Ann Arbor, Michigan in 2017, from Images from a Life on the Road (Courtesy Tony Levin)

IF YOU'RE PLANNING to check out pioneering progressive-rock giants King Crimson in Delray Beach on July 23, be prepared to see the show through the bassist's camera.

Crimson bassist [Tony Levin](#) has taken photographs to document much of his 40-plus years in music, many shot with remote-camera setups at live performances with big names like Peter Gabriel, Paul Simon and Sting.

When Crimson takes the stage at [Old School Square Pavilion](#), he plans to sneak in a few camera clicks as he pounds away or

"I got a new camera in addition to the 360-degree panoramic camera that I'll be taking pictures of the audience with (during the show) and an interview.

"Hopefully I can get the whole band and the audience in one picture every night and [share that online.](#)"



Peter Gabriel performing "Lay Your Hands on Me" in 1987 (Photo by Tony Levin in his book *Images From A Life On T*

Levin, 74, has been carrying cameras with him almost as long as, and wherever, he has carried bass guitars, onstage and off.

But make no mistake: First and foremost, he is a no-nonsense musician, a prolific session player and touring bassist who made some of the most popular hits by some of rock's biggest names.

You may not know it, but that's Levin playing bass on Simon's "50 Ways To Leave Your Lover", John Lennon's "(Just Like) Stella", and Floyd's "Learning to Fly," to name just a few.

He has been Gabriel's bass player of choice since 1977 — that's Levin on "Sledgehammer" and "Big Time." And he's the long King Crimson, a gig he started in 1981 with a pioneering progressive rock band that formed in 1968.



Tony Levin (Photo by Claudia Hahn)

Ranked among Rolling Stone magazine's [50 greatest bass players](#), he also created "[funk fingers](#)," modified drumsticks attached to fingers to create a funky slap sound. And he popularized the [Chapman Stick](#), a sleek, tapping guitar heard in Gabriel hits like

He's a damn fine photographer, too.

See for yourself in "[Images From A Life On The Road](#)," a new coffee-table book featuring 247 mostly black-and-white photographs from the 1970s and shot on four continents.

Decades before cameras became fixtures in pocket-fitting cell phones, Levin started carrying one on touring gigs. He had the camera photograph intimate moments, often using a squeeze ball or a foot pedal rigged with a shutter trigger.



One of Levin's favorite images: Peter Gabriel in the crowd during "Lay Your Hands On Me." (Courtesy Tony Levin)

Aside from a few mirror-assisted selfies (some taken before selfies were a thing), Levin aimed his camera at Gabriel, King Crimson, Peter Dinklage, Peter Frampton and many other musicians in candid moments before, during and after shows.

"Images..." is not his first book of photos. He published *Road Photos* in 1983 and *Crimson Chronicles* in 2004. But as 2020 approached, he had already been thinking for years about a new compilation, if only he could find the time during his busy touring schedule.

Then came the pandemic.

With concert halls silenced, Levin started sorting through tens of thousands of images, many that had to be scanned because film. It took him six months.

“I might never have had time in my lifetime to collate it all and put it together if not for the lockdown,” he said.



Adrian Belew and Robert Fripp of King Crimson on a train in Japan in 1981. (Courtesy Tony Levin)

Released in February and distributed by MoonJune Records, the book is presented as a journey of a musician's life on the road, with chronological chapters covering a typical day — traveling, arriving at the venue, backstage, going on stage, showtime and beyond.

For Levin, the book represents a visual biography of the most significant periods in his professional career, which started in the 1960s when he studied classical and jazz at the Eastman School of Music.

"I had a pretty good camera in the '70s. Pretty early I started taking pictures when things got quiet on stage," said Levin, known for his long hair and thick mustache.



Actor John Cusack, in Los Angeles in 2012, handed a boombox to Peter Gabriel during the song "Your Eyes." (Courtesy of Ton Diary")

"Then I started setting up a tripod on stage with a camera on it and a foot pedal to trigger the camera. I put that foot pedal an You couldn't tell, but I was taking pictures during the show whenever I wanted, if something interesting happened on stage."

One of Levin's favorite images in the book shows Peter Gabriel gently sliding into the crowd on his back and floating through during the song "Lay Your Hands On Me."

Go to the 6:10 mark in [this video](#) below to see Gabriel doing a crowd backslide like the one Levin photographed:

But Gabriel, who'd just left Genesis when he met Levin, wasn't always a willing photo subject. A few times during performance the singer would just happen to knock over Levin's tripod as he pedaled by on a bicycle.

"The special thing about my photos, I've had the unique opportunity to have a vantage point on stage with Peter Gabriel and Sting, Seal, King Crimson, and the camera is next to me, so I get a picture that's significantly different than anything you can get from the audience," he said.

Levin has posted more than 6,800 photos over the years in "The Road Diary," which he started as a blog in 1996 and is now | TonyLevin.com.

And since 2012, he has showcased images on his Instagram account [@tonylevin](https://www.instagram.com/tonylevin).

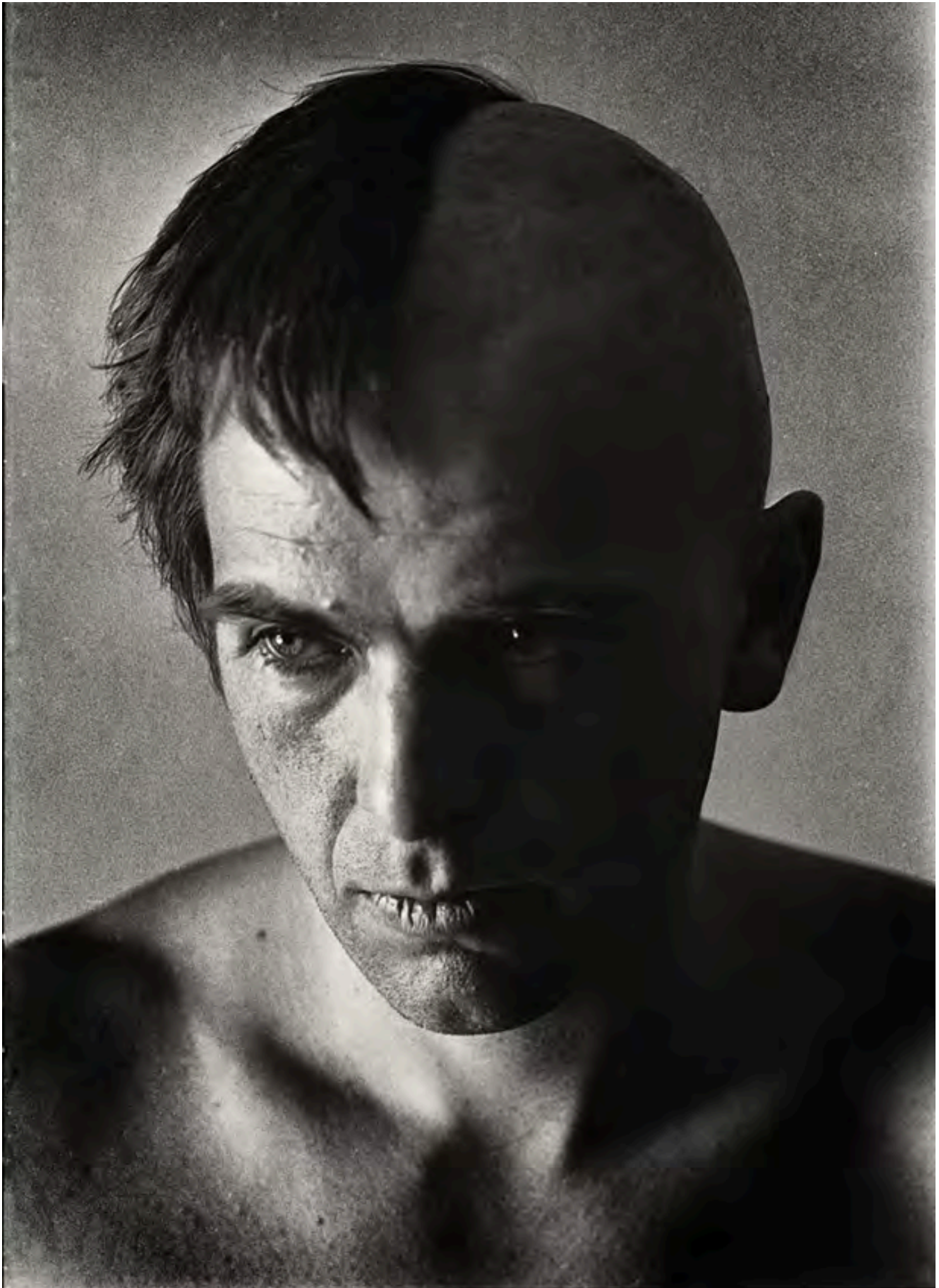
But it's the book that showcases his very best photos along with his knack for recognizing and capturing significant moments

“Like the first concert I did with King Crimson,” he said, recalling a 1981 show “in a little club called Moles because it was literally in Bath, England. I wanted to take a picture of the first note of the first set of that incarnation of King Crimson. It was great fun along for the ride.”

Levin, who enjoyed shopping for lenses early in his career on tours of Japan, said he doesn't necessarily consider himself a p
photographer.

Some of the images in the book aren't perfectly sharp, the result of a candid moment captured on the fly.

But he's definitely as serious with a camera as he is with an NS upright bass.



Peter Gabriel was halfway through shaving his head when Levin stopped him and took this photo. (Tony Levi

“It’s not that I’m an expert at it,” he said, “but if you keep trying to get better at it and do it for enough years, sooner or later at get lucky and get some good shots.”

It’s no surprise that Gabriel and Fripp appear in most of the photographs in “Images from a Life on the road.”

Both musicians played pivotal roles in Levin's career, which might have taken a very different road if not for an early setback.

He was playing with the Rochester Philharmonic in 1969 when he was invited to join Buddy Rich's jazz band on the road. Three weeks later, on a break, Levin got rid of his apartment, sold most of his belongings and took off to join the band.



Tony Levin fan in Poland photographed by Levin in 2018 (Courtesy TonyLevin.com "The Road Diary")

But when he caught up with the band, he found out he didn't have the job after all.

"I went on the road and they changed their mind, said they didn't need me," he recalled.

"Probably my whole life would have been different had I done that tour that I was trying to do."

With no job and no apartment, he decided to head to New York City to "try my luck in the big pond with the big boys," he said

He started playing with Mothers of Invention keyboardist Don Preston and landed session gigs with the likes of Lou Reed (“B”). Along the way he made connections with influential producers Bob Ezrin.

“I did a few Alice Cooper records with him and he liked how I played rock,” Levin said.

One day in 1976, Ezrin brought him in to play with Gabriel on the singer’s first album since leaving Genesis. That same day, Levin also been brought in to work on Gabriel’s album.

Levin wound up going on tour, the start of a long Gabriel collaboration. He made himself available to other musicians, too.

In 1981, Fripp recruited Levin for his revival of King Crimson, which was coming back from a seven-year hiatus.

Levin would work with other musicians and bands. (Playing bass just a few feet from Lennon during the recording of “Double
joined the Beatles for a day,” he said.)

But he would end up spending the most productive periods of his career with Gabriel and Fripp.

“Very happily I am still making music with them both, which is pretty amazing,” Levin said, reflecting on the day in July 1976 h

“It’s been a long ride and it’s not over yet.”



King Crimson will perform in Delray Beach on July 23. (Photo by Dean Stockings)

What can concert goers expect at a King Crimson show like the one in Delray Beach on July 23?

“You won't hear or see another band like King Crimson. We are certainly unique.” Levin said.

“There are seven of us. We have three drummers in the band who have devised intricate ways to divide up the drum part. We of the stage with the other four of us behind them on risers. It's a fascinating show just to watch the drummers.



King Crimson in Krakow in 2018 (Photo by David Singleton)

“We present it almost like a classical concert. Pretty serious when we come on stage, sometimes in suit and ties. We try to give sound and best musical experience we can and if we're allowed we do quite a long concert.”

King Crimson's catalogue of music includes hundreds of songs, many dating back to the late 60s.

“It's a huge number of pieces and we might pull any of them out on any night.”

But he can't guarantee they'll play classics like “Court of the Crimson King” or “21st Century Schizoid Man.”

Unlike most bands that tour with essentially the same set list night after night, King Crimson has a unique set list that's compiled for each show.

"Robert Fripp is pretty adamant about that. He wants us to have about 50 songs ready to play — that's more than we'll ever need for a show," Levin said.

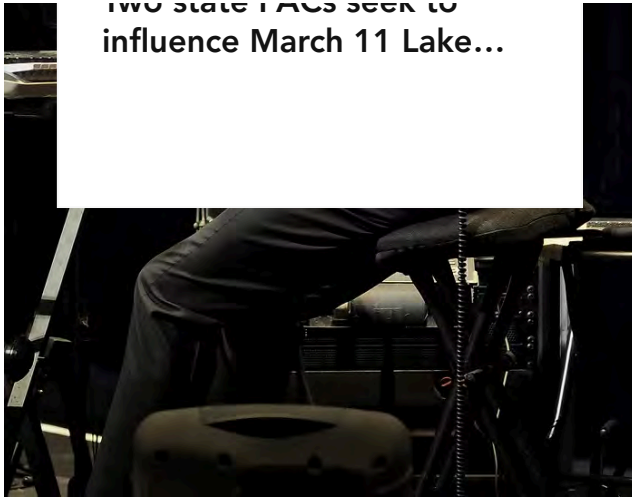
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Robert Fripp (Photo by Claudia Hahn)

“Then on the morning of the show he spends the whole morning listening to things and reviewing our last performance and c played, even if its years before played that venue, to make sure we presents something different or something different than because some people will follow us from city to city.”

Around noon, Fripp emails his bandmates a proposed set list, which is finalized during the sound check.

KING CRIMSON

SPECIAL GUEST:
THE CALIFORNIA
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MUSIC IS OUR FRIEND

LIVE AT THE PAVILION · JULY 23, 2021

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The Pavilion at Old School Square

Delray Beach, FL (April 22, 2021)-- South Florida, the wait is over. Jimmy Buffett with Coral Reefer Friends will perform at Old School Square in Delray Beach for four nights in May, Thursday, May 13, Friday, May 14, Monday, May 17, and Tuesday, May 18- all at 8 pm. Parrot Heads near and far won't want to miss their chance to soak in an intimate Jimmy Buffett experience.

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Monday, May 17th; Tuesday, May 18th
Old School Square Pavilion
Tickets On Sale Monday, April 26 at 10am
Limited to One pod (4 tickets) per customer

Tickets available at OldSchoolSquare.org
Ticket prices subject to applicable fees.

Contact Info:

For Jimmy Buffett: Laurie Gorman - Catalina Management – laurie3G@aol.com
For Old School Square: Carli Brinkman– (561) 308-3683 - cb@carlipr.com



Old School Square

ARTS & LIFE | ENTERTAINMENT | COMMUNITY

Old School Square Announces Return of Crest Theater Indoor Performances



By **Online Staff D**

06/17/2021

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Old School Square

Boca Raton, FL – Old School Square, the historic arts and entertainment campus and music venue in the heart of downtown Delray Beach, has announced the 2022 winter season of music series set to take place at what will be a newly-restored Crest Theater. This season of music series, Broadway Cabaret and MusicWorks Concerts, not only marks the return of indoor performances for Old School Square after the pandemic abruptly brought last season's series to an unanticipated halt, but it also marks the 25th year of the Broadway Cabaret Series in the historic theater venue.



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“Old School Square is excited and honored to bring back live entertainment to our historic Crest Theatre, and we have planned an incredible 2021-2022 season for our patrons.” said Old School Square chief operating officer Holland Ryan. “This season we will focus on the nation’s top Broadway, rock, country, blues, Americana, folk, and reggae artists as well as an incredible lineup of comedians, and we can’t wait to share it all with our music-loving community.”

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This year’s highly-anticipated Broadway Cabaret series will launch on January 17, 2022 with the Tony Award Winning, actress, entertainer and songbird Shoshanna Bean.

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The series will present the following performances and 2022 dates, all with 8PM start times:

Jan 17 & 18 – Shoshana Bean, *Broadway, My Way!*

Jan 31 & Feb 1- Norm Lewis, *An Evening with Norm Lewis!*

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Feb 14 & 15 – Linda Eder, *An Evening with Linda Eder!*

Mar 7 & 8 – John Lloyd Young, *Broadway’s Jersey Boy*

Mar 14 & 15- Rachel Bay Jones, *Sing Happy*

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Mar 28 & 29 – Mandy Gonzalez, *An Evening with Mandy Gonzalez*

Apr 11 & 12 – Lucie Arnaz, *I GOT THE JOB: Songs From My Musical Past!*

Apr 25 & 26 – Telly Leung, *An Evening with Telly Leung!*

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MusicWorks Concerts, a series that features everything from celebrated classic rock musicians, to modern day alternative singer-songwriters, launches with the following performances and dates, with additional shows to-be-announced before the season kicks off:

Nov 5- The Boxtops

Jan 26 – Corky Laing’s Mountain

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Feb 2 – Brothers Again – The Music of the Allman Brothers

Feb 16 – Tapestry: The Songs of Carole King

Feb 23 – An Evening with Livingston Taylor and Jonathan Edwards

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March 2 – Broken Arrow: The Music of Neil Young

March 9 – Stayin’ Alive: One Night of the Bee Gees



March 16 – Loudon Wainwright III

Advertisements

March 23 – Peter Asher

March 30 – Turnstiles: The Music of Billy Joel

Tickets for all performances will go on sale to the general public on October 1, exclusively through Eventbrite and can be accessed via a link to the Eventbrite page on [OldSchoolSquare.org](https://www.oldschoolsquare.org). Members of Old School Square will receive advance notice and access to tickets for all performances for both the Broadway Cabaret and MusicWorks Concerts series. Old School Square's 2022 Membership Program, complete with new membership benefits, will be announced and available on June 28, 2021.

Advertisements

Crest Theater is currently undergoing a \$1.5 million renovation (funded by a private donor) in preparation for the 2021 winter season, which will include modernized box office system, advanced guest service technology, a re-designed lobby bar and additional pop-up bars throughout, and a new audience seating configuration that allows for an additional 25 seats, bringing the total audience capacity to 347 seats. Among those, 81 seats will be VIP, including 25 among five front-row tables.

About Old School Square

Old School Square is the center of arts and entertainment in downtown Delray Beach and has served as the community's gathering place for over 25 years. The historic campus welcomes half a million people each year for programs, classes, events and rental includes the intimate Crest Theatre (in the restored 1925 Delray High School building) the Cornell Art Museum (in activities and the 1913 Delray Elementary building), and the Fieldhouse (c. 1925). The Pavilion, which opened in 2002, hosts outdoor concerts and shows. The Creative Arts School (2nd floor of the Crest Theatre building) offers art, photography and writing classes. A 510(c3) registered nonprofit cultural arts organization, Old School Square also serves as a venue for community, corporate, private and media events.

Advertisements

Old School Square is located at 51 N. Swinton Avenue in Delray Beach, Florida. For more information, visit [OldSchoolSquare.org](https://www.oldschoolsquare.org).

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Monthly Press Report
September 2019

**OLD SCHOOL
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The Five Best Things to Do in South Florida This Weekend

DALE KING | SEPTEMBER 12, 2019 | 10:07AM



Believe it or not, Halloween is just around the corner. And what better way to begin celebrating the scariest, most goose-bump-raising season of the year than with the friendly folks from Dr. Frank N. Furter's home-sweet-castle in Richard O'Brien's cult favorite, *The Rocky Horror Show*. The outrageous performers who make up Entr'Acte Theatrx will kick off a two-week production of the wet, whimsical, wild musical beginning – appropriately enough – on Friday, September 13. The play – which begat the 1975 film starring Tim Curry, Susan Sarandon, Barry Bostwick, and Meatloaf, among others, and featured O'Brien as Riff Raff – grew from an experimental performance in a small London theater in June 1973 into a cult phenomenon with a worldwide following. *Rocky Horror* is often performed at special midnight showings and involves audience participation using water, toast, and toilet paper. Be on guard – and wear clean underwear. A portion of proceeds will benefit Bahamas hurricane relief. *7 and 10:30 p.m. Friday, September 13, at the Field House at Old School Square, 51 N. Swinton Ave., Delray Beach; 561-243-7922; oldschoolsquare.org. Tickets and showtimes through September 29 at entracttheatrx.com.*

Downtown Delray Beach – Old School Square




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📍 51 N Swinton Ave., Delray Beach, FL
☎ (561) 243-7922

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Free Friday Concerts — Simply Tina

Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center, Delray Beach FL



Simply Tina is a world class Tina Turner tribute band composed of talented musicians, singers & dancers. This high energy show invites audience participation to get you out of your seats while you sing along to many of Tina's hits!

Simply Tina is a full live band – no lip syncing, no backing tracks all singing & every note is performed live.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn

chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.



Cocktail Hour: The Show by Ballets with a Twist

Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center, Delray Beach FL



Cocktail Hour: The Show, by Ballets with a Twist

From a blonde bombshell superspy to a legendary warrior, a Hawaiian island beauty to a rockabilly rebel — dancing drinks from around the globe take the

stage in *Cocktail Hour: The Show*, by Ballets with a Twist. This dazzling production from New York City brings the Mai Tai, Martini, Manhattan, and more to life through a theatrical mix of original choreography, music, and design. It's electrifying entertainment for all ages.

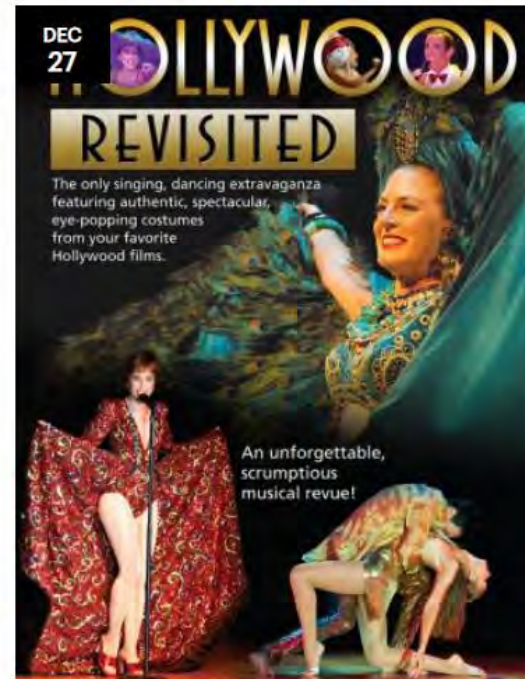
From a blonde bombshell superspy to a legendary warrior, a Hawaiian

[View more](#)



Hollywood Revisited

Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center, Delray Beach FL



Few costumes from the “Golden Era” of Hollywood remain except for a small number that have been meticulously preserved by a handful of collectors. Greg Schreiner’s wonderful Hollywood film costume collection houses over 175 such masterpieces.

During the 1930-60’s, Hollywood directors were told to “put the light where the money is” and this often-meant spectacular costumes. Studios hired the

biggest designers and fashion icons to bring to life the glitz and the glamour that moviegoers expected. Edith Head, Adrian, Walter Plunkett, Irene and Helen Rose were just a few that became household names

[Arts Calendar – Led Zeppelin, IV](#)



Home > Music > Classic Albums Live: Led Zeppelin, IV



Classic Albums Live: Led Zeppelin, IV

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



CLASSIC ALBUMS LIVE takes the world's greatest musicians to faithfully recreate albums exactly the way they were recorded: note for note – cut for cut. No cheesy costumes, no bad imitations – just musical perfection.

CLASSIC ALBUMS LIVE takes the world's greatest musicians to faithfully recreate albums exactly the way they were recorded: note

for note – cut for cut. No cheesy costumes, no bad imitations – just musical perfection.

Led Zeppelin *IV* is the album that put Led Zeppelin into homes around the world, acting as a successful marriage of the hard rock from their second album with the folksier meanderings of their third album. It is an album that demonstrates their subtly and restraint as much

[View more](#)

boca

OCTOBER, 2019

04 FREE FRIDAY CONCERTS – SIMPLY TINA



EVENT DETAILS

Simply Tina is a world class Tina Turner tribute band composed of talented musicians, singers & dancers. This high energy show invites audience participation to get you out of your seats while you sing along to many of Tina's hits! Simply Tina is a full live band - no lip syncing, no backing tracks all singing & every note is performed live.

Gates open at 6:30 pm, concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

TIME

(Friday) 7:30 pm - 10:00 pm

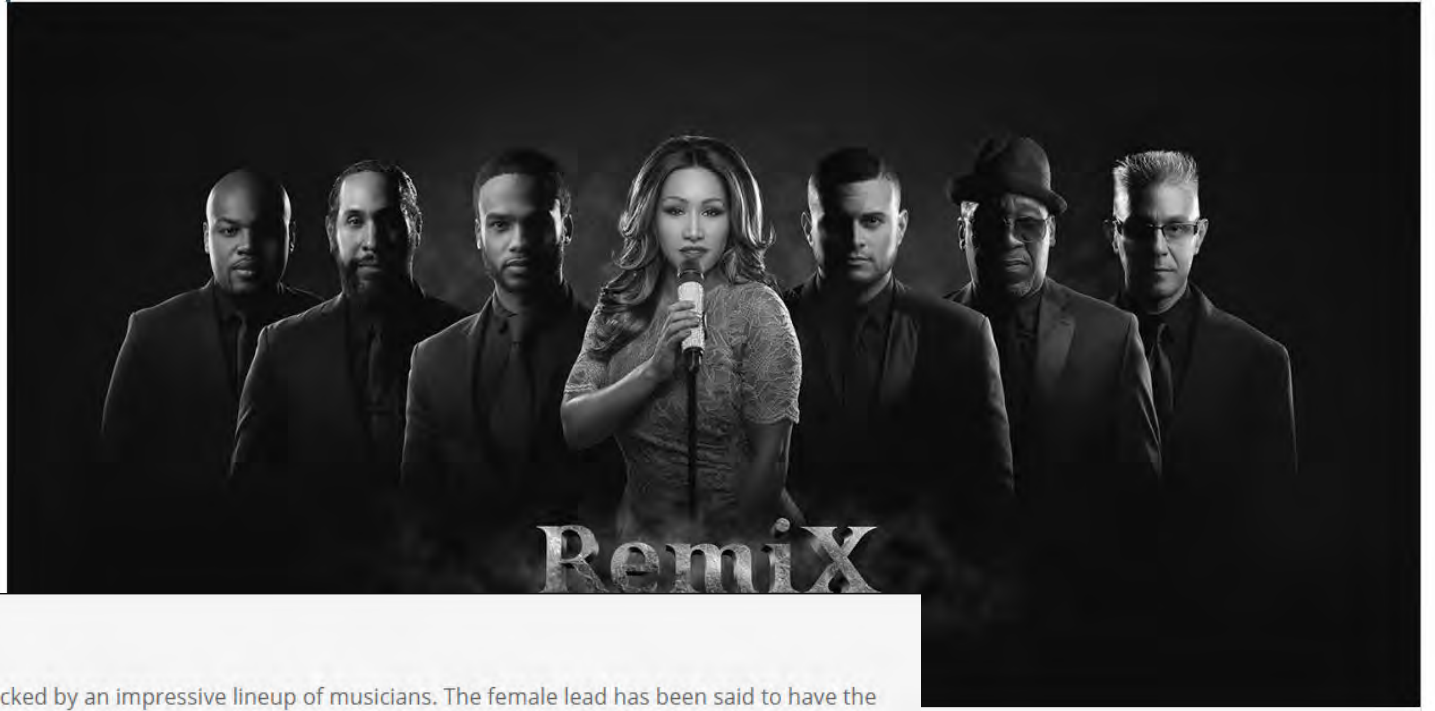
LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444



11
OCT

FREE FRIDAY CONCERTS – REMIX



☰ EVENT DETAILS

Get ready to feel the soulful vocals from 3 powerhouse singers, backed by an impressive lineup of musicians. The female lead has been said to have the voice of Tina Turner and the dance moves of J-Lo. REMIX'S unique ability to take cross-over hits by world-famous artists and make them sound as fresh as if one was hearing the song for the very first time is impressive.

For over 10 years REMIX has ruled the South Florida nightclub scene [more](#) in extensive playlist of hits from every genre. With one of the most

🕒 TIME

(Friday) 7:30 pm - 10:00 pm

📍 LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, fl 33444

📅 CALENDAR [GOOGLECAL](#)



TK BLU and the UNCOOL



EVENT DETAILS

Hit the rewind on the cassette player. The TK BLU AND THE UNCOOL BAND will take you on a journey thru the decades of ROCK AND ROLL. The exciting 10-piece high energy band, featuring three dynamic ladies, combined with costume changes and video effects will have you reliving the music of the 60s, 70s & 80s.

Musical Director, Producer, and Musician, Tony Kessler, along with a group of gifted musicians, and three dynamic ladies make up the TK BLU and the UNCOOL Band's exhilarating music. Their music is energizing. It brings a tap to your feet and a smile to your face. Three amazingly gifted and lovely singers enhance the sound of the band and are the perfect complement to Tony's sexy, husky baritone. Their harmonies are crisp, clean and beautiful.

TIME

(Friday) 7:30 pm - 10:00 pm

LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444

CALENDAR [GOOGLECAL](#)

OCTOBER, 2019

25
OCT

FREE FRIDAY CONCERTS – CHAIN REACTION



☰ EVENT DETAILS

Majesty of Rock's Chain Reaction faithfully re-creates the exact sounds and nuances of the super group, Journey. They pay special homage to Journey's best years when Steve Perry fronted the band. Lead singer John D'Agostino aces Steve Perry's golden voice, capturing his power, range and tone. He is backed by the exceptional talents of four equally sophisticated musicians. Majesty of Rock's passion for authenticity and attention to detail make the audience feel like they are at a real Journey concert.



01

NOV

FREE FRIDAY CONCERTS – VAM BAND



☰ EVENT DETAILS

*VAM Band is the freshest event band in south Florida! Live entertainment covering your favorite songs from Funk, Pop, Soul, R&B, Motown, Latin, Reggae, and more!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

🕒 TIME

(Friday) 7:30 pm - 10:00 pm

📍 LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444



NOVEMBER, 2019

08 NOV FREE FRIDAY CONCERTS - WOLFEPAK



☰ EVENT DETAILS

THE WOLFEPAK BAND IS A VIRTUAL POWERHOUSE OF MUSICAL GENIUS FAITHFULLY REPLICATING THE BEST GRAMMY AND HALL OF FAME HITS IN ROCK, JAZZ, FUNK AND BLUES.

more ▼

🕒 **TIME**
(Friday) 7:30 pm - 10:00 pm

📍 **LOCATION**
*Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444*

👤 **ORGANIZER**

boca

15
NOV

FREE FRIDAY CONCERTS - ENTOURAGE



EVENT DETAILS

With homegrown talent from the Magic City, these "Wynwood Kids" have energy to burn. As one of the best cover bands for hire, Entourage takes your party to the next level with smash hits from the old school to the new.

Detailed Description

PHOTO: P

TIME

(Friday) 7:30 pm - 10:00 pm

LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444

NOVEMBER, 2019

[Boca Magazine – Turnstiles](#)

boca

22
NOV

FREE FRIDAY CONCERTS – TURNSTILES: THE ULTIMATE TRIBUTE TO THE MUSIC OF BILLY JOEL



EVENT DETAILS

Six musicians, passionately and energetically paying tribute to Billy Joel. 100% live music, from the heart... No filters, no additions, no pre-recorded bits!

TIME

Friday 7:30 pm - 10:00 pm

boca



NOVEMBER, 2019

29
NOV

FREE FRIDAY CONCERTS – THE FABULOUS FLEETWOODS

EVENT DETAILS

South Florida's longest running rocker blues band

Detailed Description:

TIME

(Friday) 7:30 pm - 10:00 pm

LOCATION

Old School Square Pavilion
51 N. Stanton Ave, Delray Beach, FL 33444

boca

DECEMBER, 2019

06 FREE FRIDAY CONCERTS – JM AND THE SWEETS



EVENT DETAILS

Josh Miles is a Dallas Texas born/ Palm Beach Florida based singer/songwriter whose brand of Soul music encompasses a wide range of influences. Josh's music can be described as Bluesy at times and relentlessly groovy at others (and many things in between), but, no matter what, the aim is to keep it soulful. Currently in South Florida the band the Sweets are influenced from the regions multicultural richness that can only be described as #southfloridasoul

TIME

(Friday) 7:30 pm - 10:00 pm

LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, FL 33444

boca

DECEMBER, 2019

13
DEC

FREE FRIDAY CONCERTS – THE CLIQUE



TROPICS
ENTERTAINMENT

EVENT DETAILS

A dynamic new band...playing the hits from every genre...keeping the party moving! Some of South Florida's most talented entertainers come together to rock the house!



20
DEC

FREE FRIDAY CONCERTS – HIGHER GROUND



EVENT DETAILS

Higher Ground has one of the most diverse song lists of any cover band. From Elton John to Elvis, Jay-Z to Ariana Grande, there is virtually nothing they can't deliver.

With dynamic vocals that soar above the musicians, you will find the perfect fit to make your event unforgettable. The lead male singer can do everything from country to hip-hop, while the two female leads give compelling performances of your favorite hit songs!

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TIME

(Friday) 7:30 pm - 10:00 pm

CALENDAR GOOGLECAL

DECEMBER, 2019

27
DEC

FREE FRIDAY CONCERTS – VALERIE TYSON BAND



EVENT DETAILS

Valerie Tyson Band is a soulful and electrifying band that perform classic and modern music. Specializing in playing today's top 40 popular music, jazz, Classic Rock, R&B, and Reggae. Each nine members of the band brings a combination of vocal and instrumental skills and experience. The band's talent, skills, and experience has put them at the top of everyone's list for any occasion. The band consist of nine pieces, Bass, Drums, Keyboard, Guitar, Saxophone and four lead vocalists.

Gates open at 6:30 pm; concert starts at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is permitted. [Full list of sponsored vendors for our event](#) [more](#)

Broadway World – Old School Square Announces New Seating Options



Palm Beach Sections Shows Chat Boards Jobs Students Video **Industry**

Old School Square Announces New Seating Options

by BWW News Desk Aug. 28, 2019

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Today, Old School Square announces the launch of its all new reserved seating at its outdoor Pavilion venue. This new option allows patrons to pre-pick their seats that work best for them -- aisle, front row or accessible seating. Contrary to previous seating arrangements where VIP, and Premium seating sections would in fact be, first come, first serve.

"It's a much more sophisticated way for people to buy tickets, and it's a much better experience," says Susan Andrews, Old School Square's Director of Ticketing Operations.

i??

Seat positioning played an increasingly important role when re-creating this flexible space. Providing excellent sound and lighting, every seat from general admission to VIP seating at Old School Square's Pavilion gives fans an unforgettable live music experience.

"For us, it's not really about generating more revenue, as it is customer retention. This is a great addition for keeping our concert goers happy with their seats," says Old School Square's COO, Holland Ryan.

The newly unveiled seating chart is up and running just in time for the launch of Old School Square's 2019 - 2020 season. Available to the public, tickets for the full 2019-2020

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Sun Sentinel – Delray Beach Historic Crest Theatre Renovations

DELRAY SUN COMMUNITY NEWS

Historic theater to undergo \$1M in interior renovations



By AUSTEN ERBLAT
SOUTH FLORIDA SUN SENTINEL | SEP 06, 2019 | 11:25 AM

A historic South Florida theater that opened in the 1920s will renovate its interior to the tune of about \$1 million. The first phase of the renovations will take about nine weeks and among the improvements will be increased space, seating and natural light, new carpet and fixtures, updated restrooms and more.

The [Crest Theatre](#) in [Delray Beach](#) — located in the heart of [Old School Square](#) — is a [National Register of Historic Places](#) site built in 1925 as a high school that now hosts art classes, exhibits, comedy and musical theater performances.

“[The Cornell Art Museum](#) [which sits next to the theater] just went through a \$1 million renovation as well from the same donor and the same builders as well, so it will take that same look, refresh it and still pay homage to the history and the feel of the historic site,” said Holland Ryan, chief operating officer at Old School Square Center for the Arts. “Margaret Blume is our private donor; she’ll be doing the donation of \$1 million.”

Ryan said the renovations will be completed in two phases, the first of which is expected to take about nine weeks.

“The first phase will...be completed by Nov. 1 of this year and will include various upgrades including automatic openers to our historic doors. Because we’re a national historic site, the doors are smaller and a little bit harder to get to and from for our art students and all our patrons, so we’ll be adding automatic openers to those,” he said.

Other renovations include “updating the lobby, opening it up, putting in a new box office, creative art school, reception desk, doing upgrades to our first-floor restrooms, all the carpeting and some of our bar area to increase and improve traffic for patrons that are visiting us for events to really move bar lines along,” he said.

During the first phase, the Crest Theatre building will be closed, according to Ryan, but the box office and creative art school registration area will be available at the Cornell Museum and [online](#).

“Some of the classes for the creative art school that start next semester are going to be relocated to the facilities on the south end of the building that are not a part of the phase-one renovation,” Ryan said.

The renovation will be done by [Fort Lauderdale](#)-based architecture company [Walters Zackria Associates](#).



[Broadway World – Old School Square Announces Free Friday Concert Series](#)



Palm Beach Sections Shows Chat Boards Jobs Students Video Indus

Old School Square Announces 'Free Friday Concerts'

by BWW News Desk Sep. 10, 2019 [Tweet](#) [Share](#) [Email](#)

Old School Square welcomes concert-goers of all ages to experience live music under the stars in downtown Delray Beach. Every Friday night from Oct. to Jan., downtown Delray Beach patrons can enjoy a free concert at Old School Square's outdoor Pavilion. Dozens of adventurous bands, ensembles and soloists, will take part in the Free Friday Night Concert Series. The 18 free concerts include a range of music from a variety of genres and ages. For the full Free Friday Night Concert Series line-up, please visit: oldschoolsquare.org/free-friday-concerts/.

Doors open at 6 PM and all concerts start at 7:30 PM. Concert-goers should bring low-back lawn chairs and/or blankets for seating. Limited amount of chairs are available to rent for a \$5.00 fee. No outside alcoholic beverages or coolers are prohibited. Full bar and concessions are available for purchase. For more information, visit OldSchoolSquare.org or call (561) 243 - 7922 ext. 1. For concert updates/weather-related cancellations, follow Old School Square Pavilion on Facebook.

2019 - 2020 Free Friday Night Concert Series Line-up:
OCT. 4: [Simply TINA - Tribute Band \(Tina Turner tribute\)](#)
OCT. 11: [Remix \(Top 40\)](#)
OCT. 18: [TK Blu \(Soul, Motown of 60s, 70s, 80s\)](#)
OCT. 25: [Chain Reaction \(Journey Tribute\)](#)
NOV. 1: [VAM Band \(Funk, pop/top 40, R&B, Soul, Motown\)](#)
NOV. 8: [The Wolfepak Band \(Classic Rock, Jazz, Blues, Funk\)](#)
NOV. 15: [Entourage \(Top 40\)](#)
NOV. 22: [Turnstiles - The Ultimate Tribute to the Music of Billy Joel](#)
NOV. 29: [Fab Fleetwoods \(Fleetwood Mac tribute\)](#)
DEC. 6: [JM and The Sweets \(South Florida Soul\)](#)
DEC. 13: [The Classics \(Top 40\)](#)



Friday Free Concert Series at Old School Square

Friday Free Concert Series at Old School Square

For the next few months, every Friday evening from 7:30 to 10:00, enjoy the outdoors and some great music at **Old School Square Pavilion**. You'll see all genres of music represented and fun is had by all!

For those of you who do not know the History of Old School Square: in the early 1900s, Delray Elementary and Delray High School was located on the corner of Atlantic and Swinton. Unfortunately, in the mid-1980s, Palm Beach County School Board abandoned both buildings and opened a new elementary school which we know today as Banyan Creek in western Delray.

The original school buildings became dilapidated and in a state of disrepair. A group of concerned citizens formed a task force, raised money and convinced the city of Delray Beach to buy the property. The rest is somewhat history as the success of this task force created the Old School Square, which includes the **Cornell Art Museum, Crest Theater** and **the Fieldhouse**.

In 2002, The Pavilion, a state of the art performance center was opened and hence the point of my writing – the home of the "free Friday night concert series" that brings us all together to enjoy music under the stars!

The Free Friday Night Concerts take place during the "seasonal months" of October through January. The music series is comprised of a variety of genres including rock, disco, blues, reggae, and more. The public is encouraged to bring their own lawn chairs or blankets as seating is casual and arranged on a first come basis.

For more details, and the line-ups, see: <http://oldschoolsquare.org/outdoor-music-events/>

Don't have chairs or blanket to bring or you forgot? don't fret! Chairs are available to rent for a nominal fee. Water, soda and spirits are also sold onsite. And on special occasions, food trucks have been in close proximity as well. No outside food is permitted. The event is open to all ages, and provides a fun family or friends night out. This annual popular event is yet another reason why Delray Beach has been **voted the 'best small town' in America!**

For more Arts and Culture resources in Delray, check out **our page here!**

Weekend Broward Palm Beach

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[Local Events](#) ▾

[Comedy](#)

[Food Truck Events](#)

[Band Director](#)

Free Friday Night Concert Series at Old School Square 2019



Old School Square welcomes concert-goers of all ages to experience live music under the stars in downtown Delray Beach. Every Friday night from October 2019 to January 2020, downtown Delray Beach patrons can enjoy a free concert at Old School Square's outdoor Pavilion.

Dozens of adventurous bands, ensembles and soloists are scheduled to participate in the Free Friday Night Concert Series. A total of 18 free concerts include a range of music from a variety of genres and ages.

Doors open at 6 PM and all concerts start at 7:30 PM. Concert-goers should bring low-back lawn chairs and/or blankets for seating. A limited number of chairs will be also be available to rent for a \$5.00 fee. Outside alcoholic beverages or coolers are prohibited. A full bar and concessions will be onsite providing food and drinks for purchase.

2019 – 2020 Free Friday Night Concert Series Lineup

OCT. 4: [Simply TINA – Tribute Band \(Tina Turner tribute\)](#)

OCT. 11: [Remix \(Top 40\)](#)



[« All Events](#)

FREE FRIDAY CONCERTS – SIMPLY TINA AT OLD SCHOOL SQUARE PAVILION

FRIDAY, OCTOBER 4, 7:30 PM - 10:00 PM FREE

Share This:



Simply Tina is a world class Tina Turner tribute band composed of talented musicians, singers & dancers. This high energy show invites audience participation to get you out of your seats while you sing along to many of Tina's hits! Simply Tina is a full live band – no lip syncing, no backing tracks all singing & every note is performed live.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.





Cornell Art Museum Brings Unique Exhibit To Delray Beach

by BWW News Desk Sep. 9, 2019

 [Tweet](#)  [Share](#) 

Old School Square invites art-goers and patrons of all ages to experience an all new exhibit by Ron Garrett. "Sinking Tides" is educational and historic exhibition including the artist's original prints, sculptures, and paintings combined with recycled materials and everyday found objects. This exhibition will focus on the ocean tides' influence and effects through processes of change and corrosion to man-made objects. The focus is on the poetry of the forces of nature, decay as well as the corrosive power of saltwater on human endeavors.

The exhibit is in conjunction with the City of Delray Beach's "Rise: Climate and Art Weekend." Each October, The City of Delray Beach organizes a climate education outreach event to raise awareness about the impacts of climate changes and the need to proactively adapt.

This Spotlight Gallery Exhibit is available to patrons Oct. 4th and 5th. Admission to this exhibit and the Cornell Art Museum is free during the Downtown Development Authority's First Friday Art Walk on Oct. 4th from 6 PM to 9 PM. Enjoy a self-guided tour through myriad styles of art, photography, furnishings and live entertainment, many themed around climate change and the rising tides.

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[Boca Calendar – Seven Solos Closing Performance](#)



Seven Solos Closing Performance

October 5 @ 5:00 pm



Join us for a de-installation performance of artist Giannina Dwin's *Ebb and Flow* salt installation. Experimental creator and performer Niurca Marques will dance atop of the salt installation, moving the salt and deconstructing the installation.

Boca Calendar – The Symphonia



New Directions Music Series

April 21, 2020 @ 7:30 pm | Recurring Event (See all)



The SYMPHONIA (thesymphonia.org), South Florida's world-class chamber orchestra, announced that it is launching New Directions, a music series at the Crest Theatre at Old School Square, 51 N. Swinton Avenue, Delray Beach. Fresh, engaging and interactive with a dash of the unconventional, New Directions will combine powerful music with unique theatrical elements.

Grammy-nominated Alastair Willis has been named Principal Conductor and Music Advisor of the series. A brilliant musician, Willis is known for his strong podium presence and engaging and attractive personality. His appearances with The Symphonia are audience favorites.

The New Directions Music Series will include two performances:

DECEMBER 10, 2019 at 7:30 p.m.
Alastair Willis, Principal Conductor

Lights, Camera, Action!
COPLAND Music for Movies
WAGNER Siegfried Idyll
RESPIGHI Tritico Botticelliano

Sound meets sight in this evening of cinematic and artistic exploration. Discover how music transforms movies, the way Wagner was inspired by his muse, Cosima, and how three masterful paintings inspired an entirely new work of art.

APRIL 21, 2020 at 7:30 p.m.
Alastair Willis, Principal Conductor

BACH at CREST
BACH, Brandenburg Concerto No.3
BACH, Suite No. 2 in B Minor
BACH, Double Violin Concerto in D Minor
BACH Air on a G String

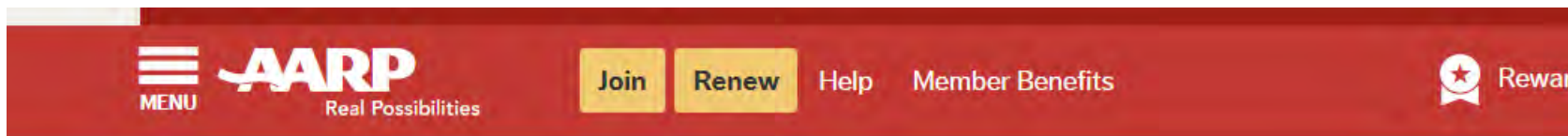
In this program J.S. Bach, as portrayed by Alastair Willis, will share insights on his personal and professional life at court in Köthen, Germany.

"J.S. himself will be in the house on April 21st. The audience can go for baroque and discover what made Johann Sebastian Bach the master he was and learn what it was like to be a court musician in the 18th century," Annabel Russell said.

Tickets are available at Oldschoolsquare.org or by calling 561-243-7922, ext. 1.

Downtown Delray Beach – September Art Crawl

The screenshot shows the website for the Downtown Delray Beach September Art Crawl 2019. At the top left is the logo for the Downtown Development Authority (DDA) with the text "DOWNTOWN DEVELOPMENT AUTHORITY" and "Downtown Delray Beach, Florida". To the right is a navigation menu with items: THINGS TO DO, DINE, SHOP, HAPPY HOUR, EVENTS, NIGHT LIFE, GALLERY, and NEWS. The main banner features a night photograph of a crowded street with colorful lights. Overlaid on the banner is the text "SEPTEMBER ART CRAWL 2019" in large white letters. Below this, there is a location icon followed by "Cornell Art Museum: 51 N. Swinton Avenue, Delray Beach, FL 33444" and a phone icon followed by "561-403-2956". Two orange buttons are present: "Learn More" with a magnifying glass icon and "Email" with an envelope icon. On the right side of the banner is a small image of a passport for the art crawl, titled "DeBilzan Presents Art Crawl" and "September 6th 2019 | Delray Beach, FL | 6-9pm". Below the banner is a "Description" section with a pencil icon. The description text reads: "Join our 1st Art Crawl on our block between SE 1st Ave and Swinton Ave - a true block party you don't want to miss! Live music on the green at Old School Square provided by Tin Roof Delray Beach. Visit the DeBilzan Gallery at 38 E Atlantic Ave to pick up your passport, then visit the 6 participating businesses, and get it stamped for chances to win prizes and merchandise coupons. DeBilzan Gallery Old School Square Cornell Art Museum HAAGEN DAZS, Delray Beach Honey Bull Bar Tin Roof Delray Beach DeBilzan Art Crawl is also on the First Friday Art Walk which means even more excitement for Delray Beach! The Cornell Art Museum will be featuring William DeBilzan as the September Spotlight Artist! Check out his Black and White abstracts in the museum Old School Square Cornell Art Museum Once your passport is completed drop off at the DeBilzan Gallery for your chance to win even more prizes. Random winner to be chosen on Oct 1, 2019. No purchase necessary. Free event."



DELRAY BEACH, FL

Events

[About AARP in Delray Beach](#) · [Events](#) · [Fall Fun](#) · [Volunteering](#) · [Change City](#)

First Friday Art Walk: Sinking Tides By Ron Garrett

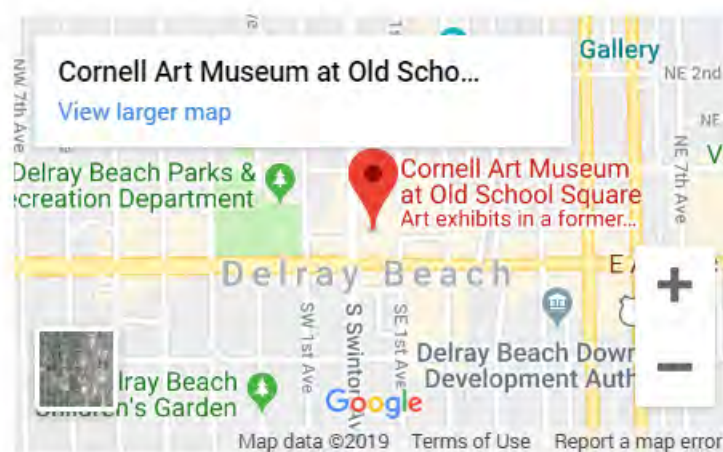
Friday, Oct 4, 2019 at 6:00pm

Cornell Art Museum at Old School Square

51 N Swinton Ave

Delray Beach, FL 33444

www.cornellartmuseum.org



Faborplumbs Funtastic Finds

Your guide to the ultimate in Florida fun and more!

[Home](#) [Welcome to Faborplumbs Funtastic Finds](#)

SEPTEMBER 5, 2019

ADAM J. SINCLAIR

Art Crawl is a community block party designed to support local businesses between SE 1st Ave. and Swinton Ave.

On Friday, September 6th, between 6 PM and 9 PM, the block between SE 1st Ave. and Swinton Ave. will be transformed into its first ever Art Crawl. Art Crawl was inspired by a group of local businesses whom wish to drive more traffic to their block of downtown Delray. Launching in conjunction with The First Friday Art Walk, Art Crawl welcomes the community to experience downtown Delray as a center for art. Art Crawl begins at The DeBilzan Gallery located at 38 E. Atlantic Ave. and guides attendees to the six participating business for chances to win prizes and merchandise coupons. In addition to visiting the participating businesses, Art Crawl will feature live music on the grounds of Old School Square provided by Tin Roof, and a cash bar with light bites inside The Cornell Art Museum.

Showcasing the work of William DeBilzan for its September Spotlight Exhibition, the Cornell Art Museum will be open and free for the public to enjoy during Art Crawl. DeBilzan's art will remain on display during the month of September at the Cornell Art Museum.

Debilzan, notably known for his elongated abstract figures currently resides in South Florida with one of his galleries located in the heart of Delray Beach.

Supporting businesses; DeBilzan Gallery, Cornell Art Museum. Haagen Dazs of Delray Beach, Honey, Bull Bar, and Tin Roof.

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Be the first to like this.



Classic Albums Live: Beatles, Sgt. Pepper's Lonely Hearts Club Band

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



CLASSIC ALBUMS LIVE takes the world's greatest musicians to faithfully recreate albums exactly the way they were recorded

CLASSIC ALBUMS LIVE takes the world's greatest musicians to faithfully recreate albums exactly

the way they were recorded: note for note – cut for cut. No cheesy costumes, no bad imitations – just musical perfection.

Classic Albums Live will be honoring the Sgt. Pepper album with a 'note for note – cut for cut' performance featuring 16 of the world's best musicians. Every detail of the album will be performed with precision and grace. From the sitars and orchestra to the guitars

[View more](#)



The Drifters

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



THE DRIFTERS...one of Rock & Roll's founding vocal groups is once again touring the U.S. under the auspices of the original management team. Up on the Roof. Under the Boardwalk. This Magic Moment. There Goes My Baby. Dance with Me. Spanish Harlem.

From their inception in the early 1950's and up until recently THE DRIFTERS has a symbiotic relationship with Rock & Roll

legend George Treadwell, who's discovered and managed such famous artists as Dinah Washington, Sarah Vaughn and Nina Simone. The Treadwell Family was there when the original DRIFTERS formed and was responsible for guiding their career through 20 years of uninterrupted hits that has made them the second most successful recording artist of all time, according to Billboard

[View more](#)



Free Friday Concerts — Turnstiles: The Ultimate Tribute to the Music of Billy Joel

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



Six Musicians, passionately and energetically paying tribute to Billy Joel. 100% live music from the heart....No fillers, no additives, no preservatives!

The Turnstiles show has consistently delivered an unforgettable Billy Joel Concert experience which has been met with rave reviews. Their energetic tribute is honest, heartfelt,

completely live, celebrating Billy's music in a very engaging manner. Stories about Billy's history and even a bit of comedy keep the concert energetic, engulfing the audience in a true concert experience. All of



Free Friday Concerts – The Clique

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



A dynamic new band...playing the hits from every genre...keeping the party moving! Some of South Florida's most talented entertainers come together to rock the house!

The Clique is comprised of 4 singers with 4 unique styles. They are perfect for dance loving crowds, displaying a heavy focus on packing the dance floor and playing new top 40 music. In fact, their keyboard player is also a world-class sax player, who gets off the stage with the vocalists to hype up the crowd.

Vocal styles range from silky smooth Sam Smith, to carefree Katy Perry, to the cool flow of Bruno Mars. While top 40 hits are their most requested music, their playlist includes

[View more](#)



Free Friday Concerts — JM and The Sweets

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



**Josh Miles is a Dallas Texas born/
Palm Beach Florida based
singer/songwriter whose brand of
Soul music encompasses a wide
range of influences.**

Josh Miles is a Dallas Texas born/
Palm Beach Florida based
singer/songwriter whose brand of

Soul music encompasses a wide range of influences. Josh's music can be described as Bluesy at times and relentlessly groovy at others (and many things in between), but, no matter what, the aim is to keep it soulful. Currently in South Florida the band, the Sweets, are influenced from the regions multicultural richness that can only be described as #southfloridasoul music.



Free Friday Concerts – The Fabulous Fleetwoods

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



South Florida's longest running rockin' blues band!

Since 1982, the Fabulous Fleetwoods have been entertaining South Florida's live music venues. Their unique blend of hard charged covers and rocked-up & inspired original

blues, gives their audiences a trip through various musical styles of Rockin' Boogie, Roots Rock & Funk, Psycho Country, and an ability to make every show a Rock-n-Roll Rhythm & Blues party!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food

[View more](#)



Free Friday Concerts — Valerie Tyson Band

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



Valerie Tyson Band is a soulful and electrifying band that perform classic and modern music.

Valerie Tyson Band is a soulful and electrifying band that perform classic and modern music.

Specializing in playing today's top 40 popular music, Jazz, Classic

Rock, R&B, and Reggae. Each nine members of the band brings a combination of vocal and instrumental skills and experience. The band's talent, skills, and experience has put them at the top of everyone's list for any occasion. The band consist of nine pieces, Bass, Drums, Keyboard, Guitar, Saxophone and four lead vocalists.

Gates

[View more](#)



Free Friday Concerts — REMIX

*Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center,
Delray Beach FL*



For over 10 years REMIX has ruled the South Florida nightclub scene playing an extensive playlist of hits from every genre. With one of the most exciting stage shows, they truly know how to entertain and

fully engage the crowd.

Get ready to feel the soulful vocals from 3 powerhouse singers, backed by an impressive lineup of musicians. The female lead has been said to have the voice of Tina Turner and the dance moves of J-Lo. REMIX'S unique ability to take cross-over hits by world-famous artists and make them sound as fresh as if one was hearing the song for the very first time is impressive.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home!

[View more](#)



Free Friday Concerts – TK Blu Band

Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center, Delray Beach FL



Hit the rewind on the cassette player. The TK BLU AND THE UNCOOL BAND will take you on a journey thru the decades of ROCK AND ROLL.

The exciting 10-piece high energy band, featuring three dynamic ladies, combined with costume changes and video effects will have you reliving the music of the 60s, 70s & 80s.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

Musical Director, Producer, and Musician, Tony Kessler, along with a group of gifted musicians, and three dynamic

[View more](#)



Free Friday Concerts — Chain Reaction

Presented by Old School Square Cultural Arts Center at Old School Square Cultural Arts Center, Delray Beach FL



Majesty of Rock's Chain Reaction faithfully re-creates the exact sounds and nuances of the super group, Journey.

Majesty of Rock's Chain Reaction faithfully re-creates the exact sounds and nuances of the

super group, Journey. They pay special homage to Journey's best years when Steve Perry fronted the band. Lead singer John D'Agostino aces Steve Perry's golden voice, capturing his power, range and tone. He is backed by the exceptional talents of four equally sophisticated musicians. Majesty of Rock's passion for authenticity and attention to detail make the audience feel like they are at a real

[View more](#)



Free Friday Concerts – Entourage

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



With homegrown talent from the Magic City, these “Wynwood Kids” have energy to burn. As one of the best cover bands for hire, Entourage takes your party to the next level with smash hits from the old school to the new.

Entourage has become well known for their dynamic and youthful energy. They have a fun, energetic “college-party” vibe. The band includes 3 lead singers (two males and one female), to liven up the night. In fact, the male lead singer is also a charismatic emcee and host. They have shared the stage with Marc Anthony, Lenny Kravitz, and Mary J Blige.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and

[View more](#)



Free Friday Concerts – VAM Band

Presented by Old School Square at Old School Square Cultural Arts Center, Delray Beach FL



“VAM Band is the freshest event band in south Florida! Live entertainment covering your favorite songs from Funk, Pop, Soul, R&B, Motown, Latin, Reggae, and more!

“VAM Band is the freshest event band in south Florida! Live entertainment covering your favorite songs from Funk, Pop, Soul, R&B, Motown, Latin, Reggae, and more!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.



Free Friday Concerts – Wolfepak

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL

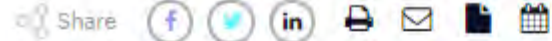


The Wolfepak Band is a virtual powerhouse of musical genius faithfully replicating the best Grammy and Hall of Fame hits in rock, jazz, funk and blues.

The Wolfepak Band is a virtual powerhouse of musical genius faithfully replicating the best Grammy and Hall of Fame hits in rock, jazz, funk and blues.

Get ready for an action-packed performance filled with powerhouse vocals, full-bodied harmonies, world class guitar, masterful piano solos, driving bass lines and an equally superb percussion section that will pull you deep into the rhythm. The top Grammy and Hall of Fame musical selections they play are inspired by their unique and collective

[View more](#)



PURE YANNI: Piano and Intimate Conversation

Presented by Old School Square at Old School Square Cultural Arts Center, Delray Beach FL



Pure YANNI – Piano & Intimate Conversation
For the first time ever, fans get up close with Yanni

Pure YANNI – Piano & Intimate Conversation

For the first time ever, fans get up close with Yanni

Presented by Frank J. Russo

For decades, Yanni has excited audiences with his dynamic live performances with the backing of a full band and orchestra. Now, Yanni will give fans an intimate look at his songs, his writing process and his inspirations with Pure Yanni. Pure Yanni will feature his famous orchestrations performed exclusively on a piano giving audiences a rare and intimate look inside

[View more](#)

[Discover the Palm Beaches – Simply Tina](#)



Free Friday Night Concert - Simply Tina

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51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



October 4, 2019 to October 4, 2019

Music

Simply Tina is a world class Tina Turner tribute band composed of talented musicians, singers & dancers. This high energy show invites audience participation to get you out of your seats while you sing along to many of Tina's hits! Simply Tina is a full live band - no lip syncing, no backing tracks all singing & every note is performed live.

[Discover the Palm Beaches – Chain Reaction](#)



Free Friday Night Concert - Chain Reaction

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



October 25, 2019 to October 25, 2019

Music

Majesty of Rock's Chain Reaction faithfully re-creates the exact sounds and nuances of the super group, Journey. They pay special homage to Journey's best years when Steve Perry fronted the band. Lead singer John D'Agostino aces Steve Perry's golden voice, capturing his power, range and tone. He is backed by the exceptional talents of four equally sophisticated musicians. Majesty of Rock's passion for authenticity and attention to detail make the audience feel like they are at a real Journey concert.

[Discover the Palm Beaches – TK Blue Band](#)



Free Friday Night Concert - TK Blu Band

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



October 18, 2019 to October 18, 2019

Music

Hit the rewind on the cassette player. The TK BLU AND THE UNCOOL BAND will take you on a journey thru the decades of ROCK AND ROLL. The exciting 10-piece high energy band, featuring three dynamic ladies, combined with costume changes and video effects will have you reliving the music of the 60s, 70s & 80s.

[Discover the Palm Beaches – VAM](#)



Free Friday Concerts – VAM Band

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

[GET DIRECTIONS](#) 

(561) 243-7922

FOLLOW US:



November 1, 2019 to November 1, 2019

Music

"VAM Band is the freshest event band in south Florida! Live entertainment covering your favorite songs from Funk, Pop, Soul, R&B, Motown, Latin, Reggae, and more!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – WolfePak](#)



Free Friday Concerts - WolfePak

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



November 8, 2019 to November 8, 2019

Music

The Wolfepak Band is a virtual powerhouse of musical genius faithfully replicating the best Grammy and Hall of Fame hits in rock, jazz, funk and blues.

Get ready for an action-packed performance filled with powerhouse vocals, full-bodied harmonies, world class guitar, masterful piano solos, driving bass lines and an equally superb percussion section that will pull you deep into the rhythm. The top Grammy and Hall of Fame musical selections they play are inspired by their unique and collective backgrounds in Rock, Blues Jazz and Funk. Spend an evening with the band and you too will become a fan. That's a promise.

Their beautifully executed repertoire includes the hits of Steely Dan, Michael McDonald, Boz Scaggs, Joe Cocker, Crosby, Stills & Nash, Stevie Wonder, Luther Vandross, Blood, Sweat & Tears, Hall & Oates, The Beatles, Amy Winehouse, Bob Marley, Bonnie Raitt, Toto, and many others.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – Entourage](#)



Free Friday Concerts - Entourage

VISIT OUR WEBSITE

51 North Swinton Avenue
Delray Beach, FL 33444

GET DIRECTIONS 

(561) 243-7922

FOLLOW US:



November 15, 2019 to November 15, 2019

Music

With homegrown talent from the Magic City, these “Wynwood Kids” have energy to burn. As one of the best cover bands for hire, Entourage takes your party to the next level with smash hits from the old school to the new.

Entourage has become well known for their dynamic and youthful energy. They have a fun, energetic “college-party” vibe. The band includes 3 lead singers (two males and one female), to liven up the night. In fact, the male lead singer is also a charismatic emcee and host. They have shared the stage with Marc Anthony, Lenny Kravitz, and Mary J Blige.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – Turnstiles](#)



Free Friday Concerts – Turnstiles: The Ultimate Tribute to the Music of Billy Joel

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



November 22, 2019 to November 22, 2019

Music

Six Musicians, passionately and energetically paying tribute to Billy Joel. 100% live music from the heart....No fillers, no additives, no preservatives!

The Turnstiles show has consistently delivered an unforgettable Billy Joel Concert experience which has been met with rave reviews. Their energetic tribute is honest, heartfelt, completely live, celebrating Billy's music in a very engaging manner. Stories about Billy's history and even a bit of comedy keep the concert energetic, engulfing the audience in a true concert experience. All of this along with multi-generational appeal draws standing ovations at every performance. These six musicians re-create Billy's classic songs in such a faithful way, it will certainly move the casual listener as well as the hard core "Joel fan" to their feet ...singing along with all the classics!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – Fabulous Fleetwoods](#)



Free Friday Concerts – The Fabulous Fleetwoods

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



November 29, 2019 to November 29, 2019

Music

South Florida's longest running rockin' blues band!

Since 1982, the Fabulous Fleetwoods have been entertaining South Florida's live music venues. Their unique blend of hard charged covers and rocked-up & inspired original blues, gives their audiences a trip through various musical styles of Rockin' Boogie, Roots Rock & Funk, Psycho Country, and an ability to make every show a Rock-n-Roll Rhythm & Blues party!

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – JM And the Sweets](#)



Free Friday Concerts – JM and The Sweets

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

[GET DIRECTIONS](#) 

(561) 243-7922

FOLLOW US:



December 6, 2019 to December 6, 2019

Music

Josh Miles is a Dallas Texas born/ Palm Beach Florida based singer/songwriter whose brand of Soul music encompasses a wide range of influences. Josh's music can be described as Bluesy at times and relentlessly groovy at others (and many things in between), but, no matter what, the aim is to keep it soulful. Currently in South Florida the band, the Sweets, are influenced from the regions multicultural richness that can only be described as #southfloridasoul music.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – The Clique](#)



Free Friday Concerts – The Clique

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

[GET DIRECTIONS](#) 

(561) 243-7922

FOLLOW US:



December 13, 2019 to December 13, 2019

Music

A dynamic new band...playing the hits from every genre...keeping the party moving! Some of South Florida's most talented entertainers come together to rock the house!

The Clique is comprised of 4 singers with 4 unique styles. They are perfect for dance loving crowds, displaying a heavy focus on packing the dance floor and playing new top 40 music. In fact, their keyboard player is also a world-class sax player, who gets off the stage with the vocalists to hype up the crowd. Vocal styles range from silky smooth Sam Smith, to carefree Katy Perry, to the cool flow of Bruno Mars. While top 40 hits are their most requested music, their playlist includes chart-toppers from the last 5 decades.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home. Outside food and beverage is not permitted; full bar and concessions available on site.

[Discover the Palm Beaches – Higher Ground](#)



Free Friday Concerts - Higher Ground

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

[GET DIRECTIONS](#) 

(561) 243-7922

FOLLOW US:



December 20, 2019 to December 20, 2019

Music

Higher Ground has one of the most diverse song lists of any cover band. From Elton John to Elvis, Jay-Z to Ariana Grande, there is virtually nothing they can't deliver. With dynamic vocals that soar above the musicians, you will find the perfect fit to make your event unforgettable. The lead male singer can do everything from country to hip-hop, while the two female leads give compelling performances of your favorite hit songs.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.

Discover the Palm Beaches – Valerie Tyson Band



Free Friday Concerts – Valerie Tyson Band

[VISIT OUR WEBSITE](#)

51 North Swinton Avenue
Delray Beach, FL 33444

[GET DIRECTIONS](#) 

(561) 243-7922

FOLLOW US:



December 27, 2019 to December 27, 2019

Music

Valerie Tyson Band is a soulful and electrifying band that perform classic and modern music. Specializing in playing today's top 40 popular music, Jazz, Classic Rock, R&B, and Reggae. Each nine members of the band brings a combination of vocal and instrumental skills and experience. The band's talent, skills, and experience has put them at the top of everyone's list for any occasion. The band consist of nine pieces, Bass, Drums, Keyboard, Guitar, Saxophone and four lead vocalists.

Gates open at 6:30 pm; concerts start at 7:30. Bring your lawn chairs and bring the family, but please leave pets at home! Outside food and beverage is not permitted; full bar and concessions available on site.



Old School Square Announces 2019-2020 Season Launch Party, Friday Night Fever

Friday Night Fever celebrates the opening of Old School Square's 2019-2020 season on October 4, 2019.

Delray Beach, FL, September 15, 2019 --(PR.com)-- Old School Square announces Friday Night Fever – a '70s inspired Season Launch Party celebrating the opening of its 2019-2020 season. Visitors will find fun and interactive activities across the entire Old School Square campus.

During the celebration, visitors will be able to enter for a chance to win one of six grand prize packages. The six grand prize packages include prizes from each of Old School Square's departments. Winners will be announced that evening from the Pavilion stage during Simply Tina's performance intermission. Guests will be able to purchase food from local vendors, while Old School Square will provide free popcorn and a full cash bar and concession.

Season Launch Party Schedule of Events

Old School Square Creative Arts School Open House: Starting at 6PM, visitors can meet the Creative Arts School instructors, view live art demonstrations, participate in an interactive project, and discover the 2019 and 2020 classes and workshop offerings. Visitors will also learn more about the latest addition of drama classes for adults, instructed by John McMullen MFA. Light bites and a cash bar will be available.

Old School Square Pavilion Stage: Festivities begin at 6PM with interactive entertainment. Then, to kick-off Old School Square's Free Friday Concert series, Simply Tina, a Tina Turner tribute band will perform at 7:30 PM on the Pavilion stage. Visitors are encouraged to visit the Loggia located next to the Pavilion stage to meet a handful of Old School Square's event partners, such as Yoga Fun Day and Beatles on the Beach.

Old School Square Cornell Art Museum: In tandem with First Friday Art Walk, visitors are welcomed into the Cornell Art Museum beginning at 6PM at no charge. Visitors will be able to view the "Sinking Tides" exhibition in the Spotlight Gallery, featuring artist Ron Garrett. Visitors also have the opportunity to view the Cornell Art Museum's main exhibition, Seven Solos, which closes on October 5.

Old School Square Information Tent: The Old School Square Information Tent will be located on the grounds of Old School Square during the celebration. Visitors can pick-up a copy of the latest Arts & Entertainment Guide for the latest information on the upcoming Crest Theatre season. Visitors can also receive Old School Square swag in exchange for filling out a survey.





PRLOG

Old School Square Announces 2019-2020 Season Launch Party, Friday Night Fever

Friday Night Fever celebrates the opening of Old School Square's 2019-2020 season on October 4, 2019

By: [Old School Square](#)

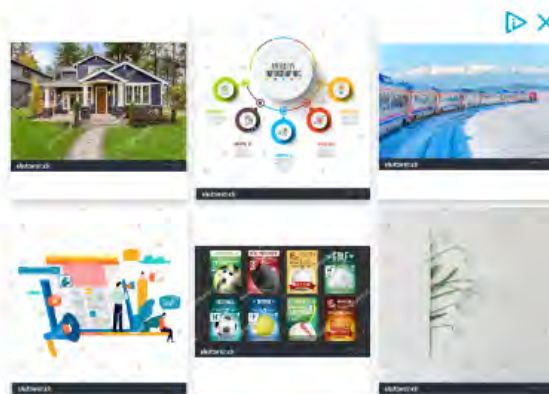
DELRAY BEACH, Fla. - Sept. 13, 2019 - *PRLog*

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Old School Square will provide free popcorn and a full cash bar and concession.

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Season Launch Party Schedule of Events;

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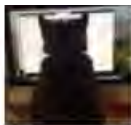
Old School Square's event partners, such as Yoga Fun Day and Beatles on the Beach!

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Click here for images of the 2018-2019 Season Launch Party (<https://www.dropbox.com/sh/yxsas62pd2dz5us/AAAGSzCLH4rIED...>)

The Coastal Star



Friday Night Fever: Season Launch Party at Old School Square

Added by [Pippi](#)

 [View Events](#)

Event Details



Time: [October 4, 2019](#) from 6pm to 10pm

Location: [Old School Square](#)

Event Type: [community](#), [event](#)

Organized By: [Pippi](#)

Latest Activity: **on Monday**

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Event Description

10/4 - Friday Night Fever: Season Launch Party at Old School Square, 51 N Swinton Ave, Delray Beach. Campus-wide event, suitable for all ages. 6-10 pm. Free. 243+7922; [oldschoolsquare.org](#)

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SEASON LAUNCH PARTY @ OLD SCHOOL SQUARE PAVILLION–DELRAY BEACH

OCTOBER 4

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Old School Square Announces 2019-2020 Season Launch Party, Friday Night Fever

 by **Old School Square** — September 16, 2019 in News



Friday Night Fever celebrates the opening of Old School Square's 2019-2020 season on October 4, 2019.
[PR.com]

PRLOG

Delray Beach Craft Beer Fest Announces A Nightbeer Before Christmas

Located at the foot of the dark 100 ft. Christmas tree on October 26, 2019

By: [Old School Square](#)

DELRAY BEACH, Fla. - Sept. 13, 2019 - PRLog -

- Delray Beach Craft Beer Fest presents its first fall beer event, *A Nightbeer before Christmas* – A classic beer garden with a spooky twist. Visitors can enjoy fall brews while watching a showing of Tim Burton's classic movie, *A Nightmare before Christmas*.

On Saturday, Oct. 26 brewers from all over will mount their broomsticks and head to Old School Square to show off their newest and tastiest fall brews. The event is located at the foot of the dark 100 ft. Christmas tree and kicks off at 6PM. All ages are welcome to enjoy this family-friendly event, but must be 21+ to drink.

The event boasts \$5 pours with dozens of local and national brewers. Visitors will be able to purchase a commemorative glass for \$15 at the event with a complimentary first pour. Wooden tokens can be purchased for additional pours during the event.

This spooktacular event encourages participants to dress in their best Halloween costumes. Prizes for best costume will be announced during the event. Stay all night for the Oogie Boogie DJ, local food vendors and cash bar.

For more information: <https://www.facebook.com/events/2425585160844105/>



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4TH ANNUAL CAROLS BY CANDLELIGHT AT OLD SCHOOL SQUARE PAVILION

SATURDAY, DECEMBER 7, 8:00 AM - 5:00 PM \$20 – \$100

Share This:



Get into the holiday spirit with our 4th Annual Carols by Candlelight holiday concert and community tradition!

Young, local performers will open the festivities. Then special guest performances by Mary Gaines Bernard (sister of Donna Summer) and the Holiday Voices, will get the holiday spirit rolling! Our headlining performer, Gloria Gaynor (“I Will Survive”) will close out the evening. Popular and beloved holiday songs will be mixed with hit songs throughout the night!

The event culminates with the lighting of candles throughout the audience. It’s a magical evening for the entire family! Proceeds will benefit Old School Square’s NEW Community Arts Education program, launching in the 2020 – 2021 Season!

Admission:

\$100 VIP (includes 3 drink tickets, private lounge and bar area, complimentary light bites and reserved seating area with NEW ASSIGNED SEAT!)

\$50 Premium (reserved seating area with NEW ASSIGNED SEAT)

\$20 General Admission (bring your own chair)

*Half off Premium and General tickets for children under 12!





The NightBEER Before Christmas

Saturday, October 26, 2019 @ 6:00pm

Old School Square Pavilion

Halloween Beer Garden and (2) screenings of The Nightmare Before Christmas

Beer Garden with DJ

Film Screening of The Nightmare Before Christmas at 7PM & 9PM

\$5 Pours/ \$15 Commemorative Glass

Local food vendors available



SCHEDULE & TICKETS

FREE Admission: \$5 Pours/ \$15 Commemorative Glass

Saturday, October 26, 2019 @ 6:00pm ·  [add to calendar](#)

[Events](#) > [Festivals & Community Events](#) > [Art Festivals](#) > The

NightBEER Before Christmas

The NightBEER Before Christmas

Date: Oct 26, 2019

Time: 6:00 PM - 11:00 PM

Location(s):

[51 North Swinton Avenue Delray Beach, FL 33444](#) -
5612437922

<https://www.dbcraftbeerfest.org/>

 Select Language | ▼





The NightBEER Before Christmas

Presented by Old School Square at Pavilion at Old School Square, Delray Beach FL



Halloween Beer Garden and (2) screenings of The Nightmare Before Christmas

Beer Garden with DJ

Film Screening of The Nightmare Before Christmas at 7PM & 9PM

\$5 Pours/ \$15 Commemorative Glass

Local food vendors available

The NightBEER Before Christmas
Saturday, October 26, 2019 06:00 PM - 09:00 PM



Old School Square Pavilion

51 North Swinton Avenue
Delray Beach, FL 33444
United States

📞 561-243-7922

🌐 [Visit Website](#)

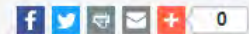
Contact


Pricing/Ticket Info


Free Admission: \$5 Pours/ \$15 Commemorative Glass

Suitable for Children Y


Category [Community](#)



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OCTOBER, 2019

26
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THE NIGHTBEER BEFORE CHRISTMAS

EVENT DETAILS

Halloween Beer Garden and (2) screenings of The Nightmare Before Christmas

Beer Garden with DJ

Film Screening of The Nightmare Before Christmas at 7PM & 9PM

\$5 Pours/ \$15 Commemorative Glass

Local food vendors available

TIME

(Saturday) 6:00 pm - 11:00 pm

LOCATION

Old School Square
51 N. Swinton Ave. Delray Beach, fl 33444

ORGANIZER

Old School Square
Old School Square
51 North Swinton Avenue

boca



OCTOBER, 2019

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*Old School Square
51 N. Swinton Ave. Delray Beach, fl 33444*

🔄 ORGANIZER

*Old School Square
Old School Square
51 North Swinton Avenue*

SunSentinel



- **Oct. 26:** "A Nightbeer Before Christmas" is a fall event presented by the Delray Beach Craft Beer Fest at **Old School Square**. The event will include lots of beer from lots of brewers in a spookily-decorated beer garden as well as screenings of the Tim Burton movie "The Nightmare Before Christmas." Pours are \$5 and you can also buy a \$15 commemorative glass (which comes with a free first pour). There will also be a costume contest, food vendors, cash bars and music from Oogie Boogie DJ. All ages are welcome, but you must be 21 and over to drink. The party starts at 6 p.m. The movie will be shown at 7 and 9 p.m. Admission is free. Old School Square is at 51 N. Swinton Ave., Delray Beach. For more information, go to OldSchoolSquare.org.

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“A NIGHT BEER BEFORE CHRISTMAS”–PRESENTED BY DELRAY BEACH CRAFT BEER FEST. FEAT. SEASONAL BEER AND “A NIGHTMARE BEFORE CHRISTMAS”–OLD SCHOOL SQUARE–DELRAY BEACH

OCTOBER 26



HOME / WEST PALM BEACH EVENTS / FUNDRAISERS / THE NIGHTBEER BEFORE CHRISTMAS EVENT TIME & TICKETS

The NightBEER Before Christmas in Delray Beach

TRACK

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October 26, 2019

Saturday 6:00 PM - 11:00 PM

[Old School Square in Delray Beach](#)

51 North Swinton Avenue
Delray Beach, Florida 33444
[Map](#)

PERFORMERS:

No Performers Listed

EVENT DETAILS

THE NIGHTBEER BEFORE CHRISTMAS

Halloween Beer Garden and (2) screenings of The Nightmare Before Christmas.

Beer Garden with DJ

Film Screening of The Nightmare Before Christmas at 7PM & 9PM

\$5 Pours/ \$15 Commemorative Glass

Local food vendors available

Cost: Free - Free admission; \$5 Pours/ \$15 Commemorative Glass

Categories: [Fundraising & Charity](#)

The Floridant

HOME EVENT BUSINESS FINANCE NON-PROFIT CONTRIBUTE

Delray Beach Craft Beer Fest Announces A Nightbeer Before Christmas

The Floridant | 10036064

Located at the foot of the dark 100 ft. Christmas tree on October 26, 2019

DELRAY BEACH, Fla. - *Floridant* -- Delray Beach Craft Beer Fest presents its first fall beer event, *A Nightbeer before Christmas* – A classic beer garden with a spooky twist. Visitors can enjoy fall brews while watching a showing of Tim Burton's classic movie, *A Nightmare before Christmas*.

On Saturday, Oct. 26 brewers from all over will mount their broomsticks and head to Old School Square to show off their newest and tastiest fall brews. The event is located at the foot of the dark 100 ft. Christmas tree and kicks off at 6PM. All ages are welcome to enjoy this family-friendly event, but must be 21+ to drink.

More on The Floridant

- [Woody's Bar-B-Q® of Ponte Vedra Teams Up with K9s For Warriors](#)
- [Realtor community unites to bring relief to the Bahamas](#)
- [Jacksonville: Find Your New Best Friend at the ACPS Duval Ford Adoption Event](#)
- [Tampa: Lane Closure on South Armenia Avenue Between West Cleveland Street and West Platt Street](#)
- [Tampa: Lane Closure on West Azeele Street Between South West Shore Boulevard and South Hesperides Street](#)

The event boasts \$5 pours with dozens of local and national brewers. Visitors will be able to purchase a commemorative glass for \$15 at the event with a complimentary first pour. Wooden tokens can be purchased for additional pours during the event.

This spooktacular event encourages participants to dress in their best Halloween costumes. Prizes for best costume will be announced during the event. Stay all night for the Oogie Boogie DJ, local food vendors and cash bar.

For more information: <https://www.facebook.com/events/2425585160844105/>

[Evensi – Nightbeer before Christmas](#)



The NightBEER Before Christmas

Saturday 26 October 2019 6:00 PM ▶▶ Saturday 26 October 2019 11:00 PM

 SAVE

Last update 08/09/2019



Halloween Beer Garden and (2) screenings of The Nightmare **Before** Christmas.

Beer Garden with DJ

Film Screening of The Nightmare **Before** Christmas at 7PM & 9PM

\$5 Pours/ \$15 Commemorative Glass

Local food vendors available



[Discover The Palm Beaches - NightBeer](#)



Beer and a Movie

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51 North Swinton Avenue
Delray Beach, FL 33444

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(561) 243-7922

FOLLOW US:



October 26, 2019 to October 26, 2019

Holiday

Halloween Beer Garden and (2) screenings of The Nightmare Before Christmas



4th Annual Carols by Candlelight

Saturday, December 7, 2019 @ 7:30pm
[Old School Square Pavilion](#)

Get into the holiday spirit with this community tradition! Young, local performers will open the festivities, followed by special guest performances and headlined by Gloria Gaynor! The event culminates with the lighting of candles throughout the audience. It's a magical evening for the entire family!

Proceeds will benefit Old School Square's NEW Arts Education Programming, launching into local community schools in 2020-2021 season!

Local Student Performances by

Achievement Center
Banyan Creek Elementary School
Dimensional Harmonies
Milagro Center

Special Performances by

Mary Gaines Bernard (Sister of Donna Summer)
Holiday Voices (as seen at Disney, Sea World and Universal Theme Parks)

\$100 VIP (includes 3 drink tickets, private lounge and bar area, complimentary light bites and **NEW RESERVED SEAT!**)

\$50 Premium (includes **NEW RESERVED SEAT!**)

\$20 General Admission

Doors at 6PM
Music at 7:30PM

SCHEDULE & TICKETS

\$20 General Admission / \$50 Premium / \$100VIP · Call 561-243-7922 ext. 1

Saturday, December 7, 2019 @ 7:30pm · [add to calendar](#)

[Boca Mag: Your Week Ahead: Oct 1 to 7](#)

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Home ▾ Delray Beach ▾ Your Week Ahead, Oct. 1 to 7

Delray Beach Arts & Entertainment The Week Ahead Community Upcoming Events

Your Week Ahead: Oct. 1 to 7

By **John Thomason** - September 30, 2019



Old School Square launches its season with free activities, one of the titans of the podcast world records live in West Palm Beach, and Savor Cinema screens one of the longest films in history. Plus, Adam Ant, Latin American art and more in your week ahead.



What: Season Launch Party

Where: Old School Square, 51 N. Swinton Ave., Delray Beach

When: 6 to 10 p.m.

Cost: Free

Contact: 561/243-7922, oldschoolsquare.org

Ready or not, "Season" is here, and Old School Square is celebrating with a campus-wide slate of free activities—with the exception of the Crest Theatre, which is undergoing renovation. On the outdoor Pavilion Stage, Forever Tina will provide the soulful kickoff to the venue's Free Friday Concert Series, performing the music of Tina Turner to a sure-to-be-packed lawn. The Cornell Museum will open its doors at no charge for attendees to ponder "Sinking Tides," a climate change-themed exhibition in its Spotlight Gallery; this is also the final weekend to see the main exhibition "Seven Solos," which closes Saturday. The Creative Arts School will open to the community in the Fieldhouse, where visitors can meet instructors, view live art demos and participate in an interactive art project. If that's not enough, the event coincides with First Friday Art Walk, so you can continue imbibing art at galleries throughout downtown.

Eblast Reports

Time Sent	Campaign Name	Total Sent	Open Rate	Total Unique Opens	Mobile Open Rate	Desktop Open Rate	Click Through Rate
2019/10/01, 8:05 AM	PAV_PR_OLD SCHOOL SQUARE ANNOUNCES A DONNA SUMMER CELEBRATION	304	13.00%	36	29.20%	70.80%	5.60%
2019/09/30, 2:15 PM	CAS_2019_OSS_OPEN HOUSE AND SEASON LAUNCH	6778	25.70%	1732	46.60%	53.40%	5.00%
2019/09/30, 1:35 PM	CAM_2019_PR_SINKING TIDES	7932	22.30%	1740	53.50%	46.50%	3.60%
2019/09/30, 10:25 AM	PAV_2019_OSS_Free Friday Night Concerts	7346	26.60%	1931	57.10%	42.90%	14.00%
2019/09/27, 1:40 PM	EVT_2019_A NIGHTBEER BEFORE CHRISTMAS_SAVE THE DATE	16115	22.80%	3528	48.90%	51.10%	4.50%
2019/09/26, 7:05 AM	CAM_PR_CORNELL ART MUSEUM PRESENTS FALL ART ON THE SQUARE	355	25.20%	75	28.20%	71.80%	1.30%
2019/09/18, 11:25 AM	PAV_2019_General Awareness, New Seating, Public Sales	18890	30.00%	5514	47.90%	52.10%	12.80%
2019/09/18, 11:24 AM	CAM_2019_JOIN US FOR ART CRAWL - THIS FRIDAY NIGHT	8352	26.30%	2155	52.40%	47.60%	12.30%
2019/09/17, 8:05 AM	DBB_PR_DELRAY BEACH CRAFT BEER FEST ANNOUNCES A NIGHTBEER BEFORE CHRISTMAS	463	32.90%	127	23.50%	76.50%	0.00%
2019/09/13, 3:26 PM	PAV_PR_OLD SCHOOL SQUARE ANNOUNCES 2019-2020 SEASON LAUNCH PARTY	460	23.00%	90	23.60%	76.40%	24.40%
2019/09/10, 9:06 AM	OSS_PR_OLD SCHOOL SQUARE ANNOUNCES FREE FRIDAY CONCERTS	462	24.10%	95	23.00%	77.00%	6.30%
2019/09/09, 10:30 AM	OSS_PR_CORNELL ART MUSEUM PRESENTS SINKING TIDES“ SPOTLIGHT GALLERY...	381	28.10%	91	11.90%	88.10%	2.20%
2019/09/04, 4:26 PM	OSS_PR_CORNELL ART MUSEUM LAUNCHES 1ST ART CRAWL IN DOWNTOWN DELRAY BEACH	463	28.30%	112	20.90%	79.10%	0.00%
2019/08/28, 10:56 AM	OSS_PR_REVEALS NEW SEATING DESIGNED TO OFFER A UNIQUE CONCERT EXPERIENCE	404	30.90%	106	11.40%	88.60%	1.90%

Items outside of Q1 contract

DATE	ITEM	Value / Time
7/18/19	Nancy secured billboards for NYE and May Beer Fest	\$10,000
8/24/19	Nancy secured billboards for Carole's by Candlelight	\$5,000
9/14/19	Lindi designed power point promotion of Season Launch, Simply Tina, Carole's by Candlelight and NYE for rotation on Chamber lobby screens (one facing street also)	1 hour
Sept	Lindi format and setup content for text messaging system	4 hours
Oct 4	Nancy & Lindi to work at Season Launch Oct 4 th ; monitor text messaging system	4 hours
9/12 & 13	Nancy assist on Holiday sponsor deck content and proofing	4 hours
9/20	Introduced Coffee business to Leanne for Holiday Season/Christmas Tree Lighting etc.	
	Actively working on securing sponsorship with Stormtight Windows	
	Actively working on securing sponsorship with Solid Waste Authority	
	Actively working on securing sponsorship with Republic National Distributing	
	Actively working on partnership / sponsorship with Hyatt Place (comp & discounted rooms)	
9/20	Solidified adding Old School Square to the events tab on the Freebee Mobile Application	1 hour



Items outside of Q1 contract

DATE	ITEM	Value / Time
9/20	Solidified in-kind sponsorship with DFS Graphics for Season Launch (use of large disco ball and design + printing of 5 oversized cutouts for photo ops)	
9/20 – 21	Prepared 6 sponsorship proposals for Storm Tight Windows (\$14,000) -AOTS (Fall & Spring), A Nightbeer Before Christmas, Winter Craft Beer Garden, Holiday Carousel, Holiday LED Wall	3 hours
9/23	<p>Working with Freebee to feature specials: Freebee Deals are offered to local business to promote an offer or deal on their Ride Freebee profile. There is no extra charge extra for this.</p> <p>They create the ad so all that is needed is the verbiage for the promotion. There is a yellow button on the screen for the business to press/confirm whenever a customer redeems a deal which timestamps it. A business can offer a deal that refreshes daily, or a 1x lifetime use as a means of attracting a customer that they convert to a client. Places like a hair salon might offer a 1x lifetime use deal while a restaurant typically offers a deal that can be used 1x per day.</p> <p>Freebee Deals have proven to be a great way for us to help stimulate the local economy. It also provides our drivers a way to provide an extra to their passengers and help build stronger relationships.</p>	1 hour
9/30	Prepared iHeart Recommendations for OSS schedule of events 2019-2020	3 hours
September	Report for end of month	8 hours

iHeart Radio Recommendations

- **WIOD – AM NEWS TALK RADIO**
 - MEDIAN AGE: 64 YEARS OLD
 - 75% MALE
 - WEEKLY LISTENERS: 195,700
 - MOBILE: 21,900
 - FB LIKES 15,300
 - WEBSITE UNIQUE VISITORS: 32,400

12/16, 12/30, 1/27, 2/17, 3/16 – OVATION SERIES
12/2 – HANSEL & GRETEL CAROLES BY CANDELIGHT
~~12/23 – HOLLYWOOD REVISITED~~
12/30, /3-2/10, 3/2, 3/23 – CABARET
1/6, 2/10-2/24, 3/9, 3/30 – CABARET
2/3 – STAYIN ALIVE
2/10- BROOKLYN TO BROADWAY
~~2/10, 2/17 – ANTHONY NUNZIATA'S AMORE!~~
3/9 – THE DUPREES
GOAL: REPETITIVE CHEAP ADS

Partnership Campaign: They're giving you a lot of great value, I recommend to keep giving them tickets to giveaway. More giveaways = more time on air

Notes: Ask for added value for each station you're spending on (on top of the partnership campaign they're already offering).

WIOD –

CUT OUT: 12/23 - HOLLYWOOD REVISITED, 2/10, 2/17 – ANTHONY NUNZIATA'S AMORE!

REPLACE: 12/2 – HANSEL & GRETEL CAROLES BY CANDELIGHT

- **WMIA-FM TODAY'S HITS**
 - MEDIA AGE: 44
 - 53% FEMALE
 - WEEKLY LISTENERS: 616,200
 - MOBILE: 11,700
 - FB LIKES 133,700
 - WEBSITE UNIQUE VISITORS: 17,500

12/16, 12/30, 1/27, 2/17, 3/16 – OVATION SERIES
12/2 – HANSEL & GRETEL CAROLES BY CANDELIGHT
~~12/23 – HOLLYWOOD REVISITED~~
1/27 – THE COCKTAIL HOUR
12/30, 2/3-2/10, 3/2, 3/23 – CABARET
1/6, 2/10-2/24, 3/9, 3/30 – CABARET
2/3 – STAYIN ALIVE
~~2/10, 2/17 – ANTHONY NUNZIATA'S AMORE!~~
3/16 – LEE ROCKER: THE STRAY CATS
GOAL: UTILIZE FB FANS

Added Value: spending \$4025.00, would like to see some added daytime spots for Caroles by Candlelight (November – December 2)

WMIA – CUT OUT: 12/23 - HOLLYWOOD REVISITED, 2/10, 2/17 – ANTHONY NUNZIATA'S AMORE!

REPLACE: 12/2 – HANSEL & GRETEL CAROLES BY CANDELIGHT

Added Value: spending \$4930.00, would like to see some added social media ads for Caroles by Candlelight (November – December 2)

- **WHYI- FM #1 HIT MUSIC**
 - MEDIA AGE: 39
 - 52% FEMALE
 - WEEKLY LISTENERS: 740,400
 - MOBILE: 33,900
 - FB LIKES 119,400
 - WEBSITE UNIQUE VISITORS: 41,200

~~1/13 – THE GREAT DUBOIS~~

WHYI – CUT OUT: 1/13 – THE GREAT DUBOIS

WBGG – CUT OUT: 2/24 – BEGINNINGS, 12/23 – CLASSIC ALBUMS LIVE

(9/30-1/27) 18 WEEKS (8 SPOTS A WEEK) – FREE FRIDAY NIGHT CONCERTS – I would cut down to 4 weeks to save \$ (Pretty sure the Friday Night Concerts have a large local following already, possibly cut out all together)

Added Value: spending \$5985.00, would like to see some added social media ads for Classic Albums Live

- **WBGG- FM CLASSIC ROCK**
 - MEDIA AGE: 53
 - 75% MALE
 - WEEKLY LISTENERS: 500,900
 - MOBILE: 25,200
 - FB LIKES 34,100
 - WEBSITE UNIQUE VISITORS: 36,000

(9/30-1/27) 18 WEEKS (8 SPOTS A WEEK) – FREE FRIDAY NIGHT CONCERTS – cut down to 4 spots a week
2/3 – STAYIN ALIVE
~~2/24 – BEGINNINGS~~
3/16 – LEE ROCKER: THE STRAY CATS
11/11, ~~12/23~~, 1/6, 1/20, 2/24, 3/16, 4/6 – CLASSIC ALBUMS LIVE

Thank You!

**OLD SCHOOL
SQUARE**

A NOT FOR PROFIT ORGANIZATION

Palm Beach Daily News

ARTS

Palm Beach Chamber Music Festival will be held online this year

Staff Writer Palm Beach Daily News

Published 4:00 p.m. ET July 9, 2020

In an ordinary year, the Palm Beach Chamber Music Festival would be in full swing. But as the COVID-19 pandemic continues to rage, the summer of 2020 is anything but ordinary.

Coronavirus restrictions have closed the festival's venues. That left the nonprofit musician-led event, which is entering its 29th year, with no place to rehearse or perform.

Faced with that reality, Old School Square in Delray Beach, one of its longtime venues, and the festival pooled their resources to produce an abbreviated virtual festival.

The 30-minute programs will be streamed at 7:30 p.m. on July 17, July 24 and July 31 on Old School Square's Vimeo channel.

"I think the community needs healing right now," said Holland Ryan, Old School Square's chief operating officer. "Music is part of that."

Need a break? Play the USA TODAY Daily Crossword Puzzle.

Flutist Karen Fuller, clarinetist Michael Forte and bassoonist Michael Ellert, who founded the festival, agreed.

"We felt we had to continue our mission, which is to stay engaged with the community," Fuller said "That's been our primary goal from the beginning."

Another powerful motivator was the prospect of providing work for musicians coping with a stretch of unemployment extending from mid-March, when the pandemic lockdown began, to the as-yet-undetermined reopening of performance halls.

"It's employment for these musicians," Forte said. "They would have had a whole month of nothing."

Neither Old School Square nor the festival had any experience producing virtual events.

Creating virtual content “is something we’ve talked about for a number of years,” Ryan said. “COVID-19 has given us the opportunity to move into the virtual format.”

Fortunately, Old School Square already had a film crew on site to record Page Turner Adventures, a virtual summer youth reading program available to libraries and families in 30 states. The crew agreed to videotape the festival as well.

Old School Square provided the space, additional technical help, and ticketing and marketing services. Fuller, Forte and Ellert secured the musicians and planned the programs.

“We’re using only our central core of musicians,” Fuller said. “They’re invested and willing to take a chance on this to see how it goes because everybody is anxious to get back to doing what we do.”

The programs are built around COVID-19 precautions as well as the festival’s usual formula of a variety of periods, styles and instrumentations. No works require more than three musicians, to allow for social distancing on stage. The recordings are conducted with a minimum number of workers and without an audience.

To keep within the 30-minute time frame, the programs consist of movements from pieces or shorter works.

“How long do people want to sit in front of a computer?” Fuller said.

Violinist Dina Kostic, cellist Susan Bergeron and pianist Lisa Leonard, who perform together as the Paradigm Trio, submitted a list of piano trios, including excerpts from Antonin Dvorak’s Piano Trio No. 3 in F minor, Paul Schoenfield’s Cafe Music and Johannes Brahms’ Piano Trio No. 2 in C major.

The founders added works such as Darius Milhaud’s Suite for clarinet, violin and piano; two movements from Mikhail Glinka’s Trio Pathetique in D minor for clarinet, bassoon and piano; and Camille Saint-Saens’ Tarantella for flute, clarinet and piano.

“It’s a bit of an unknown,” Ryan said. “There’s a lot of free content out there. Our hope is to do something that is well presented, filmed and recorded. It’s pieces people would normally see as an audience member at attractive and reasonable prices.”

Tickets cost \$10 per program and \$25 for all three. The videos will be available for one month.

Tickets are expected to go on sale next week on Old School Square's website at oldschoolsquare.org. Buyers will receive a link to the videos and instructions for how to access them.

If all goes well, the partners might produce another set of virtual concerts in the fall.

"If it's well received and we can get some donations, we'll try to make more," Forte said. After this summer's experiment, "we'll have a way better idea of how to do it," he said.

jsjostrom@pbdailynews.com

@sjostromjan



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Suddenly, Old School Square becomes major concert venue

July 27, 2021 By Bill Meredith

5
SHARES



Facebook



Twitter 4





The Pavilion at Old School Square. (Photo from website)

A strange thing happened within the South Florida live music scene during — not after — the COVID-19 pandemic, especially between the fall of 2020 and summer of 2021. The outdoor Pavilion at Old School Square, the 3,500-person-capacity amphitheater in Delray Beach, charted an unlikely renaissance and became a major concert draw and destination.

Yet the seemingly overnight sensation has had a long climb toward this apex since being completed in early 2002. In previous years, the facility (which features a concession building with restrooms and covered loggias) hosted mostly local-to-regional acts in free shows before erecting fencing around its perimeter for its current concert culmination. It now resembles a slightly smaller version of the popular, 4,200-seat-capacity Mizner Park Ampitheater in Boca Raton.

“Mizner was actually built shortly after the Pavilion by the same architectural designer,” says Holland Ryan, Old School Square’s chief operating officer for the past two years, by phone in mid-July. “I’ve been with the organization for 21 years, including before the Pavilion was built, so I was part of its construction and layout design team. The original intent was to use it for community and regional events, like orchestras and a film series. Eventually, we also started free Friday night concerts, which built from four shows a year up to 18 right up to the start of the pandemic.”

There were also sporadic early appearances by international acts, like blues singer Etta James and funk band the Ohio Players. But since last October, marquee bands and artists as diverse as New Found Glory, Grace Potter, Al Di Meola, Sister Hazel, the North Mississippi Allstars, Tommy Emmanuel, the Allman Betts

"I spent a lot of time with my staff going over every CDC requirement and social distancing procedure," Ryan says, "and coming up with ideas to not only make the artists feel safe, but also our audience and staff. And it all took hold pretty quickly. Previously, we booked a lot of tribute acts, and ones that were relatives of famous people and had familiarity through their name recognition. But COVID-19 actually gave us an opportunity to present actual name artists once they realized it was safe to play here. I believe the Pavilion was one of the first venues of its size to reopen in the nation, and word spread quite fast."

Pop star and Palm Beach resident Jimmy Buffett even felt safe enough to take the stage with members of his Coral Reefer Band for four sold-out nights in mid-May.

"The plane is out of the hangar, on the runway," Buffett said from the Pavilion stage on May 13, during his first live show in more than a year, "and we took off tonight."

"I believe Jimmy will be back again," says Ryan. "We were at 888-seat capacity for each of his four appearances because of the pods. We've since graduated to a modified, hybrid seating version where the front section is still all socially distanced pods with setups of four seats, and the back half is seating that's distanced row-to-row, but not seat-to-seat. That puts capacity at 1,400 patrons. Our next bump up, scheduled for August 1, will put us at 2,500-seat capacity, and we hope to back to a full 3,500 by the beginning of September."

"We have no restrictions currently regarding capacity," Ryan adds. "I just wanted a phased approach to reopening. I didn't want to go back to full houses with a new variant and cases rising again. I know neither the staff nor the patrons are fans of having to wear masks as they enter and exit, but it's for everybody's safety."

In late July, King Crimson, the British progressive rock juggernaut that's managed to stay relevant since forming in 1968, blew the figurative roof off the Pavilion. Two nights later, New York City rockers Living Colour injected the venue with their own famed cult of personality. Each show was sold out with the 1,400-seat capacity cap in place.



Rocker Grace Potter appeared at Old School Square's Pavilion in April.

(Photo by Regina Campbell/ArtsPaper file photo 2020)

Located on North Swinton Avenue near Atlantic Avenue, downtown Delray Beach's two-lane thoroughfare, Old School Square events can create traffic and parking dilemmas, especially during sold-out shows.

"My team spent a lot of time forming a plan with the city," he says, "the police and fire departments; parks and recreation, and streets teams, all to make it as close to a perfect scenario as anyone could create. The Jimmy Buffett shows were, without a doubt, the largest things to happen recently in Delray Beach, and logistically, they came off without a hitch. Parking, traffic and foot traffic have always been concerns, but we stress to every ticket buyer parking garage locations and pick-up and drop-off locations for ride share programs."

best locations, perhaps, because you'll have to walk a bit. But you'll be within four or so blocks from the venue, giving you the opportunity to walk down Atlantic Avenue and see all the restaurants and other establishments it has to offer.”

Old School Square is so named because its Cornell Museum of Art is situated in the old Delray Elementary School building from 1913, and its vintage gymnasium and 347-seat Crest Theatre reside in restored Delray High School buildings from 1925. Upstairs in the Crest Theatre building, the modern Creative Arts School offers students visual art, photography, and writing classes.

“There are six classrooms at the Creative Arts School, with a capacity of 15 to 20 students for each,” says Ryan. “But we’ve moved classes to a virtual format because of the pandemic, adding a music school and culinary arts school. We’re also looking at creating a film school soon, and have gone from around 18 classes a semester to more than 40, with an average of 40 to 80 students per class globally, not just locally. Professors too, now including ones in Kenya, France and elsewhere. So we’ll start to bring back some classes in person, but for the most part, we’ll be continuing on as a virtual creative arts program. It’s worked wonderfully.”

A registered nonprofit cultural arts organization, Old School Square also features a multi-tiered membership program, with perks from discounted museum admission and free registration for a class to invitations to exclusive VIP openings at the art museum and a brand-new feature — pre-sale access to ticketed shows.

The newly restored Crest had numerous events canceled because of the pandemic last season, but officially reopens with a Sept. 22 concert by popular Scottish singer/songwriter KT Tunstall. Its MusicWorks Concerts and Broadway Cabaret series will return in November and January, respectively.

The MusicWorks concerts kick off with veteran Memphis pop group The Box Tops (Nov. 5), and include tribute performances, plus original shows by John Mayall (Nov. 18), Corky Laing’s Mountain (Jan. 26), Livingston Taylor and Jonathan Edwards (Feb. 23), Loudon Wainwright III (March 16), and Peter Asher (March 23). Houston-spawned trio King’s X, which plays like a rock orchestra and sings like a choir, is also a surprise addition on April 16.

The Broadway Cabaret series begins with Tony Award-winning actress and singer Shoshana Bean (Jan. 17-18), and includes Norm Lewis (Jan. 31-Feb. 1), Linda Eder (Feb. 14-15), John Lloyd Young (March 7-8), Rachel Bay Jones (March 14-15), Mandy Gonzalez (March 28-29), Lucie Arnaz (April 11-12), and Telly Leung (April 25-26).

"We're in a bit of a slowdown," he says, "to give my staff a little break. It was reduced significantly near the start of the pandemic, and everyone has had to wear a thousand hats since. But I have about 85 shows booked for the Crest that I haven't announced yet, and about 75 for the Pavilion, which I'll start rolling out soon."

Put that under the category of Old School anticipation.

If You Go

Old School Square is located at 51 N. Swinton Ave., at the intersection with Atlantic Avenue, in downtown Delray Beach.

Tickets and info: 561-243-7922, oldschoolsquare.org.

Filed Under: **Music**

Tagged With: Grace Potter, Jimmy Buffett, Old School Square, Ryan Holland

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Cellist Drachman superb in Brahms, Beethoven at FilAm February 28, 2025



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OLD SCHOOL SQUARE ORGANIZATIONAL CHANGE STATUS UPDATE AUGUST 2, 2018

Executive Summary

Old School Square (OSS), a non-profit performing and visual arts institution based in Delray Beach, is a key pillar of the City of Delray Beach's mission to provide a vibrant cultural community as a key element of the Delray Beach "All America City" positioning.

As a non-profit entity separate from the City of Delray Beach, OSS is able to provide a multiple amount of cultural and entertainment activities and services to the community without the City of Delray Beach having to support 100% of the OSS's budget. The majority of funding comes from operational activities and gifts / memberships / sponsorships, with the City of Delray Beach providing about a quarter of annual budget.

OSS is an important economic driver to our city. According to a survey conducted by the Palm Beach Cultural Council in 2015, the activities at OSS annually generate approximately \$102 million in culture-related spending, including \$14 million in visitor trip spending in Palm Beach County directly attributable to primary tourist attendance in addition to event-related spending.

As demonstrated, in addition to providing cultural activities that benefit the quality of life of Delray Beach, the economic impact of OSS is *over 100 times* the amount graciously provided each year by the City of Delray Beach.

Over recent years, the organization has been fiscally underperforming, using its reserve funds to cover the extensive amount of programs offered to the community. Recognizing the need to strengthen OSS's financial performance, for the past 4 years the board of directors has directed key staff and operational changes within the organization. While great progress was made during this time, still more work is necessary, and the transition is ongoing. This document highlights the value OSS provides to the community, and outlines the most significant changes made to date and the status of those in progress to ensure the fiscal health and sustainability of OSS over the long term.

**OLD SCHOOL SQUARE
ORGANIZATIONAL CHANGE STATUS UPDATE
AUGUST 2, 2018**

What is the value of Old School Square to Delray Beach?

1. Attracts visitors to Delray Beach. OSS is the most widely visited cultural venue in Palm Beach County
2. Generates over \$4 million in local government revenue per year
3. Generates over 2,000 FTE jobs
4. Generates over \$42,000,000 in annual residential household income
5. Generates \$14 million local visitor trip spending
6. Generates \$102 million in culture related spending
7. Provides cultural and entertainment opportunities to the residents of Delray Beach
8. Serves over 1,500 local residents who attend our arts related classes annually
9. Serves 13,000 attendees at our free outdoor concerts
10. Hosts over 500,000 attendees annually for events and gatherings on our campus
11. Provides 2,775 offerings composed of 590 distinct events hosted annually for the community.
12. Relieves the City's Parks & Recreation Department from the need to provide art classes, creative writing classes, photography classes, thus saving the city's direct resources.
13. Provides a competitive advantage to Delray Beach by being a major differentiator in what makes Delray Beach different from any other city in Florida – a cultural center on 4.5 acres in the heart of our downtown.
14. Is the home of the Christmas celebration and numerous other community events such as town hall meetings and just recently, the Parkland Shooting gathering of students.
15. Provides a gathering place for the community. OSS is the city's "living room", our "town square" located in the heart of our downtown.

Organizational Changes - Completed and In Progress

1. Created and implemented a new organizational chart and structure for better functional management and efficiency.
2. Worked with the City and CRA to repair the exterior of the buildings to make them more attractive and inviting to visitors.
3. Created 4 distinct business units to better manage each area and understand financials for each.
4. Revamped the accounting system completely with a new chart of accounts to provide more visibility as to how each business unit is performing.
5. Modified our annual budget projections, eliminating the reliance upon major gifts until we have a proven development process and can demonstrate a track record of predictable success in that area.
6. Through operational changes/reductions and revenue stream increases, produced a balanced budget for FY 2018-2019 and reduced 2018-2019 budget by approximately 20% from 2017-2018.
7. Implemented monthly black-out dates when OSS is closed. This will save \$5,500 per black-out day.
8. Implemented Cross-Training of staff for better coverage across all services.
9. Eliminated 4 full time staff positions and one part time staff position, and reassigned staff for increased efficiency.
10. Postponed the hiring of a new CEO until sustainable budget is established.
11. Re-organized and decentralized the Center Services (facility rental) Department. With the creation of the 4 distinct business units, OSS has identified key staff members in each functional area to shepherd an event through the entire rental process of meeting with a potential client, holding the possible date, creating rental contract, confirming event, ensuring the execution of event, and sending final invoice.
12. Re-organized Marketing Department to use more digital marketing and less print

marketing. Established better metrics for measuring advertising effectiveness. In the process of outsourcing many marketing functions to decrease costs.

13. Just completed revamping website search engine optimization to increase traffic and engagement. See recent results at the end of this update.

Changes to Increase Private Financial Support - Completed and In Progress

1. Hired personnel dedicated to focus on sponsorships and private giving to increase our levels of support.
2. Enhanced the branding and benefits of our membership giving levels, including the creation of the “Producer’s Lounge”.
3. Pursued and obtained a major gift: **A \$1 Million donation** specific to the Cornell Museum to completely renovate the interior and infrastructure of the museum.
4. Leveraged OSS enhanced assets for higher sponsorships levels (Example: Curated events at Cornell Museum by major sponsors).
5. Received the highest level of giving by patrons in our history other than bequests.
6. Increased the roles of our volunteers to include more administrative functions.
7. Secured a \$50,000 sponsor for the Free Friday Night Concert Series for 2018-2019.
8. Secured in-kind advertising sponsorship with iHeart Media and iHeart Radio valued at over \$75,000.

Programming Changes - Completed and In Progress

1. Modified our offerings to be more inclusive to all segments of the community.
2. Obtained an underwriting sponsor and added an evening National Geographic lecture series.
3. Improved our financial model for booking shows, changing our projections from a 70% - 75% occupancy forecast to a 50% occupancy forecast and as well as historical

data for similar types of shows when determining whether the cost of each show is worth the financial risk of offering it.

4. Analyzed the financial performance of all programs, eliminating and reducing those that were underperforming, including:
 - a) Cancelled all programs in the Fieldhouse, and moving forward the fieldhouse will be programmed on a rental basis only.
 - b) Postponed our previous lecture series events until it can be underwritten by a sponsor.
 - c) Postponed our film classics series until it can be underwritten by a sponsor. Sponsorship discussions with a potential sponsor are now progress. In the meantime, modified Crest series shows to include shows suitable for families.
 - d) Cancelled all Broadway series performances.
 - e) Postponed our kids and family series until it can be underwritten by a sponsor.
5. Modified program schedule to including consideration of other events in the city that might compete with ours, thereby reducing our audience.
6. Coordinated calendar of offerings taking into account other programs and events that would serve the same audience within short times frames of each other.
7. Established management system of P&L responsibility for each program and event.
8. Established co-production partnerships, including:
 - a) Completed Music Works coproduction series in the Pavilion for 5 events throughout the year to enable OSS to present additional programming at a reduced financial risk.
 - b) In negotiations for coproduction of 11 events throughout March and April of 2019. Again, this will enable OSS to present artists and additional programming that we would not be able to afford at little risk to the organization.

Facility Rental Changes - Completed and In Progress

1. Using an outside consultant, performing an analysis of local competing rental spaces, including offerings and rental charges for each. Anticipate completion within 30 days. We will modify our rental rates and offerings accordingly.
2. Planning a September "Showcase" event to attract area event planners and acquaint

them with OSS as a unique venue, for all types of events.

3. In process of staging selected rooms in all OSS buildings to create marketing materials that will be distributed to Palm Beach County catering and event planning vendors.
4. Investigating outsourcing much of the food & beverage operations.
5. Increasing food and beverage revenues through increased rental activity and contractual obligations to require renters to utilize OSS and its preferred caterers.
6. Analyzed the full cost of our reduced rates for non-profit rental discounts and re-aligned the discounts so that they do not exceed the grant funding available for this purpose.

Creative Arts School Changes Completed and In Progress

1. Currently evaluating other revenue opportunities for classes.
2. Modified advertising of Art School by increasing online efforts and decreasing printing costs.
3. Focusing on increasing student count from current +/- 1,500 students per year to increase revenue for little additional cost.

Museum Changes Completed and In Progress

1. Reduced operating hours for our slower summer season to save overhead money.
2. Now branding the museum as a corporate event venue for cocktail parties and receptions.
3. Implemented museum entrance fee in lieu of voluntary donation.

Old School Square SEO Optimization As of August 1, 2018

Cornell: Active and verified for 2 months

17,563 Discovery Searched (Customer that has never searched this listing)
18,700 Direct search
112,000 Google maps/search results
1,130 searches that resulted in click through to website
438 direction requests
85 calls from search

Creative Arts School: Just active and verified Monday am
No results for the first 2 days as of yet, but not worry they will start pouring in!

Crest: Active and verified for 1 month

8,916 Discovery Searched (Customer that has never searched this listing)
11,300 Direct search
20,100 Google maps/search results
959 searches that resulted in click through to website
508 direction requests
136 calls from search

Old School Square: Active and verified for a while but updated in the last 2 months

24,780 Discovery Searched (Customer that has never searched this listing)
30,400 Direct search
59,000 Google maps/search results
1,170 searches that resulted in click through to website
1,070 direction requests
147 calls from search

Fieldhouse: Active and verified for 2 weeks

2,346 Discovery Searched (Customer that has never searched this listing)
3,090 Direct search
3,330 Google maps/search results
641 searches that resulted in click through to website
121 direction requests
2 calls from search

Pavilion: Active and verified Monday

2,565 Discovery Searched (Customer that has never searched this listing)
2,730 Direct search
4,750 Google maps/search results
29 searches that resulted in click through to website
96 direction requests
4 calls from search

OLD SCHOOL
SQUARE
NEWS

ARTS & ENTERTAINMENT

51 N. Swinton Avenue • Delray Beach, Florida 33444 • OldSchoolSquare.org • 561-243-7922

INSIDE THIS ISSUE

2019-20 SEASON CALENDAR

NEW! HALLOWEEN BEER EVENT
RESERVED SEATS @ PAVILION
WE'VE GOT *DRAMA*...CLASSES
THEATRE RENOVATIONS



2019 HEADLINER

GLORIA GAYNOR

CAROLS BY CANDLELIGHT

WELCOME TO THE 2019-2020 SEASON!

It is incredible to think it was only 31 years ago that three old, abandoned school buildings were saved from demolition thanks to a group of visionaries with a plan to protect our community's ties to the past and a will to reignite a desolate downtown.

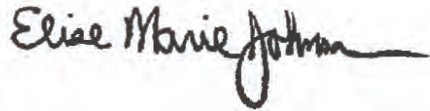
Spearheaded by our eventual founder and chairman emeritus, Frances F. Bourque, Old School Square was incorporated in 1988 and soon thereafter became the catalyst for the renaissance of Delray Beach in the early 1990s. It is hard to imagine a Downtown Delray where most of the shops were closed down, there was little to no activity past 5PM and was not a particularly safe place to live or play. A life-long Delray resident once told me, "you could roll a bowling ball all the way down Atlantic Avenue, and it wouldn't collide with anything or anyone - that is how dead this place was."

It gives me immense joy that over the years our five venues: Cornell Art Museum, Creative Arts School, Crest Theatre, Fieldhouse and Pavilion, have grown to be one of the most widely visited cultural art centers in Palm Beach County. As a non-profit organization within a budget of just over \$3 million, we've have ambitiously and efficiently utilized full and part-time staff, board of directors and volunteers to deliver a wide range of cultural and entertainment programming. Old School Square has also worked with as an impressive roster of partners and other non-profit community organizations.

Whether you are a seasoned patron or getting to know us for the first time, I hope you are just as excited as we are for the 2019-2020 season. With over 3,000 cultural offerings and entertainment ranging from contemporary art exhibitions, hundreds of art classes and workshops to intimate evenings with top Broadway performers and outdoor concerts under the stars - there truly is something for everyone to experience!

I encourage you to become a part of the Old School Square family and help us make a difference in *your* community today.

Sincerely,



Elise Johnson
Chair
Board of Directors

EXECUTIVE BOARD, LEADERSHIP & SENIOR STAFF

Elise Johnson
Chairman

Deborah Dowd
Vice Chairman

Debra Elmore
Treasurer

Sarah Crane
Secretary

Frances F. Bourque
Founder & Chairman Emeritus

Robert D. Chapin
President Emeritus

Shannon Eadon
CEO & President

Holland Ryan
Chief Operating Officer

Susan Andrews
Director of Ticketing Operations

Matthew Farmer
Senior Artistic Director

Marusca Gatto
Director of Art Events

Leanne Griffith
Director of Events

Melanie Johanson
Museum Director & Curator

Latoya Lawrence
Finance Director

Sharon Morgan
Director of Creative Arts School

Jayson Tomasheski
Technical Director

To get in contact with us please email Info@OldSchool.org

Old School Square Center for the Arts, Inc. is a 501 (c)(3) not-for-profit corporation. Donations are tax deductible, exclusive of benefits received, to the extent permitted by federal law. Only your support keeps live music, theater, contemporary art, and arts education alive in the heart of Delray Beach.



Early planning days with Frances Bourque and Ernie Simon (1980s)

OUR MISSION

Old School Square's mission is to be the community's cultural center, enriching the lives of all people by offering diverse experience in visual and performing art, education and entertainment; nourishing artistic expression and involvement, providing a community gathering place; and preserving our National Historic Site.

While Old School Square is a natural gathering place during times of reflection and sadness as in embracing a stricken community following of 9/11 and the Marjorie Stoneman Douglass school shooting, community members also come to our site to honor life's most memorable moments with weddings, mitzvahs and celebrations of all forms.



Peaceful walk-out and protest by Atlantic High and MSD High students (2018)

JOIN OUR FAMILY

You are invited to become a member, an integral part of the exciting future of Old School Square. With your support, Old School Square will not only continue to be the community's cultural center and gathering place but reach even higher in artistic excellence, enriching the lives of local residents as well as visitors to this Palm Beach County.

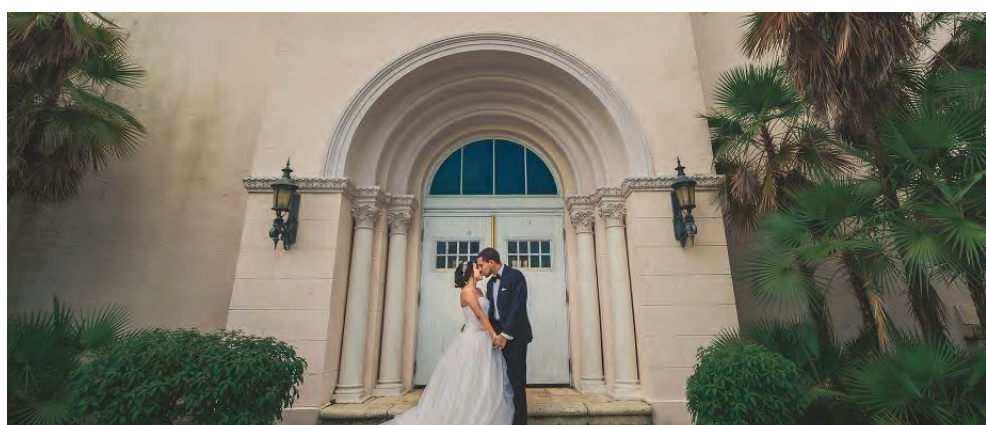
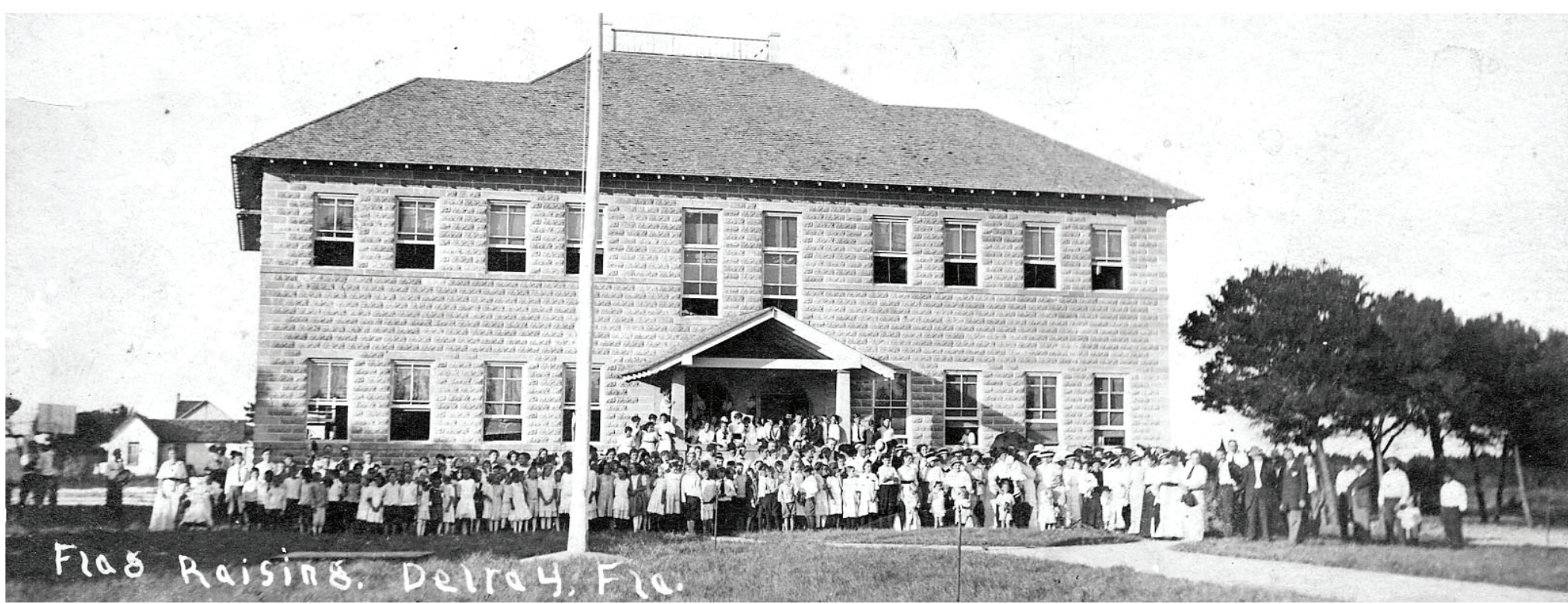
Old School Square is currently seeking partners to help fund services in key areas of impact. As a donor, you have an opportunity to make a difference in the community where you live. As a sponsor, you will receive the promotional benefits and goodwill that come with ties to the premier arts organization in Delray Beach. **Join us as a member, contribute, underwrite, sponsor, buy tickets or enroll in classes at Old School Square today!**

Adopt a Program: Support unique and innovative programming to build Old School Square infrastructure for future growth and expansion.

Adopt a Nonprofit: Underwrite rental fees, services and facility use by the area's many nonprofit organizations.

Adopt a Student/Artist/Photographer: Sponsor a deserving, emerging artist whose career is on the rise to enrich their knowledge and produce art for the community.

Adopt a Building Improvement Project: Adopt a chair, a room, or a wing to be a part of Old School Square's continued efforts to improve on its past.



ABOUT OUR HISTORIC VENUES

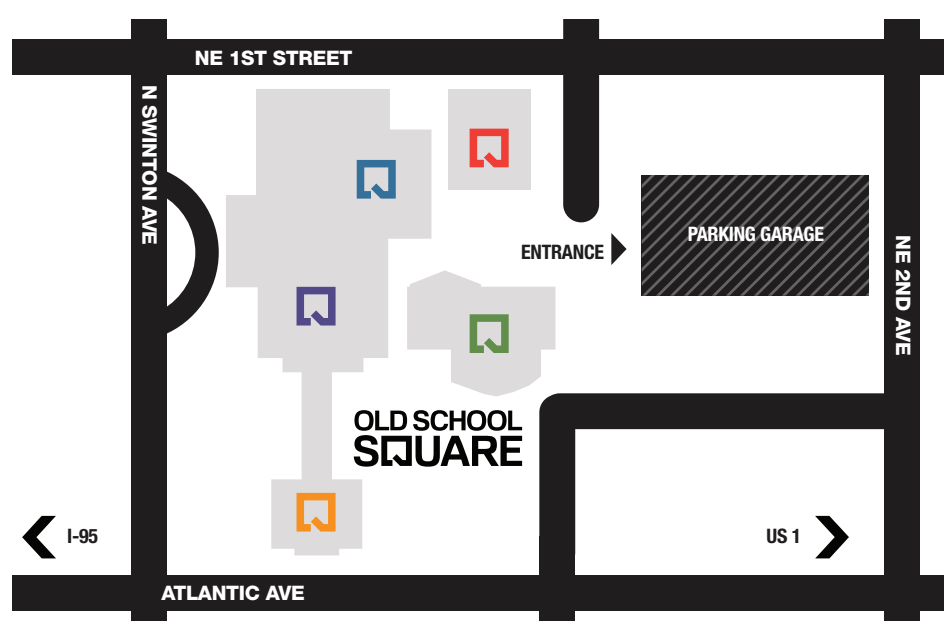
The **CORNELL ART MUSEUM** is housed in the restored 1913 Delray Elementary School building on the Old School Square campus, and strives to show nationally and internationally recognized, contemporary artists.

The **CREATIVE ARTS SCHOOL** is located on the second floor of the Crest Theatre building. The Creative Arts School offers beginner through master level classes and workshops, for all ages, during fall/winter and spring/summer sessions.

The **CREST THEATRE** is housed in the restored 1925 Delray High School building. It was dedicated in 1993 as the performing arts center of Old School Square. Originally the high school auditorium, the Crest Theatre was re-designed as a charming, 323-seat, state-of-the-art facility combining the original high school color (blue) with warm burgundy and gold accents.

The **FIELDHOUSE**, formerly known as the Vintage Gymnasium, c. 1925, originally a separate building, was connected to the Crest Theatre's backstage area during restoration in the 1980s. While the Fieldhouse is no longer used for sporting events, the Fieldhouse has been a popular venue for parties, wedding receptions, community events, town gatherings, and other creative uses.

Completed in early 2002, The **PAVILION** is a premier outdoor entertainment, festival and event venue located on the Old School Square Campus. The Pavilion is home to the popular *Free Friday Concerts* series, *LIVE! at the Pavilion*, *Classic Albums Live* series and community and partner events!



ADMINISTRATIVE & BOX OFFICE
MON - FRI | 10AM - 5PM
51 N. SWINTON AVENUE
DELRAY BEACH, FL 33444

CORNELL ART MUSEUM
TUE - SAT | 10AM - 5PM
SUN | 1PM - 5PM
561.243.7922
OLDSCHOOLSQUARE.ORG

Images from top to bottom: Exterior of the Cornell Art Museum (former Delray Beach Elementary), flag raising day in 1913; Interior gallery of the Cornell Art Museum (former Delray Beach Elementary); Flora Exhibition, 2018; Exterior of the Creative Arts School & Crest Theatre Building (former Delray Beach High and Delray Beach Elementary); Exterior of the Fieldhouse (former Vintage Gymnasium); Image of Pavilion Stage and center grounds.

Images courtesy of Delray Beach Historical Society, Carl Dawson, and 4th Ave Photo.

2019 - 2020 SEASON

ART | CULTURE | ENTERTAINMENT

Schedule as of September 1, 2019

SEASON LAUNCH PARTY!!

FRI OCT 4, 2019
6PM - 7:30PM

FREE ADMISSION

Visit OldSchoolSquare.org for details

CORNELL ART MUSEUM

Art Couture

opening **October 30 at 6:00PM**
only at the Cornell Art Museum

Illustration by Amanda Penna

FALL ART ON THE SQUARE

PRESENTED BY THE CORNELL ART MUSEUM

NOV 9, 2019 | 10AM - 5PM
NOV 10, 2019 | 10AM - 4PM

BEYOND BASEL

DECEMBER 4, 2019 | 7:00PM
ONLY AT THE CORNELL ART MUSEUM

Celebrate Miami Art Week at the Cornell Art Museum!
DJ, cocktails, light bites, artists in attendance!

SPRING ART ON THE SQUARE

PRESENTED BY THE CORNELL ART MUSEUM

FEB 8, 2020 | 10AM - 5PM
FEB 9, 2020 | 10AM - 4PM

CREATIVE ARTS SCHOOL

WINTER OPEN HOUSE

SAT DEC 7, 2019 | 12:30PM - 3:30PM

Meet the Creative Arts School instructors, view live art demonstrations and discover the exciting 2020 Winter classes and workshop offerings.

Light bites and a cash bar will be available

Free Admission

SPRING OPEN HOUSE

SAT MAR 21, 2020 | 12:30PM - 3:30PM

Meet the Creative Arts School instructors, view live art demonstrations, and discover the exciting 2020 Spring/Summer classes and workshop offerings.

Light bites and a cash bar will be available

Free Admission

FULL EVENT DESCRIPTIONS CAN BE FOUND ONLINE AT OLDSCHOOLSQUARE.ORG

ALL DATES, GUEST ARTISTS, AND PERFORMANCES ARE SUBJECT TO CHANGE WITHOUT NOTICE

Due to interior renovations in the Crest Theatre, the Box Office will be temporarily located in the Cornell Art Museum through early November 2019.

HAVE QUESTIONS? CONTACT THE BOX OFFICE!

561-243-7922 ext. 1
BoxOffice@oldschool.org
MON - FRI | 10AM - 5PM
Closed for lunch from 1PM - 2PM



COCKTAIL HOUR: THE SHOW

FRI/SAT DEC 20 - 21, 2019 | 8PM

Dancing drinks from around the globe take the stage in *Cocktail Hour: The Show*, by Ballets with a Twist. This dazzling production from New York City brings the Mai Tai, Martini, Manhattan, and more to life through a theatrical mix of original choreography, music, and design!

\$67 Premium | \$57 Regular



HOLLYWOOD REVISITED

FRI DEC 27, 2019 | 8PM

Acclaimed vocalists sing movie-related music while modeling original show costumes. Enjoy live musical accompaniment, anecdotes about the designer, the movie, and scene for each costume!

\$65 Premium | \$55 Regular

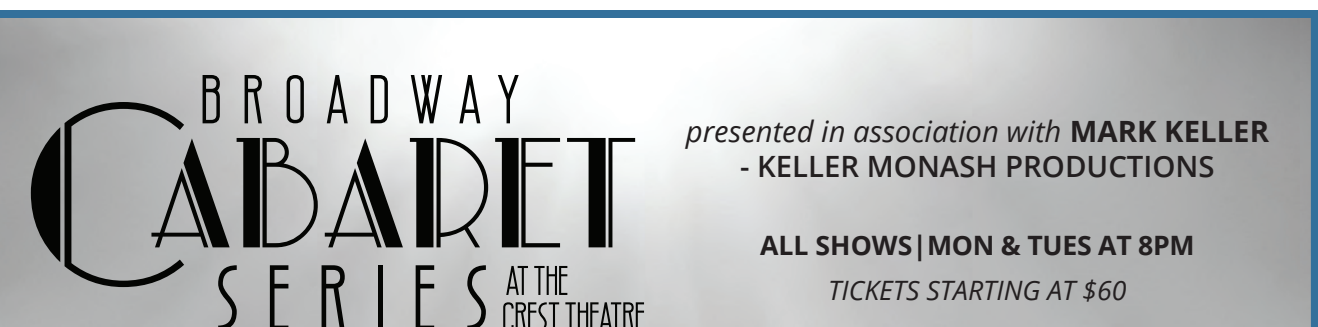


WINTER DANCE PARTY

FRI/SAT JAN 3 - 4, 2020 | 8PM

John Mueller's *Winter Dance Party* is the official live and authentic re-creation of Buddy Holly, Ritchie Valens, and the Big Bopper's final tour and the only show endorsed by all three estates. This live concert performance includes two hours of unbridled, high voltage entertainment featuring hit songs of the 50s!

\$67 Premium | \$57 Regular



GAVIN CREEL
JAN 6 - 7, 2020



LILIAS WHITE
FEB 10 - 11, 2020



BETTY BUCKLEY
FEB 17 - 18, 2020



THE GREAT DUBOIS

SUN JAN 19, 2020 | 7PM

A fast-paced, high energy circus show for all ages showcasing incredible feats of juggling, unicycle, aerial, circus stunts, contortion, magic, and audience interaction all wrapped up in a blanket of comedy. It's the most unique 2-person circus show you will ever see!

\$65 Premium | \$55 Regular



THAT GOLDEN GIRLS SHOW!

FRI/SAT JAN 31- FEB 1, 2020 | 8PM

A brand new puppet parody of your four favorite girls from Miami. Get set for an evening of cheesecake, jazzercise, shoulder pads, sex, and the elegant art of the quick-witted put-down!

\$67 Premium | \$57 Regular



THE COCKTAIL CABARET

MON FEB 3, 2020 | 8PM

An upbeat, stylish, intimate musical cabaret, reminiscent of vintage Vegas! This 70-minute musical revue features four Broadway-caliber powerhouse singers and a four-piece band led by renowned concert pianist Philip Fortenberry.

Table Seat \$80 | Premium \$65 | Regular \$55



JOAN OSBORNE

WED FEB 5, 2020 | 8PM

Multi-platinum recording artist and seven-time Grammy nominee, this soulful singer is a highly sought-after collaborator who has performed alongside Stevie Wonder, Bob Dylan, Luciano Pavarotti, Taj Mahal, and Mavis Staples, just to name a few.

Table Seat \$87 | Premium \$72 | Regular \$57



TOMMY TUNE
MAR 9 - 10, 2020



LUCIE ARNAZ
MAR 30 - 31, 2020

24 YEARS OF BRINGING BROADWAY TO DELRAY!



ANTHONY NUNZIATA'S AMORE!

FRI FEB 7, 2020 | 8PM

Internationally acclaimed singer, songwriter, entertainer, Anthony Nunziata, brings his soulful tenor voice to the greatest American and Italian love songs ever written. Joining Anthony is the world-class Ted Firth trio for a truly unforgettable evening.

Table Seat \$80 | Premium \$65 | Regular \$55



STAYIN' ALIVE

SAT FEB 8, 2020 | 8PM

The largest and most definitive production of its kind, offering big screen video clips, photos, and dazzling imagery, offers to their audiences the songs and sights of a full Bee Gees playlist!

\$65 Premium | \$55 Regular



AL STEWART

THU FEB 13, 2020 | 8PM

Al Stewart came to stardom as part of the legendary British folk revival in the sixties and seventies and developed the combination of folk-rock songs with delicately woven tales of the great characters and events from history.

Table Seat \$87 | Premium \$72 | Regular \$57



BROOKLYN TO BROADWAY

SAT FEB 15, 2020 | 2PM & 8PM

Enjoy a night of comedy with the star of one of the longest-running one-man comedies in Broadway history: *My Mother's Italian, My Father's Jewish & I'm in Therapy*. Steve Solomon uses his gift for acting, dialects, and voices, bringing to life twenty or more oddball people in hysterical situations to which we all can relate!

Table Seat \$80 | Premium \$65 | Regular \$55



WAISTWATCHERS THE MUSICAL

FRI/SAT FEB 21 - 22, 2020 | 8PM

A hilarious and lighthearted look at four women dealing with their obsession with food and assorted body image issues. Set in Miss Cook's Women's Gym, the 22 clever and catchy songs propel the fun along as the ladies tackle all of life's issues!

\$67 Premium | \$57 Regular



LIVE & LET DIE THE MUSIC OF PAUL MCCARTNEY

WED MAR 4, 2020 | 8PM

Singer and recording artist, Tony Kishman is the creator and band-leader of *Live & Let Die*; a full multimedia experience celebrating the music of Paul McCartney and featuring four multi-talented musicians.

Table Seat \$72 | Premium \$57 | Regular \$42

VIP TABLE SEATS AVAILABLE!

- + STAGE SIDE SEATING
- + 1 COMPLIMENTARY DRINK
- + TABLE SERVICE

To purchase, please contact the Box Office!



ABSOLUTELY HER-LARIOUS

SAT MAR 7, 2020 | 8PM

Frank Marino and his fabulous cast of female impersonators not only re-create, but almost uncannily duplicate, the likenesses of Hollywood stars! This show is one of Las Vegas' most spectacular productions!

Table Seat \$80 | Premium \$65 | Regular \$55



TICKET TO THE MOON AN ELO TRIBUTE

WED MAR 11, 2020 | 8PM

Emulating The Electric Light Orchestra, the award-winning English rock band that formed in 1970, *Ticket to the Moon* is a ten-piece group presenting the best of ELO's hits - music characterized by a fusion of Beatlesque pop, classical arrangements, and futuristic iconography!

Table Seat \$72 | Premium \$57 | Regular \$42



THE DUPREES

SUN MAR 15, 2020 | 7PM

2012 marked the 50th anniversary of "You Belong to Me" becoming a national hit. The Duprees are known the world over for their romantic interpretations of the most beautiful love songs ever written!

\$67 Premium | \$57 Regular



A JEW GROWS IN BROOKLYN 2.0

FRI/SAT MAR 20 - 21, 2020 | 8PM

From the stoops of Brooklyn to the warmth of the Catskill's summers, Jake Ehrenreich combines real-life comedy, pathos, and music - from Classic rock to Yiddish - in this hilarious multi-media production!

Premium \$75 | Regular \$60



PETER ASHER

WED APR 8, 2020 | 8PM

Music legend Peter Asher is a British guitarist, singer, manager and record producer. He came to prominence in the 1960s as a member of the pop music vocal duo Peter and Gordon before going on to a successful career as a manager and record producer.

Table Seat \$87 | Premium \$72 | Regular \$57

America's #1 Frankie Valli Tribute Show

LET'S HANG ON!

THU APR 9, 2020 | 8PM

A group of six performers, four guys, two gals, and a four-piece band, one of the few shows that still uses live music. These singers and musicians bring to life the music and style of Frankie Valli and The Four Seasons by capturing the trademark vocal virtuosity, tight harmonies & crisp choreography that made their reputation.

\$65 Premium | \$55 Regular



SAT OCT 26, 2019
6PM - 11PM

SEASONAL BEER GARDEN + FILM SCREENING
presented by Delray Beach Craft Beer Fest

LED ZEPPELIN IV

SAT NOV 16, 2019 | 8PM

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

THE DRIFTERS

THU NOV 21, 2019 | 8PM

Up on the Roof, Under the Boardwalk, This Magic Moment, There Goes My Baby, Dance with Me, Spanish Harlem, Stand by Me. The list of hits goes on and on. THE DRIFTERS...one of Rock & Roll's founding vocal groups is once again touring the U.S.!

\$75 VIP | \$40 Premium | \$20 General

SUN DEC 8, 2019
11AM - 2PM

4th Annual Empty Bowls

DELRAY BEACH

Eat simply so others can simply eat

GLORIA GAYNOR
2019 HEADLINER

SPECIAL PERFORMANCES BY
MARY GAINES BERNARD
HOLIDAY VOICES

OPENING PERFORMANCES BY
ACHIEVEMENT CENTER
BANYAN CREEK ELEMENTARY
MILAGRO CENTER

Carols BY CANDLELIGHT

OLD SCHOOL SQUARE
DOWNTOWN DELRAY

ONLY AT THE PAVILION
DEC 7, 2019 | 7:30PM

\$100 VIP | \$50 Premium | \$20 General
\$10 Children under 12

WINTER CRAFT

BEER GARDEN

Brought to you by Delray Beach Craft Beer Fest

DEC 21, 2019 | 6PM - 11PM

All ages welcome; 21+ to drink

THE BEATLES

SAT DEC 28, 2019 | 8PM

SGT. PEPPER'S LONELY HEARTS CLUB BAND

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

NEW YEARS EVE CONCERT EVENT
DEC 31, 2019 | 10PM
TICKET PRICING HERE

DONNA SUMMER CELEBRATION

FEATURING HER SISTER
MARY GAINES BERNARD

TOM PETTY & THE HEARTBREAKERS

SAT JAN 11, 2020 | 8PM

DAMN THE TORPEDOES

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

AC/DC BACK IN BLACK

SAT JAN 25, 2020 | 8PM

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

CATAPULT

SAT FEB 22, 2020 | 8PM

An America's Got Talent finalist from Season 8, *Catapult* is a magical production that features incredible dancers who work behind a screen to create shadow silhouettes of shapes from the world around us.

\$75 VIP | \$40 Premium | \$20 General

BEGINNINGS THE MUSIC OF CHICAGO

FRI FEB 28, 2020 | 8PM

BEGINNINGS is a celebration of the music of Chicago, performed by world-class musicians and vocalists who recreate the sound, excitement, and emotion of three decades of hits from Chicago's hey-day!

\$75 VIP | \$40 Premium | \$20 General

CREEDANCE CLEARWATER REVIVAL

SAT FEB 29, 2020 | 8PM

CHRONICLE, VOL. 1

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

PINK FLOYD THE WALL

FRI MAR 20, 2020 | 8PM

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

LEE ROCKER: THE STRAY CAT!

SAT MAR 21, 2020 | 8PM

Lee Rocker made his mark singing, playing, standing on, spinning and rocking his giant upright bass as a founding member of the Grammy-nominated music group The Stray Cats! Come hear Lee and his band perform Stray Cats hits plus lots of other rockin' songs!

\$75 VIP | \$40 Premium | \$20 General

FLEETWOOD MAC GREATEST HITS

SAT APR 11, 2020 | 8PM

CLASSIC ALBUMS LIVE gathers the world's greatest musicians to faithfully recreate classic rock albums exactly the way they were recorded: *note for note - cut for cut*. No cheesy costumes, no bad imitations - just musical perfection.

\$75 VIP | \$40 Premium | \$20 General

FREE FRIDAY CONCERTS

ALL SHOWS:
DOORS AT 6PM | MUSIC AT 7:30PM

FREE ADMISSION
DONATIONS APPRECIATED

No outside food, drink, or pets allowed; full cash bar and concessions available.

OCTOBER 2019	DECEMBER 2019
4 Simply Tina	6 JM & The Sweets
11 REMIX	13 The Clique
18 TK Blue	20 Higher Ground
25 Chain Reaction	27 Valerie Tyson Band
NOVEMBER 2019	JANUARY 2020
1 VAM Band	3 Artikal Sound System
8 Wolfepak	10 Orange Sunshine
15 Entourage	17 Classic Rock Therapy
22 The Turnstiles	24 Spider Cherry
29 Fab Fleetwoods	31 Vinyl



DID YOU KNOW WE SUPPORT LOCAL ARTISTS?

Here at the Cornell Art Museum, we believe that art is a universal language, designed to educate and inspire! We are dedicated to cultivating the creative community by supporting educational organizations, children's groups, emerging artists, non-profit arts organizations, and more by providing a space for these groups to showcase their artwork.

Our *Spotlight Gallery* exhibitions open on the first Friday of the month, in tandem with Delray Beach First Friday Art Walk, and the artwork remains on view for the entire month.

The *Spotlight Gallery* encourages connection and communication between our community and the artists, allowing the unseen to be appreciated - in the *spotlight!*

All *Spotlight Gallery* exhibitions open on the first Friday of each month, from 6PM - 9PM with complimentary admission, light bites and cash bar available.

spotlight | HOSTED BY THE
GALLERY | CORNELL ART MUSEUM

FIRST THURSDAY SITE TOURS

The first Thursday of every month, Old School Squares offers a **docent-led site tour at 11AM and 1PM - starting in the Cornell Art Museum**. Guests will enjoy a presentation of vintage photos that takes you through the history of Delray Beach followed by a site tour through the beautifully restored, historic school buildings of the Old School Square campus!

Tours are \$8 per person; no reservation necessary; for individuals or small groups.

INTERESTED IN A PRIVATE TOUR FOR YOU AND TEN OF YOUR CLOSEST FRIENDS? Email Events@oldschool.org for info, pricing, and lunch options!

SHOP FOR UNIQUE, FINE-ART GIFTS

The Museum Store is *the* place in Downtown Delray Beach to find a unique collection of fine art gifts. Hand-selected works from over 50 of the most vibrant community artists are elegantly displayed in the new space.

Visit the Museum Store to experience the finest in handcrafted jewelry, glass, wood, leather, and one-of-a-kind artful pieces for your home.

Hours* are TUES - SAT from 10AM - 5PM & SUN | 1PM - 5PM

**The Museum Store will be closed October 6th - 30th due to the installation of the Art Couture exhibition.*

MUSEUM INFORMATION

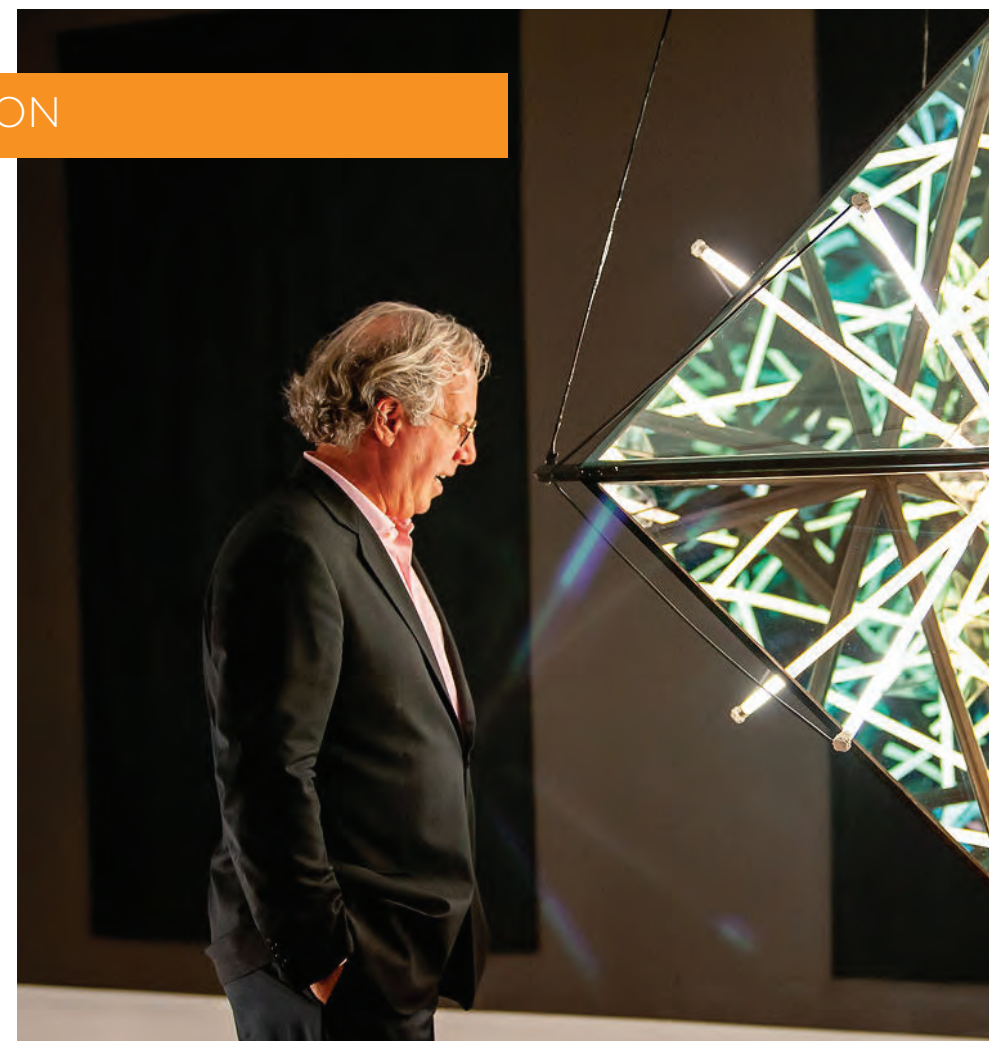
The Cornell Art Museum is a premier destination for contemporary art in Palm Beach County and strives to show internationally recognized artists. The Museum exposes visitors to artwork that is culturally relevant and exciting, fostering creativity and inspiring imagination. The exhibitions are thematic and change every six months. Don't miss the next exhibition, *Art Couture: The Intersection of Art and Fashion*, opening October 30 and running through early May 2020.

MUSEUM HOURS
TUES - SAT | 10AM - 5PM & SUN | 1PM - 5PM*
**Starting November 3rd; Closed Monday and major holidays.*

\$8 General Admission
\$5 Seniors 65+ and students with I.D.
Free for Old School Square Members, children under 12 and Veterans

CALL 561-243-7922 EXT. 306
EMAIL MuseumInfo@oldschool.org
VISIT CornellArtMuseum.org

The Museum will be closed October 6th - 30th for the installation of Art Couture. Please plan your visit accordingly. Featured images in this spread courtesy of Julia Rose Photography, Delray Beach Historical Society, and Dimitri Sagatov.



WE'VE GOT DRAMA...CLASSES!

Beginning in November, the Creative Art School will offer ongoing Drama curriculum for Adults! We aim to provide classes for a variety of interests and skill levels including theater-goers who want to know more about the art, actors who want to learn stage acting techniques to improve their performance, theatre professionals, and advanced amateurs who wish to refine their skills with more advanced work.

Drama Instructor: John McMullen (MFA Carnegie Mellon, MA San Francisco State, Society of Stage Directors & Choreographers, American Theatre Critics Association, taught at Carnegie Mellon and City College of San Francisco)

- PLAY - GOING: LEARN HOW TO TALK ABOUT IT**
Tuesdays | 1PM - 4PM
Term 2, 3, 4
- AUDITIONING FOR THE STAGE**
Tuesdays | 7PM - 9:30PM
Term 2, 3
- ACTING OUT**
Wednesdays | 7PM - 9:30PM
Term 2, 4
- YOUR VOICE**
Tuesdays | 7PM - 9:30PM
Term 4
- ACTING: THE NEXT STEP**
Wednesdays | 7PM - 9:30PM
Term 3

NEW COURSES!



CREATIVE ARTS SCHOOL SEASON HIGHLIGHTS

In addition to the new Drama courses, we welcome five new instructors to the Creative Arts School family and 14 new classes - across every discipline - for a total of 187 classes and workshops in the Fall/Winter season! With classes ranging from beginner to master level and topics from Acting Out to iPhoneography, there's something to spark the inner artist in you!

Registration opens September 2nd. Classes begin October 2nd. Register and reserve your spot now!

OLD SCHOOL SQUARE CREATIVE ARTS SCHOOL
Classes and Workshops
Fall/Winter 2019 - 2020 | OldSchoolSquare.org



LEARN MORE ABOUT COURSE OFFERINGS

Pick up a copy of the 2019-2020 Fall/Winter brochure for details!

SCHOOL INFORMATION

The Creative Arts School is located on the second floor of the Crest Theatre building and offers beginner through master level classes, for all ages, during fall/winter and spring/summer sessions!

Art classes include drawing, painting, watercolor, pastel, collage, and mixed media. Members of Old School Square have access to Members' Open Studio opportunities throughout the year.

Photography classes include introduction to digital camera use, fine art photography (beginning through master level) and digital imaging.

Writing classes include creative writing (fiction/nonfiction), memoir writing, and critique groups. Open readings are scheduled monthly.

CREATIVE ARTS SCHOOL ADMINISTRATIVE HOURS
MON - FRI | 9AM - 5PM

CALL 561-243-7922 EXT. 478
EMAIL Sharon at SMorgan@oldschool.org | Deb at DVeres@oldschool.org
VISIT OldSchoolSquare.org/classes

Through early November 2019 Creative Arts School Admin offices will be located in the Cornell Art Museum; Spring/Summer Term 4, Term 5 Workshops and Fall/Winter Term 1 classes will be relocated to various sites on campus. Please contact Deb for confirmed locations.



**MILLION DOLLAR RENOVATION:
PHASE 1**

This August, our Crest Theatre Building began a long-awaited interior renovation. A generous \$1 million-dollar donation by Margaret Blume will allow Old School Square to begin phase one of the interior renovations.

The Crest Theatre renovation, designed by Walters Zackria Architects in conjunction with SWC Building & Design, Inc. aims to bring a breath of fresh air to the 1925 nationally registered historic building while keeping the warmth of the site intact. The first phase of the two-phase project is scheduled to be completed on November 1, 2019.

The first phase includes a number of upgrades including; adding automatic openers to the main entrance doors, opening up the lobby to allow for more natural light, updating the first-floor restrooms, adding additional lobby seating, replacing outdated carpet and updating the Crest Theatre Box Office and Lobby bar.

The planned renovation will enable us to continue to fulfill the mission of being the community's cultural center. "We are more than excited," said Holland Ryan, Chief Operating Officer and staff member at Old School Square for the last twenty years, "We're working with the parameters of the existing building. And we're putting the money where it will be of most use, both structurally and visually."

2019 - 2020 SEASON

COMMUNITY | PARTNER | RENTAL SCHEDULE OF EVENTS

Supporting the local non-profit sector is one of Old School Square's most important core values: a high level of community support is key to serving as a trusted pillar of the community. Free or reduced-cost rental space, logistical assistance, and production expertise support dozens of charitable causes and activities on our grounds. Old School Square staff leverages their talents, resources, and relationships to aid with the production of profitable events for our non-profit partners. Hosting visiting presenters allows for greater diversity of demographics, interests, and age groups on the grounds of Old School Square and Delray Beach. Check out some of the upcoming partner, community and rental events!

2019	2020
OCT 13	Pop Up Playful Big Build presented by Art Sunflower Creative
OCT 19 - 20	Delray Art League in the Park
OCT 20	1st Annual Picnic in the Park hosted by Living Hungry
OCT 25 - 27	Delray Beach Orchid Show & Sale
OCT 26	Green Market opens for season
OCT 26	Culmination of the Achievements Center WITCHES RIDE
NOV 2 - 3	2nd Annual Yoga Fun Day
NOV 16	<i>An Intimate Evening with Mandy Harvey</i> presented by Hearing Partners of South Florida
NOV 20 - 23	Southern Handcraft Society Christmas Sale
DEC 5	Annual 100FT Christmas Tree Lighting presented by City of Delray Beach
DEC 6 - 8	<i>Hansel & Gretel</i> presented by the Palm Beach Opera
DEC 10	<i>NEW DIRECTIONS: Movies, Gifts and Frescos</i> presented by The Symphonia
DEC 11	<i>PURE YANNI: An Intimate Evening with Yanni</i> presented by Frank J. Russo
DEC 14	<i>Flicks for Kicks</i> presented by 2TON Creative Agency
DEC 22	Hanukkah Menorah Lighting
JAN 20-25	Palm Beach Poetry Festival
JAN 31 - FEB 2	Plein Air Palm Beach
FEB 18 - 20	Wayside Trunk Show
MAR 19	<i>Killer Queen</i> presented by Frank J. Russo
MAR 22	Mind Body Expo
MAR 25	<i>Space Oddity: The David Bowie Experience</i> presented by MusicWorks
MAR 27 - 28	2nd Annual <i>Beatles on the Beach Festival</i>
APR 3 - 5	58th Annual <i>Delray Affair</i>
APR 21	<i>NEW DIRECTIONS: Bach at Crest</i> presented by The Symphonia
APR 25	12th Annual <i>Cruiser Palooza</i>

YOGA FUN DAY
DELRAY

VENDOR VILLAGE
FREE ADMISSION

Artist's Alley
CALLING LOCAL ARTISTS!

NOV 1-3 DELRAY BEACH
Old School Square • 51 N Swinton Ave.
HALF-DAY AND FULL-DAY IMMERSIONS

75+ CLASSES | WORKSHOPS
KIRTA | KIDS ZONE | MUSIC
YOGAFUNDAY.COM

Vendor Village includes: Handmade Jewelry, Candles, Makeup, Essential Oils, Artists, Authors, Plants, Food Vendors & Trucks, Cold Press Juices, Fitness, Wellness Products, Spa Services & Products, Local Farmers, Dance, Musical Performers, Spiritual Dealer, Home, Life Coaching, Yoga & Fitness Clothing, Spiritual Readers & Healers, Meditation, Yoga Products, Massage Therapist, Chiropractors, Nutrition, Reiki Practitioners, Local Businesses.

PALM BEACH OPERA

**THE SYMPHONIA announces
NEW DIRECTIONS**

an innovative, immersive concert series that combines powerful music with engaging theatrical elements.

Bring your curiosity for a fun and insightful evening.

MOVIES, GIFTS and FRESCOS

Lights, Camera, Action!
Sound meets sight in this evening of cinematic and artistic exploration that highlights the works of Copland, Wagner and Respighi.

DECEMBER 10, 2019 ▶ 7:30 p.m.

Alastair Willis, Principal Conductor
Crest Theatre at Old School Square, Delray Beach

PURE YANNI
PIANO & INTIMATE CONVERSATION

DEC 11 | 8PM

GET UP CLOSE AND PERSONAL WITH YANNI!

**NEW! RESERVED SEATS FOR
VIP & PREMIUM TICKETS**

We're pleased to announce that in addition to reserved seating areas, Pavilion VIP and Premium ticket holders will now receive a reserved seat, too! That's right - no more arriving early to claim the best seat available or worrying about losing your seat when you get up to dance or buy a refreshing beverage from the Pavilion bar! Your VIP or Premium seat* is yours for the night! So go ahead and select your seat in advance and leave the worries behind!

**If you purchased a VIP or Premium ticket to any Pavilion show prior to September 1, 2019 - please expect a call from our Box Office to select your seat of choice!*



PAVILION

GENERAL PERFORMANCE INFORMATION

The Crest Theatre and Pavilion showcase performing arts on the Old School Square campus. From indoor performances in an intimate 323 seat theatre to lively, outdoor concerts built for 1800+ attendees, both venues offer unique and one-of-a-kind experiences!

INDOOR CONCERTS & PERFORMANCES

Doors open 1hr before show time

OUTDOOR CONCERTS AND PERFORMANCES

Gates open 1.5 hr before show time

ALL OUTDOOR TICKETED EVENTS require bags checks and persons will be wanded upon entry.

BOX OFFICE HOURS

MONDAY - FRIDAY | 10AM - 5PM
(closed 1PM - 2PM for lunch)

CALL 561-243-7922 EXT. 1
EMAIL BoxOffice@oldschool.org
VISIT OldSchoolSquare.org

Through early November 2019, the Box Office will be located in the Cornell Art Museum.

16th Annual
Palm Beach Poetry Festival

SAVE THE DATES!

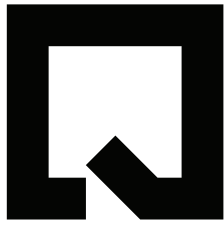
January 20 - 25, 2020
Delray Beach, Florida

Palm Beach Poetry Festival logo

Poetry is the Conversation ...

The International
TRIBUTE TO THE
Beatles on the Beach Festival

SUN, FUN, LOVE & MUSIC!!



**OLD SCHOOL
SQUARE**
DOWNTOWN DELRAY

2019-2020 SEASON GUIDE

51 N. Swinton Avenue



RIGHT IN THE ART OF THE CITY

LIVE PERFORMANCES \ CUTTING-EDGE ART EXHIBITIONS
OUTDOOR CONCERTS \ ARTS EDUCATION \ EVENTS & MORE

YOUR CITY. YOUR SQUARE. JOIN TODAY

OLDSCHOOLSQUARE.ORG

Old School Square, a National Historic site, has served the greater Delray Beach community through visual and performing arts and entertainment for over 25 years. This award-winning, nationally recognized center successfully combined historic preservation and the arts, igniting the 1990s renaissance of Delray Beach. As the community's gathering place for everything from free concerts, to Town Hall meetings, to festivities surrounding the 100ft Christmas Tree and so much more, Old School Square continues to be the beating heart of Downtown Delray!

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Sponsored in part by



Published By



This project is sponsored in part by the City of Delray Beach, the Delray Beach Community Redevelopment Agency, the Palm Beach County Tourist Development Council and the State of Florida through the Florida Department of State, Division of Cultural Affairs, and the Florida Council on Arts and Culture.

greenlane FREE FRIDAY CONCERTS



Free Admission



Weather Permitting

Bring lawn chairs and the family!

No pets or outside food/beverages

OLD SCHOOL SQUARE

EVERY FRIDAY

OCT
5 TO
2018
FEB
1
2019

GATES OPEN

6:00PM

SHOW STARTS

7:30PM

SPECIAL THANKS TO



FOLLOW US



@OldSchoolSquare



@OldSchoolSquareDelray

2018-2019

FREE CONCERTS

10/5	Orange Sunshine/60's Cover
10/12	Joel Dasilva & The Midnight Howls/Blues
10/19	The Wildfire Band/Violin Rock
10/26	Entourage/Top 40's
11/2	Joe Cotton Band/Jam Band
11/9	Titans Of Rock/Journey & Bon Jovi Tribute
11/16	Joey Tenuto Band/Blues
11/23	Uproot Hootenanny/Bluegrass
11/30	Forever Eric/Eric Clapton Tribute
12/7	Jaded/Aerosmith Tribute
12/14	Big City Dogs/Rock & Blues
12/21	Higher Ground/Top 40's
12/28	Solid Brass/Rock
1/4	Jahfe/Reggae Rock & Dancehall
1/11	Remix/Top 40's
1/18	Breeze/Classic Rock
1/25	T.K. Blue/Soul & Motown
2/1	The Flyers/Classic Rock With Hints of Blues and Psychedelia

TICKETED EVENTS

10/6	Classic Albums Live Pink Floyd
11/3	Unity with Tony Succar Michael Jackson Tribute
11/10	Classic Albums Live Led Zeppelin
12/1	Carols by Candlelight
12/15	Forever Styx
12/29	Classic Albums Live The Beatles
1/12	Classic Albums Live Fleetwod Mac
1/19	Pink Floyd Laser Spectacular
2/26	Havana Cuba All Stars
3/2	Classic Albums Live The Eagles
3/15	Pablo Cruise

FOR MORE INFORMATION & TO PURCHASE TICKETS, VISIT OLDSCHOOLSQUARE.ORG

OLD SCHOOL
SQUARE
NEWS

ARTS & ENTERTAINMENT

51 N. Swinton Avenue • Delray Beach, Florida 33444 • OldSchoolSquare.org • 561-243-7922



TOMMY TUNE
2020 Broadway Cabaret

2019-2020 SEASON PREVIEW

SUBSCRIBER & OSS MEMEBER BENEFITS HAPPENING **NOW!**

NEW!

OVATION
Series AT THE CREST THEATRE

SUBSCRIBE!

BROADWAY
CABARET
SERIES AT THE CREST THEATRE

NEW 2020
SEASON!

BROADWAY CABARET SERIES AT THE CREST THEATRE

OLD SCHOOL
SQUARE
CREST THEATRE

FROM BROADWAY TO DELRAY
AMAZING PERFORMERS. INCREDIBLE PERFORMANCES.

JANUARY 6-7



GAVIN CREEL

FEBRUARY 10-11



LILLIAS WHITE

FEBRUARY 17-18



BETTY BUCKLEY

MARCH 9-10



TOMMY TUNE

MARCH 30-31



LUCIE ARNAZ

ALL PERFORMANCES ARE 8PM MONDAY OR TUESDAY

All dates, guest artists and performances are subject to change without notice

SUBSCRIBE
TODAY!

CALL 561.243.7922, EXT. 1
OR VISIT
CREST THEATRE BOX OFFICE

BROADWAY CABARET SERIES AT THE CREST THEATRE

Our most popular Subscription Series is back with new Broadway stars for the 2020 season! Renew your subscription NOW or get on the wait-list! Choose your seat and select either Monday or Tuesday evening performances. Subscribe Today!

SUBSCRIPTION HAS ITS BENEFITS

SUBSCRIBER SAVINGS

Discounted admission! Subscribers save money off the single ticket price.

BEST SEATS IN THE HOUSE

Subscribers get priority seating* and seat ownership, renewable from year to year.

QUICK CHANGES

Can't make your show day? Subscribers may exchange performance days free of charge.

REGULAR \$285

PREMIUM \$360**

VIP TABLE \$435**

** Includes post-show reception with performers; Stage-side VIP Table seating includes 1 drink + table service.

*Subscribers who are also Old School Square members will be seated first.

FOR FULL SHOW INFORMATION VISIT OLDSCHOOLSQUARE.ORG OR CALL THE BOX OFFICE AT 561.243.7922, EXT.1

INAUGURAL SEASON!

OVATION Series AT THE CREST THEATRE

OLD SCHOOL SQUARE
CREST THEATRE

ENJOY A RICH VARIETY OF INCREDIBLE PERFORMANCES!



DECEMBER 20-21, 2019



JANUARY 3-4, 2020



MARCH 20-21, 2020



JAN. 31-FEB. 1, 2020



FEBRUARY 21-22, 2020

ALL PERFORMANCES ARE 8PM FRIDAY OR SATURDAY

All dates, guest artists and performances are subject to change without notice

SUBSCRIBE TODAY!

CALL 561.243.7922, EXT. 1
OR VISIT
CREST THEATRE BOX OFFICE

OVATION Series AT THE CREST THEATRE

New Subscription Series! Choose a package of 4 or 5 shows and select either Friday or Saturday evening performances. Subscribe Today!

SUBSCRIPTION HAS ITS BENEFITS

SUBSCRIBER SAVINGS

Discounted admission! Subscribers save money off the single ticket price.

BEST SEATS IN THE HOUSE

Subscribers get priority seating* and seat ownership, renewable from year to year.

QUICK CHANGES

Can't make your show day? Subscribers may exchange performance days free of charge.

REGULAR \$270 / 5 shows
\$216 / 4 shows

PREMIUM \$320 / 5 shows
\$256 / 4 shows

*Subscribers who are also Old School Square members will be seated first.

FOR FULL SHOW INFORMATION VISIT OLDSCHOOLSQUARE.ORG OR CALL THE BOX OFFICE AT 561.243.7922, EXT.1

RIGHT IN THE ART OF THE CITY



LIVE PERFORMANCES \ CUTTING-EDGE ART EXHIBITIONS
OUTDOOR CONCERTS \ ARTS EDUCATION \ EVENTS & MORE

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OLD SCHOOL SQUARE
DOWNTOWN DELRAY

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ONLINE: OldSchoolSquare.org
CALL: (561) 403-2952
VISIT: Crest Theatre Box Office

Sponsored in part by



Published By



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CRA A-Guide

2020/2021

**OLD SCHOOL
SQUARE**
A NOT FOR PROFIT ORGANIZATION

FY 2019-2020 REVIEW

As of March 31, 2020 Old School Square was well on track to significantly exceed all annual goals:

Crest Theatre Annual Goals

- 140% of our shows
- 242% of our attendees
- 219% of our ticket revenue
- 625% of our volunteers engaged

Cabaret Annual Goals

- 40% of our shows
- 97% of our attendees
- 93% of our ticket revenue
- 80% of our volunteers engaged

Pavilion Annual Goals

- 750% of our shows
- 1,953% of our attendees
- 270% of our ticket revenue
- 328% of our volunteers engaged

Cornell Art Museum Annual Goals

- 250% of our shows
- 127% of our attendees
- 178% of our ticket revenue
- 64% of our volunteers engaged

PRE-COVID

Hired our new President/CEO (Shannon Eadon)
Hired our new Marketing Director (Jessica Steinweg)
Realigned staff to better suit their individual talents
Reviewed and eliminated underperforming events/Series
Created an outreach program working directly with Carver Middle School.
Created an Anti-bullying campaign with Dwayne Bryant (Inner Vision International corporation), as well as a mentoring program both with Dwayne and Christopher Redding (Pangea Kids). Dwayne continued the mentoring program throughout the school year both in person and online for 100 children.
Over 43,944 attendees at Pavilion Concerts, Including Free Friday Concerts.
Partnered with Tin Roof to present events onsite and after parties at their location in Delray Beach.
Held our 7th annual Carols By Candlelight Event headlined by Gloria Gaynor
Old School Square managed and produced the entire Holiday Village in collaboration with The City of Delray Beach.
Held five (5) Classic Albums Live at the Pavilion
Created a new Lecture series with local entrepreneurs
Participated and partnered with the DDA on Fashion Week 2020
Held our annual Art on the Square events (Spring/Fall) exceeded budget by \$32,000 in the Fall and exceeded \$57,000 in the Spring.
Held first ever NYE concert featuring Mary Barnard Gaines exceeded budget by \$13,000

POST-COVID

To keep our organization's doors open, Old School Square's Board of Directors and executive team determined our best course of action was to furlough all full-time employees except for our CEO, COO, Finance Director, and Marketing Director. Effective March 14th, 2020

Additionally we also furloughed all part-time employees. Effective March 14th, 2020

Eliminated select Director Level Positions

Reduced or eliminated monthly reoccurring charges

Examined and reviewed all contracted services and vendors, resulting in substantial yearly savings.



PIVOT IN PROGRAMMING DUE TO COVID-19

Old School Square (OSS) has become an active member with the Florida Presenters Group, which represents 90+ performing arts centers throughout the state. The group holds weekly virtual meetings to discuss difficulties surrounding COVID-19, our participation has shown that we are not the only facility to have shifted focus from live events due to COVID-19. While most are shifting towards virtual programming, others are planning on waiting until 100% occupancy has returned. We as a collective have gained invaluable information regarding licensing rights and legal ramifications surrounding virtual presentations.

OSS has made the following changes, by virtue of COVID-19:

- Rescheduled 40+ season performances, and numerous cancellations of contracted rentals

- Creative Arts School transformed to an all-virtual format and introduced new curriculum which include music performance and a culinary arts. (Not only has our pivot been a huge success, we have also expended our students from around the world: Canada, Italy, Austria, United Kingdom, and Turkey)
 - Term 1 (8 virtual classes) 33% decrease in students from traditional in person instruction.
 - Term 2 (8 virtual classes) 28% increase in students from traditional in person instruction.
 - Term 3 (15 virtual classes) 72% increase in students from traditional in person instruction.
 - Term 4 (24 virtual classes) 72% increase in students from traditional in person instruction.
 - Term 5 (anticipated 25+ virtual classes) anticipated 75%+ increase in in students from traditional in person instruction.
 - Partnered with Florida Children's Theatre to offer four two-week session summer virtual children's theatre camp

- Partnered with Page Turner Adventures to create, film, and market a 95-part virtual summer reading program (5 days a week for 10 weeks) that was presented nationally reaching at least 30 states as well as multiple regions of Canada, in collaboration with 468 libraries, and reached xxxxx number of children.
 - As part of this partnership Old School Square, offered these programs at no cost to Carver Middle School, Banyan Creek Elementary, S.D. Spady Elementary, Pine Grove Elementary, Orchard View Elementary, Morikami Park Elementary, Plumosa School Of The Arts, Village Academy, Roots & Wings, Milagro Center, Achievement Center, and The City of Delray Beach (Janet Meeks).

- Continued our 29-year partnership with The Palm Beach Chamber Music Festival, created, filmed, and marketed a 3 concert virtual series.

- Created, filmed, and marketed six (6) Virtual Free Friday Concert Series events featuring all original content from Florida Artists.

- Created, filmed, and marketed a virtual Cornell Museum Tour

- Created, filmed, and marketed three (3) virtual Art Walks for the Cornell Museum

- Hosting a live stream of international comedian Yakov Smirnoff

- Creating a virtual 6x6 art sale

- Distributing fourteen (14) free concerts that were licensed to Old School Square through our relationship with a booking agent, for our community's enjoyment. All concerts are family friendly, appeals to all ages and demographics, transcends all languages from music to movement.



FY 2020-2021 | Planned Virtual Programming

- **Continuation of Virtual Free Friday Concert (FFC) Series** for a total of twenty-four (24) FFCs. From 8/21/20 – 1/31/21, we will transition to live FFCs when we reach phase 2-3. All virtual FFCs will feature all-original music from Florida-based artists.
- **Continuation of partnership with Page Turner Adventures** for an anticipated 100+ additional virtual events: live shows, outreach programs, reading programs, test-taking skills, stress relieving skills, culinary arts, arts and craft projects, and more...
- **Continuation of partnership with Palm Beach Chamber Music Festival** for a fall music series of six (6) programs
- **Continuation of partnership with Florida Children's Theatre** for a fall theatrical performance camp
- **Continuation of partnership with The Palm Beach Poetry Festival** where we will create, film, and market their weeklong poetry festival featuring Poets from around the world
- **Continuation and expansion of our Virtual Creative Arts School**, to include additional offerings for photography, culinary arts, music school, theatrical classes, online art exhibitions, and art sales
- **Working with The Palm Beach Opera** to present various virtual performances
- **In Consideration: A virtual lecture series** featuring local entrepreneurs, and business leaders
- **In Consideration: A virtual film festival** with our partners at Luna Fest, as well as The Banff Mountain Film Festival.
- **In Consideration: Virtually streamed concerts**, featuring/dedicated to up-and-coming Rock and Country artists



FY 2020-2021 | Planned Live Programming

Pavilion

- Old School Square's partnership with Tin Roof will bring upwards of 50+ events
- 20+ Partnered Musicworks Shows in the Crest/Pavilion based on Phase 2 or 3. (Needs to be phase 3 for shows inside.)
- Six (6) Classic Albums Live
- Two (2) Palm Beach Opera presentations
- Big Bad Voodoo Daddy
- Jake Shimabukuro
- Adam Trent (Illusionist)
- Carols By Candlelight
- New Year's Eve Concert Event
- Winter Beer Festival
- Summer Beer Festival
- Creating a comedy series featuring artists such as: Sinbad (Pavilion), Rosanne, Artie Lange, Colin Mochire, and more
- Stick Figure (Rescheduled for summer of 2021)

Crest Theatre

- Old School Square to present six (6) professional shows in The Crest Theatre in 2021
- Six (6) Cabaret performances planned for the 25th anniversary season of this beloved series. Adding three (3) special event concerts for a total of nine (9) concerts in the 20-21 season
 - Increase of 4 shows
 - Depending on Phase, these events will be held at the Pavilion. When we reach phase 3 and beyond, we will move back inside
- Old School Square's partnership with Tin Roof will bring upwards of 50+ events
- 20+ Partnered Musicworks Shows in the Crest/Pavilion based on Phase 2 or 3 (need to be phase 3 for shows inside)

Cornell Art Museum

- Two (2) museum exhibitions (First to open after NYE)
- Two (2) Art On The Square events
- Vintage Craft Market



FY 2020-2021 | Planned Live Programming

GOAL: Provide cultural arts activities for the Delray community through the Crest Theatre, Cornell Art Museum and Pavilion.

ACTIVITIES	OUTPUTS	OUTCOMES	IMPACT	EVALUATION PLAN
WHAT WE DO	WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)	WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)	IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)	HOW
(Pavilion) 1. OSS to partner with key stakeholders to produce 12+ performances on the Pavilion Stage.	1a. 13,650 Attendees for ticketed Pavilion Performances. 1b. \$682,500 in Ticket Revenue from Performances. 1c. 160 Volunteers engaged with Pavilion Performances.	(Pavilion) 15% of the attendees will be from outside the County. Increase in “heads in beds” in Downtown Delray with 110 artist room nights.	More diverse audience. Increased visitors to downtown area. Increased economic impact/activity downtown.	Visitor information captured by ticketing system; Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses. Analytics for virtual programming to be aggregated via digital platforms. Data reported Quarterly.
ACTIVITIES	OUTPUTS	OUTCOMES	IMPACT	EVALUATION PLAN
WHAT WE DO	WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)	WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)	IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)	HOW
(Cabaret) 2. OSS to produce the 25th Anniversary Cabaret Series, starring 10 major Broadway solo performers, with two (2) performances each on the Crest Stage.	2a. 4848 Attendees for Anniversary Cabaret Series. 2b. \$315,120 in Ticket Revenue from Cabaret Performances. 2c. 200 Volunteers engaged in Cabaret Series.	15% of the attendees will be from outside the County. Increase in “heads in beds” in Downtown Delray with 44 artist room nights.	Increased visitors to downtown area. Increased economic impact/activity downtown.	Visitor information captured by ticketing system; Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses. Analytics for virtual programming to be aggregated via digital platforms. Data reported Quarterly.

FY 2020-2021 | Cornell & Art On The Square

GOAL: Provide cultural arts activities for the Delray community through the Crest Theatre, Cornell Art Museum and Pavilion.

ACTIVITIES	OUTPUTS	OUTCOMES	IMPACT	EVALUATION PLAN
WHAT WE DO	WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)	WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)	IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)	HOW
<p>(Museum)</p> <p>3. OSS to curate two art exhibits in the Cornell Museum featuring national and international artists</p>	<p>3a. 4200 Attendees to the Cornell Art Museum.</p> <p>3b. \$15,750 in Revenue from the Cornell Art Museum Attendance.</p> <p>3c. 250 Volunteers and Docents engaged through the Cornell Art Museum.</p>	<p>5% of the total Cornell Art Museum attendees will be identified as children/students through targeted admissions and programs.</p> <p>OSS will provide 500 free museum admissions to the local community.</p> <p>OSS will continue to participate in the free Friday Art Walks.</p>	<p>Present nationally and internationally renowned artists in downtown.</p> <p>National recognition of Delray as an arts and cultural destination. Provide cultural and educational opportunities for children and students.</p> <p>National recognition of Delray as an arts and cultural destination. Provide cultural and educational opportunities for children and students.</p>	<p>Analytics for virtual programming to be aggregated via digital platforms.</p> <p>Data reported Quarterly.</p>
ACTIVITIES	OUTPUTS	OUTCOMES	IMPACT	EVALUATION PLAN
WHAT WE DO	WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)	WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)	IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)	HOW
<p>(Art on the Square)</p> <p>4. OSS to curate two juried art shows on the museum and center grounds lawns.</p>	<p>4a. 4000 Attendees to the Cornell Art Museum and Grounds.</p> <p>4b. \$75,000 in Revenue from Spring and Fall Art on the Square Juried Art Shows.</p> <p>4c. 40 Volunteers engaged in Art on the Square.</p>	<p>15% of the attendees and 30% of participating artists will be from outside the County/State.</p> <p>Increase in “heads in beds” in Downtown Delray with 30 out of town artists for two nights per/show; 120 nights.</p>	<p>Nationally recognized juried art show attracting a diverse audience.</p> <p>National recognition of Delray as an arts and cultural destination.</p>	<p>Visitor info captured in Museum visitor log; Cultural Council of Palm Beach County surveys capture visitor experience, cultural awareness data, and patronization of downtown businesses.</p> <p>Data reported Quarterly.</p>

CRA Meeting

September 2020

**OLD SCHOOL
SQUARE**

A NOT FOR PROFIT ORGANIZATION

CONTENTS

3. BACKGROUND
5. VIRTUAL PROGRAMMING
8. CORNELL ART MUSEUM
9. CREATIVE ARTS SCHOOL
10. OSS EVENTS
11. RACIAL EQUALITY
12. 2020-2021



BACKGROUND

2019-20 FY AS OF MARCH 15, 2020		
Committed Events	Executed Events	% Goal
4 Pavilion Shows	30 Pavilion Shows	750% Complete To Date
10 Crest Theatre Shows	14 Crest Theatre Shows	140% Complete To Date
2 Museum Exhibitions	1 main & 5 Spotlight Exhibitions	300% Complete To Date
2 "Art On the Square" Art Shows	2 Juried Art Shows	100% Complete To Date



BACKGROUND

2019-20 October 1 - March 15 (Onset of COVID-19)

- Number of OSS Performances: 44
- All Performance Attendance: 13,327
- Full-time Staff: 21
- Part-time Staff: 9
- Volunteers: 595



2020 Pivot to Virtual Programming

- Five (5) Staff Members
- Six (6) Virtual Concerts streamed from the Crest Theatre
- Twelve (12) Virtual Performances



2020 Virtual Programming

- **Three (3) monetized virtual concerts** with Palm Beach Chamber Music Festival
- **One (1) monetized comedic performance** with Yakov Smirnoff (“United We Laugh”)



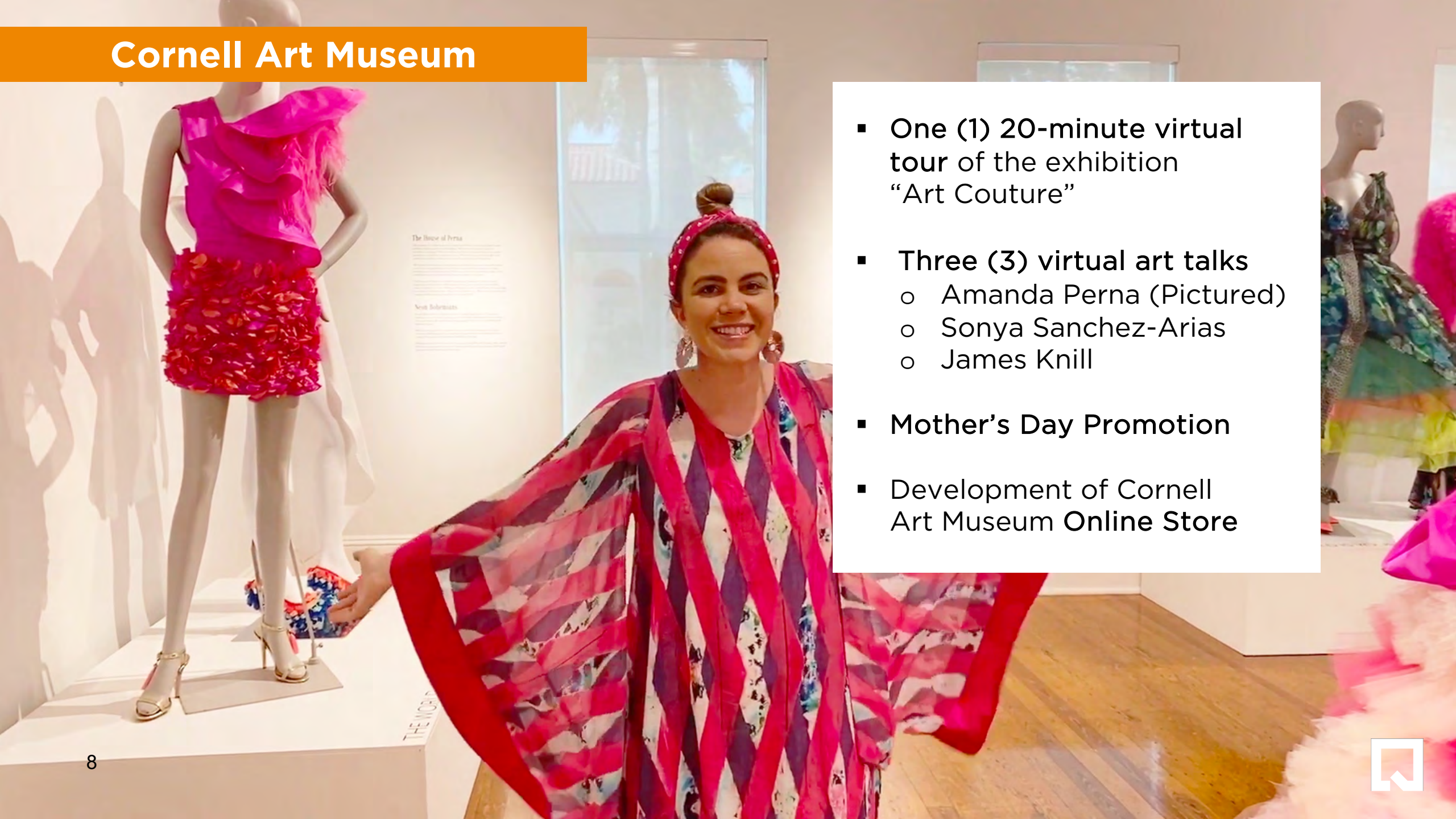
MUSIC IS LIFE.
THAT'S WHY OUR
HEARTS HAVE BEATS.

Page Turner Adventures

- **126 Video Segments** filmed from the Crest
- Offered free to **4,714** Delray Beach Public Primary School Students



Cornell Art Museum

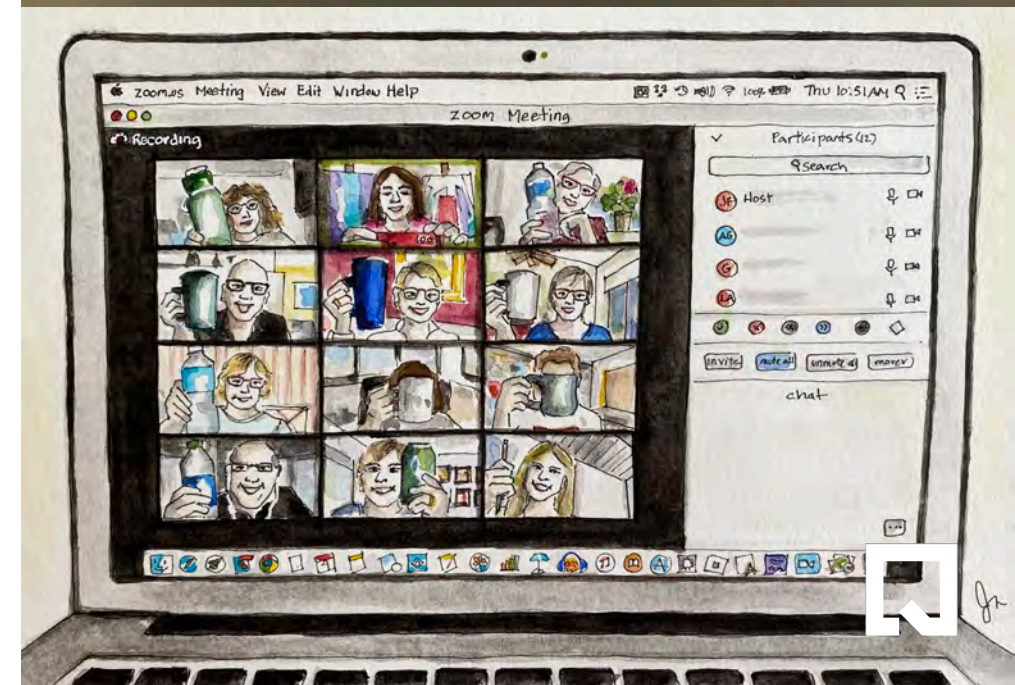
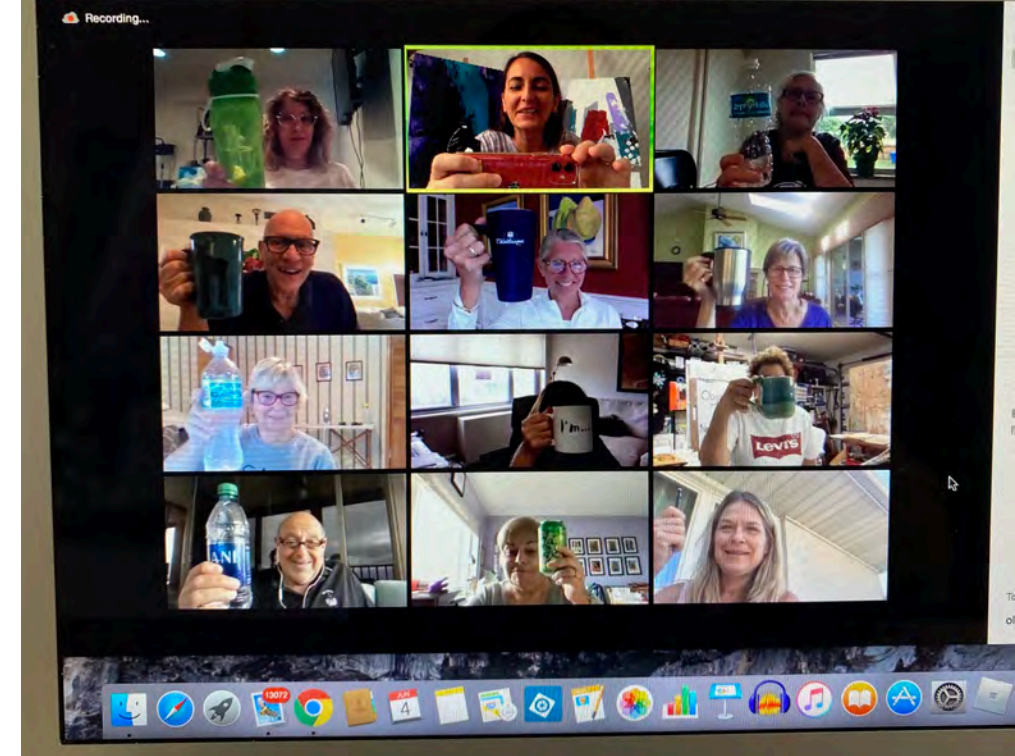


- One (1) 20-minute virtual tour of the exhibition “Art Couture”
- Three (3) virtual art talks
 - Amanda Perna (Pictured)
 - Sonya Sanchez-Arias
 - James Knill
- Mother’s Day Promotion
- Development of Cornell Art Museum Online Store



Creative Arts School

- **Virtual classes introduced in categories of:**
 - Fine Art
 - Photography
 - Digital Imaging
 - Music
 - Theatre Performance
 - Culinary Arts
- **167% increase in class attendance vs. same timeframe in 2019**



Old School Square Events

- 7th Annual 6x6 Exhibition & Sale
- Giving Tuesday Now
- Pati Maguire Art Auction



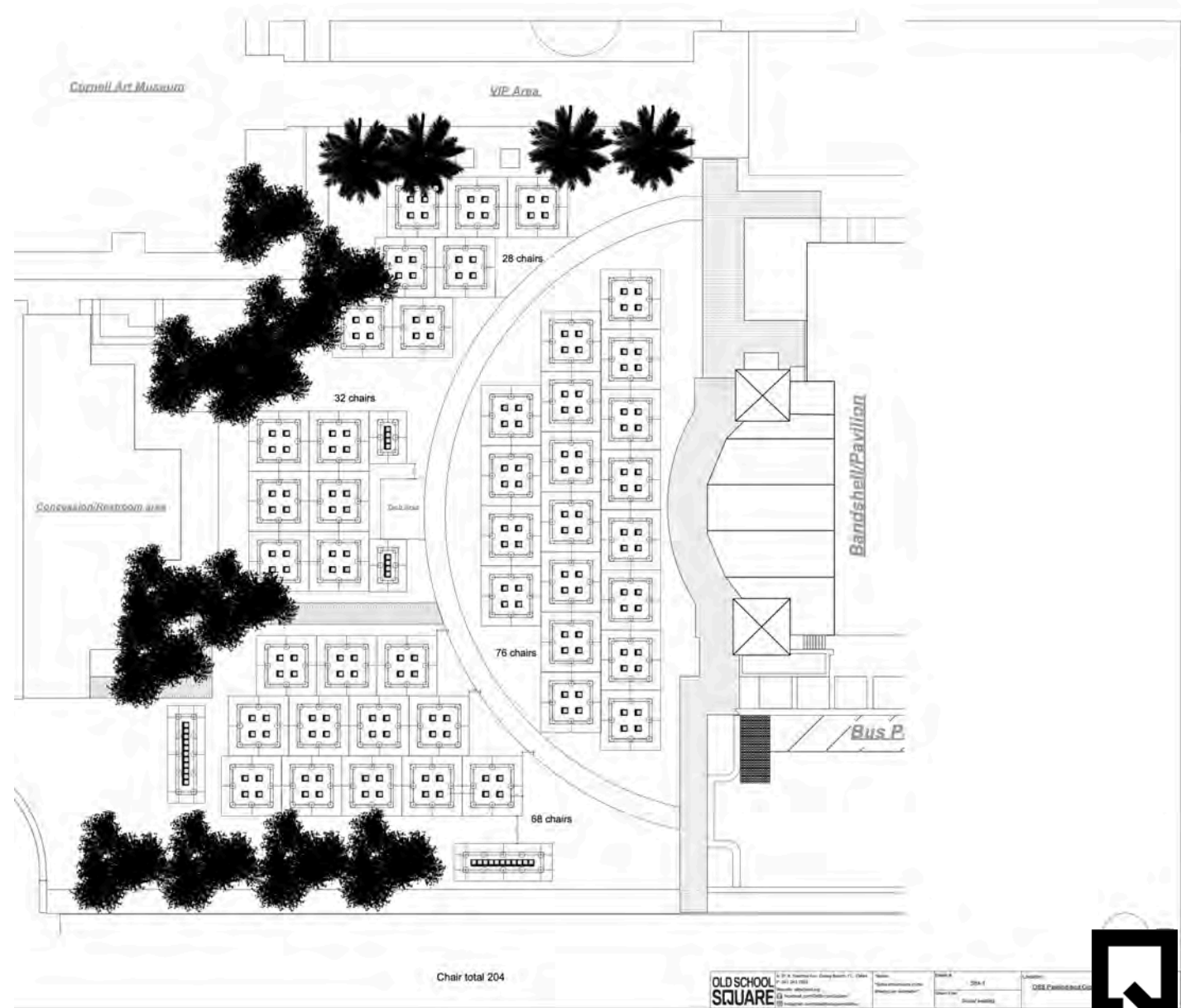
Racial Equality

- Working in collaboration with the City of Delray Beach, supported the Black Lives Matter rally in Old School Square Park
- “One Delray, Erasing the Lines” a series of non-political discussions collaboration with:
 - CRA
 - Spady Museum
 - Delray Beach Historical Society
 - Old School Square
 - Inner Vision International
 - KOP Mentoring Group
 - Delray Beach Police

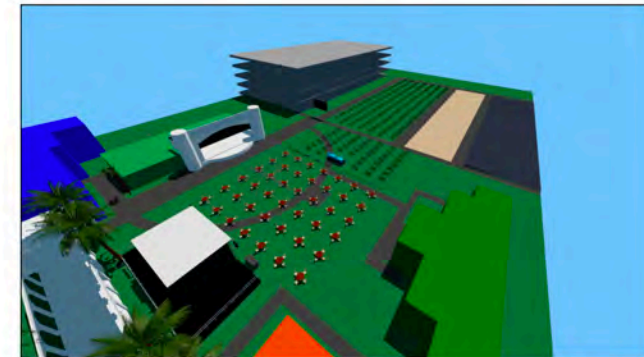
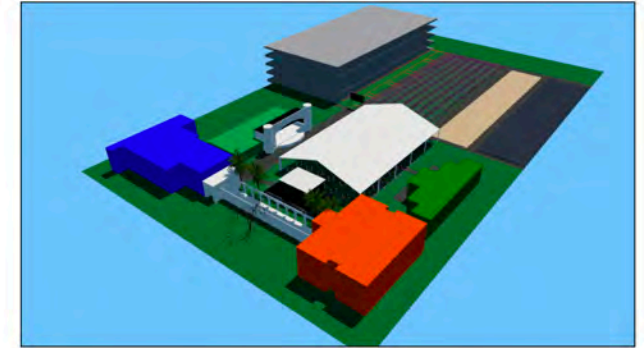
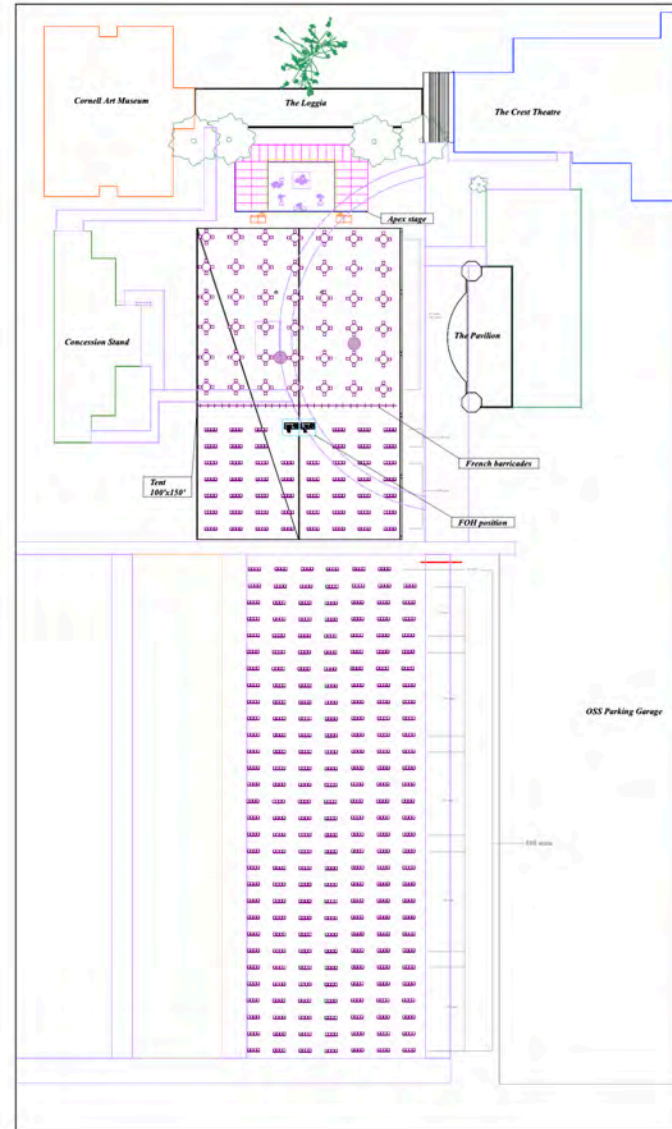
50% of the artists programmed on the OSS Pavilion and Crest Pavilion stages are African American.



CAPACITY: 250-600



CAPACITY: 1,184-2,500



- **11+ performances on the Pavilion Stage**
- **9 Cabaret performances on either the Pavilion or Crest Theatre stage**



Three (3) Cornell Museum Exhibits



Two (2) Art On The Square juried art shows



Old School Square requests \$750K in funding to continue our mission through 2020-21.





Shannon Eadon

President and CEO
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www.oldschoolsquare.org



Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

Old School Square posted a video to playlist **Creativity and Culture From Home**.
Published by Jessica Steinweg · July 23 ·

Our presentation of the **Palm Beach Chamber Music Festival 2020** continues! We invite you to take a break, sit back, and enjoy some world-class chamber music. <https://bit.ly/PBCMF20>

Program 1: Available now — Video On Demand
Program 2: Released July 24th at 7:30 PM EST
Program 3: Released July 31st at 7:30 PM EST

Performance for Your Post

4259 People Reached		
68 Likes, Comments & Shares		
64 Post Clicks		
12 Clicks to Play	1 Link Clicks	51 Other Clicks

Palm Beach Chamber Music Festival 2020 Concert Series Program 2

0:03 / 0:13

14 2 Comments 21 Shares

Like Comment Share

Palm Beach Chamber Music Festival July 2020 | Old School Square Social Channels

OSS partnered with the Palm Beach Chamber Music Festival (PBCMF) to offer three virtual chamber music performances. Each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

Old School Square posted a video to playlist **Virtual Free Friday Concerts**.
Published by Jessica Steinweg · August 28 · 🌐

Jason Joshua & The Beholders are a septet Funk & Latin Soul band from Miami, FL and New York, NY. Gaining notoriety from their debut single "Rose Gold," the band has earned a dedicated following from their singles and explosive live performances, lead by "La Voz De Oro" (The Golden Voice) Jason Joshua.

Recorded live from Old School Square Crest Theatre, in the heart of downtown Delray Beach, FL.

For nearly 30 years, #OldSchoolSquare has offered entertainment and education t... See More

7:28 / 34:05

\$32 raised for Old School Square, Inc.
2 people donated.

31 · 11 Comments · 26 Shares

Like · Comment · Share · 📷

Performance for Your Post		
39487 People Reached		
88 Likes, Comments & Shares		
542 Post Clicks		
365	3	174
Clicks to Play	Link Clicks	Other Clicks

(Virtual) Free Friday Concerts – Jason Joshua & The Beholders August 2020 | Old School Square, Crest Theatre, Pavilion and Fieldhouse Social Channels

Beginning in August 2020, Old School Square returned to offering Free Friday Concerts – in virtual form! Each Friday at 7pm, a virtual concert stream would premiere from OSS' Facebook page, followed by cross promotion on FB pages for the Crest, Pavilion and Fieldhouse. Celebrating different genres of music and culture, each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach. Furthermore, each performance highlighted a Floridian musical artist.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

Old School Square posted a video to playlist **Virtual Free Friday Concerts**.
Published by Jessica Steinweg
September 8

The Ries Brothers (pronounced "Rees"), a duo from Clearwater, FL, blend rock, blues, funk, and reggae into a soulful-sophisticated sound. Older brother Charlie (23) sings lead vocals while simultaneously playing drums and keyboard bass giving the band its unique and full sound. Younger brother Kevin Jordan (20) completes the band's "sonic creativity" on guitar and provides background vocals and co-writes many of their songs. The band started playing the Florida bar circuit as young teenagers where they were discovered by the band Chicago and taken out on two tours prompting them to leave school and focus on music full time (pronounced "Rees"), a duo from Clearwater, FL, blend rock, blues, funk, and reggae into a soulful-sophisticated sound. Older brother Charlie (23) sings lead vocals while simultaneously playing drums and keyboard bass giving the band its unique and full sound. Younger brother Kevin Jordan (20) completes the band's "sonic creativity" on guitar and provides background vocals and co-writes many of their songs. The band started playing the Florida bar circuit as young teenagers where they were discovered by the band Chicago and taken out on two tours prompting them to leave school and focus on music full time.

The Brothers inimitable live performances have captured fans across the musical landscape leading to tours with *G. Love & Special Sauce*, *Stick Figures*, *ST1*, *Papper*, *Galactic*, *Stephen Marley*, a 35-date tour with *Iya Terra* and playing major festivals such as *SunFest*, *California Roots*, *Gasparilla*, *Rootfire* and *Summer Camp*.

Recorded live from the **Old School Square Crest Theatre** stage, in the heart of downtown Delray Beach, FL.

For nearly 30 years, **#OldSchoolSquare** has offered entertainment and education through arts and culture. Your gift to Old School Square helps us continue our mission. If you can, please support the arts during this difficult time by clicking the button to donate or visit <http://bit.ly/GiveToOSS>.

\$230 raised for Old School Square, Inc.
5 people donated

78 Reactions 86 Comments 81 Shares

Performance for Your Post		
48062 People Reached		
494 Likes, Comments & Shares		
893 Post Clicks		
465 Clicks to Play	2 Link Clicks	426 Other Clicks

(Virtual) Free Friday Concerts – The Ries Brothers September 2020 | Old School Square, Crest Theatre, Pavilion and Fieldhouse Social Channels

Beginning in August 2020, Old School Square returned to offering Free Friday Concerts – in virtual form! Each Friday at 7pm, a virtual concert stream would premiere from OSS' Facebook page, followed by cross promotion on FB pages for the Crest, Pavilion and Fieldhouse. Celebrating different genres of music, each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

The Resolvers define "Big Band Reggae" by combining classic Jamaican roots and lively New Orleans stylings. Siblings Ojay and Sahara Smith (son and daughter of international reggae artist Ernie Smith) exchange lead vocal roles with Israeli born bandleader and guitarist Ron Eisner while their rock-solid rhythm and bombastic horn sections set the pace. Their show has been described as "explosive" and "must-see," and the band has gained the reputation as a premier live reggae act. The Resolvers have shared the stage with The Wailers, Julian Marley, Stephen Marley, Damian Marley, Kymani Marley, Inner Circle, English Beat, Yellowman, Matisyahu, Lee 'Scratch' Perry and Mishka along with many other world-renowned acts in major international festivals such as Marley Fest, Jamaican Jazz & Blues Fest, Sun Fest, AURA Music & Arts Fest, Dub Fest and more.

Recorded live from the Old School Square Crest Theatre stage, in the heart of downtown Delray Beach, FL.

For nearly 30 years, #OldSchoolSquare has offered entertainment and education through arts and culture. Your gift to Old School Square helps us continue our mission. If you can, please support the arts during this difficult time by clicking the button to donate or visit <https://bit.ly/GiveToOSS>.

Virtual Free Friday Concert Series - The Resolvers
57:58

\$65 raised for Old School Square, Inc.
3 people donated. [Donate](#)

72,946 People Reached
1,597 Engagements [Boost Post](#)

56 Reactions 29 Comments 56 Shares

72,946 People Reached		
4,970 3-Second Video Views		
352 Reactions, Comments & Shares		
173 Like	67 On Post	106 On Shares
70 Love	59 On Post	11 On Shares
1 Haha	1 On Post	0 On Shares
1 Wow	1 On Post	0 On Shares
46 Comments	43 On Post	3 On Shares
75 Shares	66 On Post	9 On Shares

(Virtual) Free Friday Concerts – The Resolvers September 2020 | Old School Square, Crest Theatre, Pavilion and Fieldhouse Social Channels

Beginning in August 2020, Old School Square returned to offering Free Friday Concerts – in virtual form! Each Friday at 7pm, a virtual concert stream would premiere from OSS' Facebook page, followed by cross promotion on FB pages for the Crest, Pavilion and Fieldhouse. Each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

Old School Square posted a video to playlist **Virtual Free Friday Concerts**.
Published by Jessica Steinweg
September 18 · 🌐

Xperimento is a bilingual, multicultural, cross-genre, All-Star, All-Live band from Miami, FL that blends world sounds such as cumbia, reggae, salsa, and funk with elements of R&B and hip-hop. These Grammy-nominated artists are well known for their high energy shows and catchy hooks that make them, unlike any other band. Xperimento has played alongside heavy hitters such as Kendrick Lamar, Anderson Paak, The Killers, and The Chainsmokers. This multi-faceted group has played within all corners of the world including Japan, Dubai, Africa, and Cuba. Regardless of what language they speak, the audience consensus has always been one of excitement and dancing!

Recorded live from the **Old School Square Crest Theatre** stage, in the heart of downtown Delray Beach, FL.

For nearly 30 years, #OldSchoolSquare has offered entertainment and education through arts and culture. Your gift to Old School Square helps us continue our mission. If you can, please support the arts during this difficult time by clicking the button to donate or visit <https://bit.ly/GiveToOSS>.

\$20 raised for Old School Square, Inc.
1 person donated.

58 33 Comments 68 Shares

53495 People Reached		
369 Likes, Comments & Shares		
544 Post Clicks		
256 Clicks to Play	2 Link Clicks	286 Other Clicks

(Virtual) Free Friday Concerts – Xperimento

September 2020 | Old School Square, Crest Theatre, Pavilion and Fieldhouse
Social Channels

Beginning in August 2020, Old School Square returned to offering Free Friday Concerts – in virtual form! Each Friday at 7pm, a virtual concert stream would premiere from OSS’ Facebook page, followed by cross promotion on FB pages for the Crest, Pavilion and Fieldhouse. Each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

The image shows a screenshot of a Facebook post from Old School Square. The post is titled "Old School Square posted a video to playlist Virtual Free Friday Concerts" and was published by Jessica Steinweg on September 25. The text describes the band Artikal Sound System, a reggae band from Delray Beach, Florida, and mentions their live performance at the Crest Theatre. The post includes a video player showing a live performance. The performance features a band on stage with a female vocalist in the foreground. The video player shows 40 likes, 9 comments, and 32 shares. To the right of the post is a "Performance for Your Post" box showing 50945 people reached, 110 likes, comments, and shares, and 637 post clicks. The box also shows 507 clicks to play, 11 link clicks, and 119 other clicks.

(Virtual) Free Friday Concerts – Artikal Sound System September 2020 | Old School Square, Crest Theatre, Pavilion and Fieldhouse Social Channels

Beginning in August 2020, Old School Square returned to offering Free Friday Concerts – in virtual form! Each Friday at 7pm, a virtual concert stream would premiere from OSS’ Facebook page, followed by cross promotion on FB pages for the Crest, Pavilion and Fieldhouse. Each stream was recorded on the Crest Theatre Stage, highlighting the heart of downtown Delray Beach.

Q4 2020 CRA Funding Report | July 1, 2020 – September 30, 2020 Program Highlights

Due to COVID-19, Old School Square has shifted to digitally simulate the live events that have traditionally been offered. As the community gathering place for the City of Delray Beach, OSS has also taken vigorous strides to emphasize kinship and the arts.

Old School Square
Published by Jessica Steinweg
September 20

Small creations, BIG power! This is one of four Marvel-themed, original, artworks by local artist Scott Sanok that will be unveiled in our first-ever online #6x6 Exhibition. It's also a dedication to a very special legend, warrior, and king. #WakandaForever #ChadwickBoseman

Keep a watchful eye tomorrow, for the announcement of the Exhibition going live! Nearly 300 original artworks will be displayed, before the 6x6 Online Sale takes place on September 30th!

Performance for Your Post

1031 People Reached		
96 Likes, Comments & Shares		
60 Post Clicks		
6	3	51
Photo Views	Link Clicks	Other Clicks

Old School Square
Published by Jessica Steinweg
September 28 at 10:15 AM

Today's the final day to view the virtual #6x6 Exhibition, before the 6x6 Online Sale! Don't miss your chance to view nearly 300 original art submissions across 19 different mediums. <http://bit.ly/6x6Exhibition20>

And a reminder that while the 6x6 Online Sale takes place on September 30th at 8:00 AM ET, you can skip the line with the Early Access Pass. If you get "early access," you can shop the store beginning tomorrow morning! <https://bit.ly/6x6EarlyAccess>

The 7th Annual 6x6 Exhibition & Sale

Performance for Your Post

631 People Reached		
27 Likes, Comments & Shares		
30 Post Clicks		
10	8	12
Clicks to Play	Link Clicks	Other Clicks

Old School Square posted a video to playlist **Creativity and Culture From Home**.
Published by Jessica Steinweg
September 3

Small creations, BIG personality! OldSchoolSquare is pleased to announce its 7th Annual #6x6 Exhibition & Sale featuring donated 6x6-inch works in a variety of media from around the country.

Come and preview these extraordinary works online from September 21-28th and take home an original on September 30th! All pieces will be sold for just \$30 each, and all proceeds support Old School Square Center for the Arts, Inc.

For \$25, you can also purchase the Early Access Pass to... [See More](#)

Performance for Your Post

1143 People Reached		
45 Likes, Comments & Shares		
41 Post Clicks		
12	5	24
Clicks to Play	Link Clicks	Other Clicks

3:56 / 5:31

18 Likes 1 Comment 7 Shares

7th Annual 6x6 Exhibition & Sale September 2020 | Old School Square Social Channels

Small creations, BIG personality! Old School Square's beloved fundraiser returned for its 7th year, with a twist...held 100% virtually! 6" by 6" submissions of original art were showcased in an online exhibition that lasted one week, leading up to a two-day online sale.



NATIONAL ACT ENTERTAINMENT OUTLINE

2024

Ryan Montgomery
Shot Thru the Heart Band - Bon Jovi Tribute
The Dave Matthews Tribute Band

2023

Drake White

2022

Red NOT Chili Peppers
Everlast

2021

Badfish
Red NOT Chili Peppers

2020

The Expendables
The Wailers
G. Love & Special Sauce

2019

Mighty Mighty Bosstones
Steel Pulse

2018

Hoobastank
Stephen Marley (Stick Figure cancellation)
Donna Summer Celebration

2017

KONGOS
Michael Franti & Spearheads

2016

Iration
Taking Back Sunday

2015

Rebelution
Trombone Shorty & Orleans Avenue

2014

Collective Soul
Dispatch

2013

Lifeforce
Pepper

2012

Uncle Kracker
G. Love & Special Sauce

2011

Buddy Guy
Dark Star Orchestra
Outside the Box

2010

Everclear
The Wailers
Don't Stop Believin' - *A Tribute to the Music of Journey*

2009

Big Head Todd & The Monsters
Los Lonely Boys

2008

Donna the Buffalo
Blues Traveler
Wish you were here...*A tribute to Pink Floyd*
Caribbean Chillers...*A tribute to Jimmy Buffet*

2007

Sister Hazel
The Alan Parsons Project
Andy Childs Band
The Wreckers

2005

Little Feat
The Gin Blossoms
Dickey Betts & Great Southern
Roberto Perrara

2004

Dave Mason
The Fixx
Andy Childs
Paul Revere & the Raiders

2003

Atlanta Rhythm Section
Brian Howe of Bad Company
Little River Band
Andy Childs
Three Dog Night

2002

Jonny Lang

Little Feat

Josh Smith and the Frost

2001

Dave Mason

Rosie Lydett & the Zydeco Playboys

The Iguanas

Miscellaneous Outside**Concerts/Contracts**

Collin Raye (2003 Delray Beach Bed Race)

Eddie Money (2003 Delray Beach Bed Race)

Delbert McClinton (April 2006 Tennis Center)

**NEW 2020
SEASON!**

BROADWAY CABARET SERIES AT THE CREST THEATRE

**OLD SCHOOL
SQUARE**
CREST THEATRE

**FROM BROADWAY TO DELRAY
AMAZING PERFORMERS. INCREDIBLE PERFORMANCES.**

JANUARY 6-7



GAVIN CREEL

FEBRUARY 10-11



LILLIAS WHITE

FEBRUARY 17-18



BETTY BUCKLEY

MARCH 9-10



TOMMY TUNE

MARCH 30-31



LUCIE ARNAZ

**SUBSCRIBE
TODAY!**

**CALL 561.243.7922, EXT. 1
OR VISIT
CREST THEATRE BOX OFFICE**

ALL PERFORMANCES ARE 8PM MONDAY OR TUESDAY

All dates, guest artists and performances are subject to change without notice

BROADWAY CABARET SERIES AT THE CREST THEATRE

Our most popular Subscription Series is back with new Broadway stars for the 2020 season! Renew your subscription NOW or get on the wait-list! Choose your seat and select either Monday or Tuesday evening performances. Subscribe Today!

SUBSCRIPTION HAS ITS BENEFITS

SUBSCRIBER SAVINGS

Discounted admission! Subscribers save **money off** the single ticket price.

BEST SEATS IN THE HOUSE

Subscribers get priority seating* and seat ownership, renewable from year to year.

QUICK CHANGES

Can't make your show day? Subscribers may exchange performance days free of charge.

REGULAR \$285

PREMIUM \$360**

VIP TABLE \$435**

*** Includes post-show reception with performers; Stage-side VIP Table seating includes 1 drink + table service.*

*Subscribers who are also Old School Square members will be seated first.



NEW 2020
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PREMIUM \$360**

VIP TABLE \$435**

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*Subscribers who are also Old School Square members will be seated first.



INAUGURAL
SEASON!

OVATION Series

AT THE CREST THEATRE

OLD SCHOOL
SQUARE
CREST THEATRE

ENJOY A RICH VARIETY OF INCREDIBLE PERFORMANCES!



DECEMBER 20-21, 2019



JANUARY 3-4, 2020



MARCH 20-21, 2020



JAN. 31-FEB. 1, 2020

Waist Watchers The Musical!



FEBRUARY 21-22, 2020

ALL PERFORMANCES ARE 8PM FRIDAY OR SATURDAY

All dates, guest artists and performances are subject to change without notice

SUBSCRIBE
TODAY!

CALL 561.243.7922, EXT. 1
OR VISIT
CREST THEATRE BOX OFFICE

OVATION

Series

AT THE CREST THEATRE



New Subscription Series! Choose a package of 4 or 5 shows and select either Friday or Saturday evening performances. Subscribe Today!

SUBSCRIPTION HAS ITS BENEFITS

SUBSCRIBER SAVINGS

Discounted admission! Subscribers save money off the single ticket price.

BEST SEATS IN THE HOUSE

Subscribers get priority seating* and seat ownership, renewable from year to year.

QUICK CHANGES

Can't make your show day? Subscribers may exchange performance days free of charge.

REGULAR \$270 / 5 shows
\$216 / 4 shows

PREMIUM \$320 / 5 shows
\$256 / 4 shows

*Subscribers who are also Old School Square members will be seated first.



Winter Craft Beer Garden

January 3, 2020 | Old School Square Pavilion & Park

Music and beer festival fundraiser for Old School Square



Art & Couture All-Stars: Designer Fashion Show & Art Experience

January 30, 2020 | Cornell Art Museum

As part of the 7th Annual Delray Beach Fashion Week, the night started with a runway show in front of the museum featuring local designers, followed by an intimate cocktail reception and meet & greet with the designers.



Old School Square Super Pep Rally

January 31, 2020 | Old School Square Pavilion & Park

In partnership with the DDA and the 7th Annual Delray Beach Fashion Week, this was a BIG GAME celebration of Delray Beach's local talent and hometown heroes. Festivities included a free concert, swimsuit runway show, NFL Alumni, performances by Atlantic High School and speakers such as Mayor Shelly Petrolia and the Palm Beach County Sports Commission.



Spring Art on the Square 2020

February 8-9, 2020 | Hosted by Cornell Art Museum but exhibited campus wide

Juried art show and fundraiser for Old School Square



Abstract Painting Class: Taught by Sally Cooper

February 16, 2020 | Creative Arts School

Nurturing creativity self and training art students to take risks, and paint intuitively. Artistic originality was encouraged in a light atmosphere where "mistakes" can be turned into masterpieces.



Broadway Cabaret Series: André De Shields Performance

March 9-10, 2020 | Crest Theatre

In its 24th season and presented in association with Mark Keller, the Broadway Cabaret series features Broadway's brightest stars, accompanied by legendary musical directors.



2019-2020 SEASON PREVIEW

as of May 23, 2019

FOR FULL SHOW DESCRIPTION please visit OldSchoolSquare.org or call the Box Office at 561-243-7922, ext. 1

MEMBER ON-SALE
MAY 25 - AUG 28, 2019

PUBLIC ON-SALE
AUG 29, 2019

6X6

EXHIBITION & SALE

The Cornell Art Museum is excited to host the 6th Annual 6x6 Exhibition & Sale featuring donated 6x6 inch artworks from around the country. The artworks will be a feature exhibition in the museum's Spotlight Gallery - opening for Delray Beach's First Friday Art Walk on July 5, 2019 and then sold at the 6x6 Art Sale on July 25 for \$30 each. All professional, aspiring and hobby artists are invited to participate in this experience with all proceeds benefiting the Cornell Art Museum.

SUBMISSION FORMS can be found available online at CornellArtMuseum.org or by stopping in at the Museum during business hours. Deadline for artwork is June 22nd!



The SYMPHONIA

THE SYMPHONIA

DEC 10 | FEB 4 | APRIL 21 | 7:30PM

A new kind of concert-going experience! Fresh, Hip and Cultural...with an untraditional twist... NEW DIRECTIONS a new evening concert series combining great music with theatrical and visual elements, presented in an entertaining, insightful, historical and fun way.

CALL BOX OFFICE FOR MORE INFO



ANTHONY NUNZIATA'S AMORE!

FRI, FEB 7 | 8PM

The Greatest American Italian Love Songs Internationally acclaimed singer, songwriter, entertainer, and Carnegie Headliner Anthony Nunziata brings his soulful and lyrical tenor voice to the greatest love songs ever written. Joining Anthony is the world class Ted Firth trio for a truly unforgettable evening.

Table Seat \$80 | Premium \$65 | Regular \$55



BEGINNINGS

FRI, FEB 28 | 8PM

BEGINNINGS is a celebration of the music of Chicago, performed by world-class musicians and vocalists who recreate the sound, excitement and emotion of three decades of hits from Chicago's hey-day!

\$75 VIP | \$40 Premium | \$20 General

SEASON LAUNCH PARTY!!

FRI, OCT 4 | 6PM



CLASSIC ALBUMS LIVE

2019-2020 SERIES

LED ZEPPELIN
IV
NOV 16

THE BEATLES
Sgt. Pepper's Lonely Hearts Club Band
DEC 28

TOM PETTY
Damn the Torpedos
JAN 11

AC/DC
Back in Black
JAN 25

CREEDENCE CLEARWATER REVIVAL
Chronicle, Vol. 1
FEB 29

PINK FLOYD
The Wall
MAR 20

FLEETWOOD MAC
Greatest Hits
APR 11

\$75 VIP | \$40 Premium | \$20 General

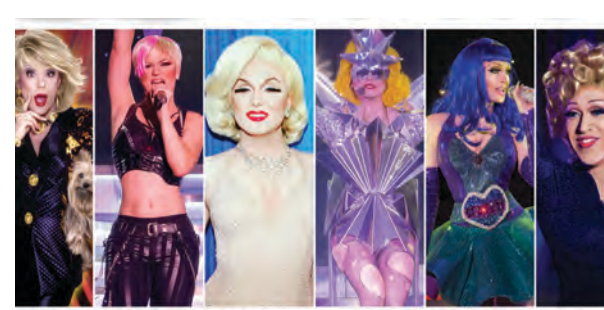


STAYIN' ALIVE

SAT, FEB 8 | 8PM

Three largest and most definitive production of its kind, offering big screen video clips, photos, and dazzling imagery, offers to their audiences the songs and sights of a full Bee Gees play list, singing blockbusters such as *Night Fever*, *Jive Talkin*, *How Deep is Your Love*, *Staying Alive* and many more!

\$65 Premium | \$55 Regular



ABSOLUTELY HER-LARIOUS

SAT. MAR 7 | 8PM

An all-star cast of superstar female impersonators, you won't believe your eyes that these gals are really guys! Frank Marino and his fabulous cast of female impersonators not only recreate, but almost uncannily duplicate, the likenesses of Hollywood stars! This show is one of Las Vegas' most spectacular productions!

Table Seat \$80 | Premium \$65 | Regular \$55



Seven SOLOS

IMMERSIVE INSTALLATIONS • SEVEN SPACES

APRIL 25 THROUGH OCTOBER 6, 2019
CORNELL ART MUSEUM - DELRAY BEACH FLORIDA



THE DRIFTERS

THURS, NOV 21 | 8PM

Up on the Roof, Under the Boardwalk, This Magic Moment, There Goes My Baby, Dance with Me, Spanish Harlem, Stand by Me...the list of hits goes on and on. THE DRIFTERS...one of Rock & Roll's founding vocal groups is once again touring the U.S.!

\$75 VIP | \$40 Premium | \$20 General



HOLLYWOOD REVISITED

FRI, DEC 27 | 8PM

Acclaimed vocalists sing movie-related music while modeling original show costumes. Enjoy live musical accompaniment, anecdotes about the designer, the movie and scene for each costume!

\$65 Premium | \$55 Regular

FREE FRIDAY CONCERTS

OCT 4 - JAN 31
EVERY FRIDAY

DOORS @ 6PM
MUSIC @ 7:30PM

RAIN OR SHINE!
STAY TUNED FOR BAND LINE-UP



HANSEL & GRETEL

DEC 6 - 8 | TBD

Enjoy an enchanting production starring Palm Beach Opera's Benenson Young Artists and Bailey Apprentice Artists. Based on the beloved Brothers Grimm fairy tale, this charming classic features a full orchestra, a lush folk-inspired score by Engelbert Humperdinck, and an imaginative set made entirely out of paper!

CALL BOX OFFICE FOR MORE INFO



THE GREAT DUBOIS

SUN, JAN 19 | 7PM

A fast-paced, high energy circus show for all ages...showcasing incredible feats of juggling, unicycle, aerial, circus stunts, contortion, magic and audience interaction all wrapped up in a blanket of comedy. Simply put...the most unique 2-person circus show you will ever see!

\$65 Premium | \$55 Regular

FALL ART SQUARE

PRESENTED BY THE CORNELL ART MUSEUM

NOV 9 | 10AM - 5PM
NOV 10 | 10AM - 4PM

The Cornell Art Museum front lawn will be transformed into an exciting outdoor gallery, welcoming art collectors and enthusiasts to meet the artists and discover something new for everyone! Enjoy live music as you stroll among the exhibiting artists booths and visit the Hospitality Tent for gourmet bites and refreshments. FREE ADMISSION!



Carols

BY CANDLELIGHT
at
OLD SCHOOL SQUARE
DECEMBER 7 @ PAVILION

CALL BOX OFFICE FOR MORE INFO



THE COCKTAIL CABARET

SUN FEB 2 | 7PM

The 70-minute musical revue features a combo of live original music and well-known stylized and re-imagined modern standards. Features four Broadway-caliber powerhouse singers and a four-piece band led by renowned concert pianist Philip Fortenberry.

Table Seat \$80 | Premium \$65 | Regular \$55

SPRING ART SQUARE

PRESENTED BY THE CORNELL ART MUSEUM

FEB 8 | 10AM - 5PM
FEB 9 | 10AM - 4PM

The Cornell Art Museum front lawn and Old School Square center grounds will be transformed into an exciting outdoor gallery, welcoming art collectors and enthusiasts to meet the artists and discover something new for everyone! Enjoy live music as you stroll among the exhibiting artists booths and visit the Hospitality Tent for gourmet bites and refreshments. FREE ADMISSION!



BROOKLYN TO BROADWAY

SAT, FEB 15 | 2PM & 8PM

An evening of comedy with the star of one of the longest running one-man comedies in Broadway history: *My Mother's Italian, My Father's Jewish & I'm in Therapy*. Steve Solomon uses his gift for acting, dialects and voices, bringing to life twenty of more oddball people in hysterical situations that we all relate to!

Table Seat \$80 | Premium \$65 | Regular \$55



CATAPULT

SAT, FEB 22 | 8PM

An America's Got Talent finalist from Season 8, *Catapult* is a magical production that features incredible dancers who work behind a screen to create shadow silhouettes of shapes from the world around us. Be amazed as you watch their bodies transform into a mountain, an elephant, a dragon, even a helicopter!

\$75 VIP | \$40 Premium | \$20 General

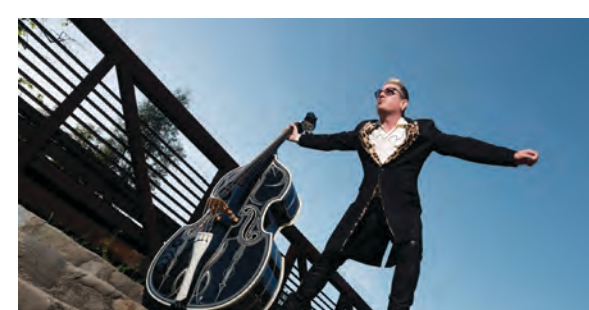


THE DUPREES

SUN, MAR 15 | 7PM

2012 marked the 50th anniversary of "You Belong to Me" becoming a national hit. The Duprees are known the world over for their romantic interpretations of the most beautiful love songs ever written!

\$67 Premium | \$57 Regular



LEE ROCKER: THE STRAY CAT!

SAT, MAR 21 | 8PM

Lee Rocker made his mark singing, playing, standing on, spinning and rocking his giant upright bass as a founding member of the Grammy nominated music group The Stray Cats! Come hear Lee and his band perform Stray Cats hits plus lots of other rockin' songs!

\$75 VIP | \$40 Premium | \$20 General



LET'S HANG ON!

THURS, APR 9 | 8PM

A group of six performers, four guys, two gals, and a four-piece band, one of the few shows that still uses live music. The singer and musicians bring to life the music & style of Frankie Valli and The Four Seasons by capturing the trademark vocal virtuosity, tight harmonies & crisp choreography that made their reputation.

\$65 Premium | \$55 Regular

INFORMATION FOR NEW AND RETURNING SUBSCRIBERS

CREST THEATRE LECTURE GUILD

- Kristin Alexandre
- Susan Ambrecht
- Frances Bourque
- Phyllis Callaway
- Missy Corey
- Meg Eaton
- Kathy Fay
- Heather Frazer
- Barbara Gellner
- Lisa Hayes Jankowski
- Susan Lloyd
- Marilyn Mayer
- Susan Mullin
- Jane Orthwein
- Joan Orthwein
- Sandra Powell
- Tina Smith
- Lisa Tiernan
- Martie Walker
- Barbara Whittaker

Dear Lecture Series Subscriber:

On behalf of the Crest Theatre Lecture Guild and Old School Square, we are proud to announce our confirmed speakers for the 2017 Robert D. Chapin Lecture Series. We trust that you will find this year's speakers to be educational, entertaining, and all around fascinating.

RETURNING SUBSCRIBERS:

Attached is your renewal form for the 2017 series. Please take a few minutes now to fill out your renewal form and get it to us as soon as possible to maintain your great seating. You should be happy to note that we have not had a price increase this year. Per your requests, we have incorporated the \$2 Historic Preservation Fee into the price of the ticket to make it easier for you. The Historic Preservation Fund supports ongoing efforts to preserve and maintain our historic buildings.

Your subscription renewal deadline is Thursday May 19th. Please complete the form and mail it, email it, fax it, or bring it back to us. If you prefer, you may also renew by phone Monday through Friday from 10:00 am to 5:00 pm. Unfortunately, if you do not renew by the deadline date, you will lose your seats. Send it in today! Don't miss out on this outstanding series.

NEW SUBSCRIBERS:

Please call the Box Office at (561) 243-7922 ext. 1 or stop by to put your name on our waiting list to get a subscription seat to this popular series. We will contact you in the month of June to let you know what seats we have available for you. You may secure your new subscription and seating at that time.

Sincerely,

Susan Andrews
Director of Ticketing Operations
Old School Square



This project is sponsored in part by the State of Florida through the Florida Department of State, Division of Cultural Affairs, and the Florida Council on Arts and Culture.

FIND US ON SOCIAL MEDIA



SUBSCRIBER BENEFITS

BEST SEATS IN THE HOUSE!

All subscriber seats will be assigned before individual tickets go on sale, giving you the best available seats at the time you place your subscription order.

YOUR VERY OWN SEAT!

Your subscription seat is YOURS until you give it up!

WAIVER OF TICKET EXCHANGE FEE

The \$3 per ticket Exchange Fee will be waived for tickets purchased as part of a subscription.

TICKET EXCHANGE POLICY

Ticket exchanges will be based on availability and will open in July.

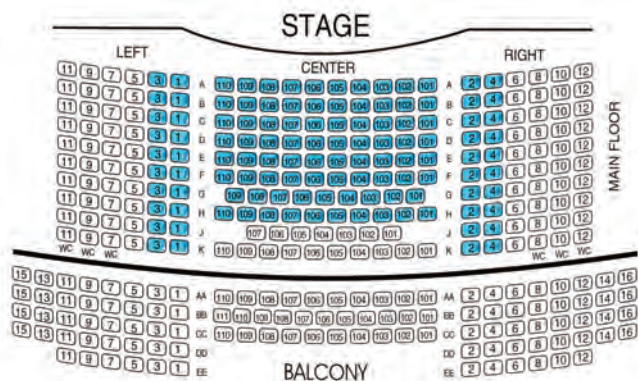
- *The \$3 per ticket exchange fee will be waived for any tickets purchased as part of a subscription; however, any ticket price differences will be charged.
- Exchanges may be handled in person or over the phone. Cash, check and all major credit cards will be accepted for any payment necessary.
- Exchange tickets will be held at the Box Office for pickup. Your original tickets must be turned in at the Box Office in order to pick up your new tickets.
- Exchanges cannot be accommodated on the day of the show.

PLEASE NOTE:

All Subscription Lectures are Thursday at 2 pm.

- Seats will be assigned on a first come, first served basis.
- There are NO refunds. Please see Exchange Policy.
- All seating is subject to the discretion of the Box Office.
- Subscriber requests will be honored if possible.
- Seats will not be assigned until subscription renewal orders are closed and processed.
- All dates, guest artists and performances are subject to change without notice.

CREST SEATING CHART



Note: Balcony seats are not available for subscriptions.

2017 ROBERT D. CHAPIN LECTURE SERIES



SHIRLEY JONES January 12

Shirley Mae Jones, American singer and actress of stage, film and television. In her six decades of show business, she has starred as wholesome characters in a number of well-known musical films, such as *Oklahoma!* (1955), *Carousel* (1956), and *The Music Man* (1962). She won the Academy Award for Best Supporting Actress for playing a vengeful prostitute in *Elmer Gantry* (1960). She played the lead role of Shirley Partridge, the widowed mother of five children, in the musical situation-comedy television series *The Partridge Family* (1970–74), which co-starred her real-life stepson David Cassidy, son of Jack Cassidy.



HILAREE O'NEILL February 16

A professional Ski Mountaineer and Athlete for The North Face, Hilaree O'Neill is the first woman to climb two 8,000m peaks in 24 hours (Everest and Lhotse). She has also skied from the Himalayan summit of Cho Oyu in Tibet and climbed and skied several high peaks in Bolivia and Argentina. Elsewhere, Hilaree has cut turns on remote volcanoes in the Kamchatka Peninsula of Russia, Mongolia, Pakistan, Lebanon, as well as many first descents in the tight couloirs of Baffin Island. Born and raised in the Northwest, Hilaree began skiing at age 3 at Stevens Pass in the Cascade Mountains of Washington State. Eventually she moved to the Chamonix Valley of France where she learned to take her skiing skills to the next level – ski mountaineering. Hilaree is the mother of two young boys. She lives in Telluride, Colorado and finds her sanity in the beautiful San Juan Mountains.



KOBIE BOYKINS March 2

A dynamic young engineer at NASA's Jet Propulsion Laboratory, Kobie Boykins is on the front line of Mars exploration. Boykins designed the solar arrays that powered the Mars exploration rovers, *Spirit* and *Opportunity*. Landing on Mars on January 25, 2004, *Opportunity* was designed to survive a mission lasting approximately 90 days. Remarkably, the rover continues to traverse the surface of Mars to this day, sending back valuable scientific data. Most recently, Boykins was responsible for the design of actuators on *Curiosity*, the Mars Science Laboratory, which safely landed on Mars on August 6, 2012.



DAVID DOUBILET April 6

Photographer David Doublet estimates he has spent nearly half of his life in the sea since he took his first underwater photograph at the age of 12 with a Brownie Hawkeye camera sealed in a bag. Considered the world's leading underwater photographer, Doublet has introduced a generation to the mystery and wonder of the deep. He has photographed more than 70 stories for National Geographic, reporting on coral reefs, historic shipwrecks, ocean predators, and exotic marine creatures. Doublet has produced several books, including *Light in the Sea*, *Water Light Time*, *The Kingdom of Coral: Australia's Great Barrier Reef*, and *Fish Face*. He is also the recipient of many prestigious awards, including the Sara Prize, the Lowell Thomas Award, and the Lennart Nilsson Award in Photography. His images are prized for both their scientific value and their aesthetic beauty. Endowed with a keen sense of humor and the ability to speak poetically about his subjects, Doublet is an audience favorite!

SPONSORSHIP / PROGRAM PARTNERSHIP

EVENT OVERVIEW



The Delray Affair is an exhilarating artistic extravaganza like no other. The Greater Delray Beach Chamber of Commerce presents the 62nd edition of the Delray Affair in 2025! Get ready to witness the "Greatest Show under the Sun," a spectacle that has earned its reputation as the premier arts and craft festival in the Southeast United States. Participate in an awe-inspiring event that ignites imagination and leaves attendees breathless.

The Delray Affair has garnered numerous accolades for its remarkable contribution to the world of art and craftsmanship. It's a melting pot of innovation, where traditional techniques blend seamlessly with cutting-edge creations. As attendees wander through the vibrant streets, they discover a treasure trove of masterpieces that will ignite senses and transport them to a world of wonder.

As you stroll through the Delray Affair, you'll be captivated by the infectious energy that permeates the air. Feel the pulse of creativity as the streets come alive with live demonstrations, engaging workshops, and interactive experiences that invite you to unleash your own artistic spirit.

And let's not forget the backdrop against which this magnificent event takes place. Delray Beach has earned the title of "The Most Fun Small Town in the US," and it's easy to see why.

WHAT

The 62nd Annual Delray Affair nicknamed The Greatest Arts & Crafts Show under the sun is a FREE three day arts & crafts show event. The Delray Affair is spread over 10 blocks in the picturesque seaside village of Delray Beach.

Over 400 Artists & Crafters selected through a selection processes.

Two food courts serve great festival food at the event.

WHERE

Downtown Delray Beach. Delray has a bustling downtown, filled with great restaurants, bars and an eclectic mix of art galleries, boutiques and stores.

WHEN

April 4—6, 2025

ATTENDANCE

110,000 annually

ADMISSION

Free

Web Site

DelrayAffair.com

Web traffic leading up to event:

79,130 sessions / 117,100 page views

90 Day Exposure:

39,748 sessions / 67,340 page views

2024 Facebook Stats

Facebook.com/delrayaffair

26,044 Fans

2024 Instagram Stats

[@DelrayAffair](https://www.instagram.com/DelrayAffair)

2,787 Followers

Radio

True Oldies

Television

WPBF-25

I-95 Billboard

Weekly eyes on impression

243,055 (in market)

486,100 (total)

Economic Impact

\$3,445,708

CONTACT

Nancy Stewart-Franczak, CFEE

Director of Special Events

nancy@festivalmanagementgroup.com

561-274-4663

140 NE 1st Street

Delray Beach, FL 33444

DelrayAffair.com



Sponsorship & Program Partnership Outline

Sponsorships are on a first-served basis and secured upon receipt of payment. Promotion and sponsor benefits begin upon signing of contract. Sponsorship payments must be received in full by Jan. 1, 2025. On behalf of our non-profit organization, we wish to thank you in advance for your support and partnership. This event would not be possible without the generous support from local businesses and individuals that partner with the event.

<i>Benefits at Each Sponsor Level</i>	<i>Presenting Sponsor \$30,000</i>	<i>Corporate Sponsor \$5,000 - \$7,500</i>	<i>Sampling Sponsor \$2,500</i>	<i>Partner \$1,500</i>
Premier location of two 10 x 10 on-site booth spaces <i>(Includes 2 tents, 2 tables, 4 chairs, lights, weights)</i>	X			
Premier location of one 10 x 10 on-site booth spaces <i>(Includes 1 tent, 1 table, 2 chairs, lights, weights)</i>		X	X	
Premier location of one 10 x 10 on-site booth spaces <i>(Sponsor must supply their own tent, table, chairs, lights, weights or rent from us)</i>				X
Sponsor promotion of services & products	X	X	X	X
Sponsor category exclusivity	X	X	X	
Main Stage Mentions <i>(provided by sponsor)</i>	X	X		
Logo / recognition in produced publicity <i>(Print, web, social media, eblasts, signage, TV, radio, etc.)</i>	X	X	X	
Customized Digital Share Plan	X	X	X	
Sponsor Concierge service at event if desired	X	X		
First Rights of Refusal with 90 days of event completion	X	X		
Sponsor Hospitality Wristbands	4	2		
Sponsor Parking Passes Daily	4	2		
Banners display in prime location	1			
Sampling Permission (1 oz portion max) with Roaming Rights (non-alcohol) for up to 2 staff members	X		X	

Sponsorship & Program Partnership Outline



EVENT OVERVIEW

The Best Stinkin' Party in South Florida for 26 years!

It's time to get your party hats on and join us for the ultimate celebration of the year - The Best Stinkin' Party in South Florida's 26th Year Anniversary! For a quarter of a century, we have been the go-to event for people who want to have a good time, and we're not slowing down any time soon. With the most energetic music, the tastiest food, and the most refreshing drinks, we guarantee an unforgettable experience.

Join us as we continue the tradition of showcasing the best of South Florida's food and entertainment scene. From savory garlic-infused meals to live music and entertainment, this event has it all. Get ready to indulge your senses and satisfy your cravings with the most mouth-watering garlic dishes you'll ever taste.

From the moment you enter the venue, you'll be greeted with the sights and sounds of a party that's been perfected over the years. The atmosphere is electric, the people buzzing, and the energy palpable. You'll be surrounded by like-minded individuals who are there to let loose, have fun, and create memories that will last a lifetime.

So what are you waiting for? Don't miss out on the party of the year. Partner with the 26th year anniversary of the South Florida Garlic Fest!

Mission

OUR ORGANIZATION is a non-profit organization whose goal is to support community projects, charitable groups and service organizations. We have contributed over \$690,000.00 in the past twenty years to non-profit organizations who staff the event!

About

Our event started out as a small festival in a city parking lot in Downtown Delray Beach just as their Village by the Sea was becoming the vibrant tourist destination it is today. Within five years the event gained attendance of 20,000+ and was booking major national music acts! Around that time, The Garlic Fest was nicknamed "The Best Stinkin' Party in South Florida".

In 2018 **The Cooking Channel** got a whiff of our stinkin' party and featured us on their hit show, "Carnival Eats"! Host Noah Cappe enjoyed Chef Winston's great Garlic Mojo Corn Cakes in addition to a vast array of garlic laced goodies!

WHERE?

Village of Wellington Amphitheater & Park
12100 Forest Hill Blvd., Wellington, FL 33414

WHEN?

February 1 & 2, 2025

ATTENDANCE

15,000—20,000+

ADMISSION

\$15 General Admission; children 10 & under—Free

WEB SITE

Week leading up to event:

21,275 sessions and 44,402 page views

90 Day exposure:

36,772 sessions and 75,941 page views

2023 Garlic Fest Social Media Stats

<https://www.facebook.com/GarlicFestFL/>

28,000 Followers

<https://www.instagram.com/garlicfestfl>

2,491 followers

RADIO STATION SPONSOR

97.9 WRMF, Party 96.3, South Florida's New Country 103.1, 102.3, Sunny 107.9, Fox Sports 640AM, 850 WFTL News Talk

TELEVISION

WPBF-25

I-95 Billboard

Weekly eyes on impression

243,055 (in market)

286,100 (total)

ECONOMIC IMPACT

\$1,083,000

CONTACT

Nancy Stewart-Franczak, CFE

Executive Director

nancy@festivalmanagementgroup.com / 561-274-4663

140 NE 1st Street, Delray Beach, FL 33444



Sponsorship & Program Partnership Outline

Sponsorships are on a first-served basis and secured upon receipt of payment. Promotion and sponsor benefits begin upon signing of contract. Sponsorship payments must be received in full by Jan. 1, 2024. On behalf of our non-profit organization, we wish to thank you in advance for your support and partnership. This event would not be possible without the generous support from local businesses and individuals that partner with the event.

BENEFITS AT EACH SPONSORSHIP LEVEL	PRESENTING SPONSOR \$30,000	CORP SPONSOR \$5,000-\$7,500	SAMPLING SPONSOR \$2,500	PARTNER \$1,500
Premier location of two 10 x 10 on-site booth spaces <i>(Includes electric, 2 tents, 2 tables, 4 chairs, lights, weights)</i>	X			
Premier location of one 10 x 10 on-site booth spaces <i>(Includes electric, 1 tent, 1 table, 2 chairs, lights, weights)</i>		X	X	
Premier location of one 10 x 10 on-site booth spaces <i>(Includes electric. Sponsor must supply their own tent, table, chairs, lights, weights or rent from us)</i>				X
Sponsor promotion of services & products	X	X	X	X
Main Stage Mentions <i>(provided by sponsor)</i>	X	X		
Logo / recognition in produced publicity <i>(Print, billboard, web, social media, eblasts, signage, TV, radio, etc.)</i>	X	X	X	
Customized Digital Share Plan	X	X	X	
Sponsor Concierge service at event if desired	X	X		
First Rights of Refusal with 90 days of event completion	X	X		
VIP tickets with Meet & Greet Opportunity	4			
VIP tickets with Meet & Greet Opportunity		2		
Sponsor Parking Passes Daily	2			
Banners display in prime location	1			
Sampling Permission (1 oz portion max) with Roaming Rights (non-alcohol) for up to 2 staff members			X	

CONCERT SERIES SCHEDULE

4/17 **
SISTER HAZEL

4/22 **
MATT STELL

4/24 **
GRACE POTTER

4/30 *
NORTH MISSISSIPPI ALLSTARS

5/7 *
KEVIN SMITH

5/15 *
TOMMY EMMANUAL

5/16 **
LAKE STREET DIVE
TBA

5/20 **
G. LOVE & CITIZEN COPE
TBA

5/21 **
ST. PAUL & THE BROKEN BONES

5/27*
MARTIN SEXTON

5/29 **
MOE
TBA

6/3 **
THE ALLMAN BETTS BAND

6/5 **
DYLAN SCOTT
TBA

6/6 **
HOT TUNA

6/9**
PIGEONS PLAYING PING PONG
TBA

6/17 **
TEACHER APPRECIATION DAY EVENT

6/24 **
TWIDDLE
TBA

7/12 **
SEVENDUST
TBA

7/24**
TACO'S & TEQUILA
ON THE SQUARE
(NATIONAL TEQUILA DAY) *

OLD SCHOOL SQUARE

A NOT FOR PROFIT ORGANIZATION

Dear Friend,

Old School Square strives to provide superior, professional, and accessible programming that nurtures artistic expression and involvement. We also offer professional services through a team of dedicated staff and volunteers, who embrace cultural diversity, establish and maintain strong partnerships, and honor and protect Old School Square as a National Historic site.

The vision is to offer a broad range of programs and services that will inspire every community segment to participate. Through expanded financial stability, Old School Square will experience continued growth as a multi-disciplinary facility and will lead the City's plan to be a national cultural arts destination.

Before the pandemic, Old School Square annually presented 3,600 public offerings a year and welcomed over one million families, friends, residents, and visitors to our grounds. On March 13, 2020, similarly to our entire industry, Old School Square closed its doors and furloughed eighty percent of its staff. Over the past nine months, we have slowly regained our staff from four to nine members, still quite a long way from our pre-COVID staffing, but encouraging nonetheless. Our research and planning allowed Old School Square to become one of the nation's first venue to open an outdoor, socially-distanced performance space for live music and events.

Old School Square is now serving as a central spot for regional tours in South Florida is a victory for what might be called the campus's incremental approach to reopening. For those that are a little tired of virtual everything, Old School Square is helping our county, and visitors get a little bit closer to the energy and electricity that only a performer and spectator, symbiotically connected in the same space, can generate.

Sponsoring this series of Concerts at the Pavilion provides a meaningful opportunity to help us create a place of escape, where visitors can come to have an evening of fun in a safe and socially distanced experience bringing back some normalcy to our day to day lives.

If you would like further information, or to become a sponsor, please contact me at 561-504-5138 or Hryan@oldschool.org. Join us in bringing joy through the arts!

With gratitude for your support,



Holland Ryan
Chief Operating Officer
Old School Square
561-504-5138 (m)
Hryan@OldSchool.org

SPONSORSHIP OPPORTUNITIES

Pavilion sponsorship opportunities are available at all monetary levels and can be tailored to sponsor preference

PAVILION PREMIER CONCERT SERIES SPONSORSHIP: \$60,000 (LIMIT ONE)

This sponsorship opportunity includes:

Opportunity for (2) vehicles to be displayed on Old School Square grounds during Pavilion events for shows with 123 PODS, (4) vehicles with 222 POD shows, and **up-to** (6+) vehicles when patron capacity increases (TBD).

Event signage identifying Schumacher Automotive Group as the Premier Sponsor

(1) 10x10 informational tent, in a prime location, to distribute promotional information during Pavilion events

Discounted rental of Old School Square's White Infinity Cyclorama, located in the Crest Theatre, for one commercial video shoot. (Old School Square currently houses the largest White Infinity Cyclorama in Palm Beach County) *****Staffing, Filming, Camera Equipment, and Editing not included. Additional costs apply.**

Sponsor recognition in select event advertisements and press releases, both pre- and post-event

Access to exclusive Meet and Greets with artists based on COVID safety precautions and artist availability.

Inclusion on Oldschoolsquare.org as a premier sponsor, hyperlinked to sponsor website **and a promotional commercial.**

Inclusion on Pavilion event related content on all Old School Square social media channels *(22,000+ followers)*

Inclusion on all Pavilion event related marketing and advertising efforts, both digital and print

Inclusion in Pavilion event related email marketing campaigns, with sponsor logo hyperlinked to website *(37,000+ unique emails)*

Opportunity to include digital commercial(s) in Old School Square's virtual programming *(Average weekly local viewership of 40,000 customers in the tri-counties: Miami-Dade, Broward, and Palm Beach).*

Opportunity for collaborative video interviews and testimonials to be published on OldSchoolSquare.org, Youtube and social media channels *(Facebook, Instagram, Twitter)*

10 General Admission tickets to the Cornell Art Museum *(*valid for one year)*

Invitations to select VIP Special Events

(1) VIP POD and (4) GA PODS at every Pavilion event **during sponsorship term**

Signage in the VIP Lounge at every Pavilion event **during sponsorship term**

Access to the VIP Lounge for Sponsor and guests at every Pavilion event **during sponsorship term**

**CELEBRATE
the ARTS**

**3,600
TOTAL
EVENTS**

**MAKE an
IMPRESSION**

**\$101M
TOTAL
ECONOMIC
IMPACT**

**800K
TOTAL
ANNUAL
ATTENDANCE**

Dear Friend,

Old School Square will soon be celebrating a return to live events & concerts, visitors in the museum, and in-person classes, as well as continuing our wide variety of virtual programming!

Old School Square is the premier destination for arts in Delray Beach, and arguably all of Palm Beach County! Our site sees over 800K visitors on campus, annually.

We hope to spread some hope and joy with a new **holiday exhibition** at the Cornell Art Museum. The show explores themes of celebration, cheer, joy and above all will leave our visitors with a sense of hope. The exhibition features immersive installations, world class contemporary art, contemporary crafts, and a temporary Holiday Shop featuring over 50 different artists! The holiday season in Delray Beach will be enriched with the addition of the museum exhibition, providing a chance to safely celebrate the holidays.

Outdoor concerts will return, and with them a sense of normalcy! The Pavilion stage is the perfect outdoor venue to safely enjoy live music, and we have some impressive acts just waiting for the chance to perform! Activating our outdoor stage will also revitalize Downtown Delray and bring much needed business to the shops and restaurants on our beloved Atlantic Avenue.

We will be opening our classrooms to **in-person learning** again, with safety precautions at our Creative Arts School. Our online classes and offerings will continue as well; and have been enthusiastically embraced by the Delray Beach community and beyond!

With our return to in-person offerings at our different venues, we will continue to provide virtual content for our visitors who are not comfortable venturing out yet. We have seen virtual programming grow exponentially, and we will continue to embrace it, creating quality content for art lovers everywhere.

Help us bring cheer to Delray Beach and beyond! **Invest in the arts, in the community, in hope for your city.**

Sponsoring the arts at Old School Square provides a meaningful opportunity to assist us in creating a place of escape, where visitors can enjoy experiencing the arts!

Please review the enclosed sponsorship levels and let us know how you would like to partner with us. It is through private donations that cultural experiences will continue to be created here in Delray Beach.

If you would like further information, or to become a sponsor, please contact me at (561) 846-2315 or HRyan@OldSchool.org.

Join us in spreading joy through the arts! Old School Square *can and will* be the catalyst for healing and economic recovery in Delray Beach!

With Gratitude for Your Support,

Holland Ryan
Chief Operational Officer
Old School Square
hryan@oldschool.org
 561-846-2315

SPONSORSHIP OPPORTUNITIES

OCTOBER 1, 2020 - SEPTEMBER 30, 2021

**OLD SCHOOL
SQUARE**
A NOT FOR PROFIT ORGANIZATION



PATRON OF THE ARTS SPONSOR: \$2,500

- Sponsor name/logo included in press release announcing the re-opening of Old School Square
- Signage at the entrance and exit of the Cornell Art Museum during the Holiday Exhibition
- Signage at the entrance and exit of the Pavilion Grounds
- Recognition of sponsor from the stage during all special events taking place in the winter (such as Carols by Candlelight)
- Hyperlink to website and logo on OldSchoolSquare.org and CornellArtMuseum.org
- Sponsor name/logo on all printed promotional materials
- Monthly e-blast thanking sponsors with hyperlink to sponsor website
- Tickets to the Cornell Art Museum (*Good for one year)

PAVILION SHOW SPONSOR: \$5,000

ALL BENEFITS listed under Patron of the Arts Sponsor, IN ADDITION TO:

- Membership of Old School Square at the Producer's Level for one year (Value: \$1,000)
- Invitations to VIP special events
- Priority ticketing for all paid events
- Priority seating at free concerts (reserved tables and chairs near the front of the stage)

VIRTUAL CONTENT SPONSOR: \$10,000

ALL BENEFITS listed under Pavilion Show Sponsor, IN ADDITION TO:

- Signage in the VIP lounge at paid concerts
- If applicable, product displays and/or information tent at outdoor free events
- Access to the VIP lounge for Sponsor and guests for paid events
- Opportunity to display motor vehicles for marketing purposes.

PROGRAM SPONSOR: \$20,000

ALL BENEFITS listed under Virtual Content Sponsor, IN ADDITION TO:

- Sponsor will be mentioned in all media coverage and included in any photos submitted to media
- Opportunity to include commercials in Old School Square virtual programming
- Meet and Greets with artists based on safety and artist availability

EVENT SPONSOR: \$50,000

ALL BENEFITS listed under Program Sponsor, IN ADDITION TO:

- Inclusion in all digital and social media marketing, including organic and promoted posts. (E-blasts, Facebook, Instagram, YouTube Videos, Google Ads)
- Opportunity for collaborative video interviews and testimonials published on website and social media channels

SEASON SPONSOR: \$75,000

ALL BENEFITS listed under Event Sponsor, IN ADDITION TO:

- Opportunity to give opening remarks, which will be recorded and will remain on our YouTube channel and website
- Opportunity to introduce artist talks, concerts, classes, and other seasonal virtual events to be streamed online

**Old School Square Center For the Arts, Inc.
51 N Swinton Ave, Delray Beach, FL, 33444**

Event Awards Won

2011-2021

2021 - 2021 South Florida Garlic Fest

Florida Festival & Events Association

(\$250,000 to \$750,000 budget)

2nd Place Event Signage

3rd Place Event Safety Plan

Greater Miami Festival & Events Association

(\$250,000 to \$750,000 budget)

Best Live Event

Teresa Callava Excellence in Event Development Award (Nancy Stewart-Franczak)

2018 - 2018 Wellington Beach Bacon & Bourbon Fest

(\$50,000 - \$250,000 budget category)

1st Place Best Facebook Campaign - Credits RealTime Marketing Group, NC

1st Place Best Street Banners – Credits to DFS Graphics, Delray Beach, FL

2nd Place Best Website Credits RealTime Marketing Group, Delray Beach, FL

2017 - 2017 18th Annual Delray Beach Garlic Fest

International Festival & Events Association

(\$500,000+ budget)

1st Place for Best Radio Ad – Credits to iHeart

3rd Place for Best Eblast Newsletter (inhouse)

Florida Festival & Events Association

(\$250,000 to \$750,000 budget)

1st Place for Best Commemorative Poster – Credits to Rebecca Loveless

1st Place for Best Radio Ad – Credits to iHeart

3rd Place for Best Website – Credits to Real Time Marketing Group

2016 - 2016 17th Annual Delray Beach Garlic Fest

International Festival & Events Association

(\$250,000 to \$750,000 budget)

1st Place for Best Social Media Site – Credits to Real Time Marketing Group

1st & 2nd Place Best Newspaper Insert – Credits to Delray Newspaper

2nd Place Best Photograph – Credits to VMA Studios

2nd Place Best Event Website – Credits to Real Time Marketing Group

3rd Place Best Other Merchandise (Poster) – Credits to Ariel Celestino Hernandez

2016 2nd Annual Delray Beach Bacon & Bourbon Fest

(Under \$250,000 budget category)

2nd Place Best Photograph – Credits to VMA Studios

2nd Place Best Event Website – Credits to Real Time Marketing Group

3rd Place Best TV Promo – Credits to CW34

Florida Festival & Events Association

2016 17th Annual Delray Beach Garlic Fest

(\$250+ budget category)

1st Place for Best Commemorative Poster – Credits to Artist Ariel Celestino Hernandez of Hialeah, FL

2nd Place Best Photo – Credits to Aaron Lurie, VMA Studios, Delray Beach, FL

3rd Place Best Website – Credits Real Time Marketing Group, Delray Beach, FL

2016 2nd Annual Delray Beach Bacon & Bourbon Fest

(\$50,000+ budget category)

1st Place Best Photo – Credits to Aaron Lurie, VMA Studios, Delray Beach, FL

2nd Place Best Facebook Campaign - Credits RealTime Marketing Group, Delray Beach, FL

2nd Place Best Website Credits RealTime Marketing Group, Delray Beach, FL

2015

International Festival & Events Association

16th Annual Delray Beach Garlic Fest

(\$250,000 to \$750,000 budget)

1st Place Best Billboard

2nd Place Best Event Website

2nd Place Best Social Media Site

3rd Place Best Newspaper Insert

3rd Place Best Photograph (Lurie)

3rd Place Best T-Shirt (volunteer)

1st Annual Delray Beach Bacon & Bourbon Fest

(Under \$250,000 budgets)

1st Place Best Street Banner

2nd Place Best Newspaper Insert

2nd Place Best Other Merchandise (Logo'd Bourbon glass)

3rd Place Best Event Website

3rd Place Best Photograph (Papp)

3rd Place Best Billboard

53rd Annual Delray Affair

(Under \$250,000 budgets)

1st Place Best Event Mobile App

2nd Place Best T-Shirt Design (Got Questions? Just App Us)

3rd Place Best Pin

3rd Annual Delray Beach Wine & Seafood Fest

(Under \$250,000 budgets)

1st Place Best Newspaper Insert

1st Place Best Billboard

Florida Festival & Events Association

1st Annual Delray Beach Bacon & Bourbon Fest

Awards Won (2011 – 2021).docx

(\$50,000 - \$249,999 Budget Category)

1st Place Photo

2nd Place Social Media Campaign

2nd Place Outdoor Advertisement

16th Annual Delray Beach Garlic Fest

(\$250,000 and over Budget Category)

1st Place Photo

3rd Place Commemorative Poster

53rd Annual Delray Affair

(\$50,000 - \$249,999 Budget Category)

2nd Place Mobile App

BizBash

Food Events Category

Delray Beach Garlic Fest

#2 One of 2015 South Florida's Top 100 Events

BizBash

Delray Affair

Parades & Festivals Category

#3 One of 2015 South Florida's Top 100 Events

2014

BizBash

Delray Beach Garlic Fest

One of South Florida's Top 100 Events

Delray Affair

One of South Florida's Top 100 Events

International Festival & Events Association

15th Annual Delray Beach Garlic Fest

1st Place Best Newspaper Insert

2nd Place Best Social Media Site

2nd Place Best Single Magazine Display Ad

2nd Place Best Other Merchandise

53rd Annual Delray Affair

2nd Place Best Mobile App

2nd Place Best Commemorative Poster

Florida Festival & Events Association

DELRAY AFFAIR

1st Place Best Mobile App

2nd Place Best T-Shirt

2nd Place Best Commemorative Poster

GARLIC FEST

1st Place Best Social Media Site

2nd Place Best Website

3rd Place Best Promotional Item

Best of South Florida

DELRAY AFFAIR

Runner-up - Best Art Event

GARLIC FEST

Runner-up - Best Annual Event

2013

Florida Festival & Events Association

14th Annual Delray Beach Garlic Fest

Social Media – 2nd place (\$150,000 and over budget category)

Magazine Ad Display – 3rd place (\$150,000 and over)

51st Annual Delray Affair

Mobile App – 2nd place (\$150,000 and over)

Newspaper Special Section – 3rd place (\$150,000 and over)

Event Within an Event – 3rd place (\$150,000 and over)

Annual Wine & Seafood Festival

T-Shirt – 1st place (\$25,000 to \$149,999)

Website – 2nd place (\$25,000 to \$149,999)

Promotional Item – 2nd place (\$25,000 to \$149,999)

Outdoor Advertisement – 2nd place (\$25,000 to \$149,999)

International Festival & Events Association

14th Annual Delray Beach Garlic Fest

SILVER - BEST SOCIAL MEDIA SITE

SILVER - BEST SPECIAL SECTION INSERT

GOLD - BEST EVENT PHOTOGRAPH

51st Annual Delray Affair

GOLD - BEST SOCIAL MEDIA SITE

GOLD - BEST COMMEMORATIVE PIN

Annual Wine & Seafood Festival

GOLD - BEST BILLBOARD

GOLD - BEST STREET BANNERS

St Patrick's Day Parade

SILVER - BEST EVENT PHOTOGRAPH

2012

Florida Festival & Events Association

Delray Beach Garlic Fest (\$100,000 and over budget category)

Gold for Best Magazine Display Ad

Gold for Best Photo

Gold for Best Social Media Marketing Campaign

St Patrick's Day Parade (\$25,000 - \$99,999 and over budget category)

Gold for Best Radio / PSA (video)

Gold for Best Photo

Silver (2nd place) for Best Photo

Delray Affair (\$100,000 and over budget category)

Gold for Best Newsletter

Silver (2nd place) for Best Social Media Marketing Campaign

BizBash

Delray Beach Garlic Fest

One of South Florida's Top 100 Events

Delray Affair

One of South Florida's Top 100 Events

2011

Florida Festival & Events Association

Delray Beach Garlic Fest

Runner-up Magazine Ad

Delray Affair (\$100,000 and over budget category)

Runner-up Commemorative Poster



NATIONAL ACT ENTERTAINMENT OUTLINE

2024

Ryan Montgomery
Shot Thru the Heart Band - Bon Jovi Tribute
The Dave Matthews Tribute Band

2023

Drake White

2022

Red NOT Chili Peppers
Everlast

2021

Badfish
Red NOT Chili Peppers

2020

The Expendables
The Wailers
G. Love & Special Sauce

2019

Mighty Mighty Bosstones
Steel Pulse

2018

Hoobastank
Stephen Marley (Stick Figure cancellation)
Donna Summer Celebration

2017

KONGOS
Michael Franti & Spearheads

2016

Iration
Taking Back Sunday

2015

Rebelution
Trombone Shorty & Orleans Avenue

2014

Collective Soul
Dispatch

2013

Lifhouse
Pepper

2012

Uncle Kracker
G. Love & Special Sauce

2011

Buddy Guy
Dark Star Orchestra
Outside the Box

2010

Everclear
The Wailers
Don't Stop Believin' - *A Tribute to the Music of Journey*

2009

Big Head Todd & The Monsters
Los Lonely Boys

2008

Donna the Buffalo
Blues Traveler
Wish you were here...*A tribute to Pink Floyd*
Caribbean Chillers...*A tribute to Jimmy Buffet*

2007

Sister Hazel
The Alan Parsons Project
Andy Childs Band
The Wreckers

2005

Little Feat
The Gin Blossoms
Dickey Betts & Great Southern
Roberto Perrara

2004

Dave Mason
The Fixx
Andy Childs
Paul Revere & the Raiders

2003

Atlanta Rhythm Section
Brian Howe of Bad Company
Little River Band
Andy Childs
Three Dog Night

2002

Jonny Lang

Little Feat

Josh Smith and the Frost

2001

Dave Mason

Rosie Lydett & the Zydeco Playboys

The Iguanas

Miscellaneous Outside

Concerts/Contracts

Collin Raye (2003 Delray Beach Bed Race)

Eddie Money (2003 Delray Beach Bed Race)

Delbert McClinton (April 2006 Tennis Center)



RYAN MANAGEMENT GROUP, INC.

Company History – Ryan Management Group, Inc. (RMG)

Founded on a deep passion for the entertainment industry and a commitment to excellence in venue management, **Ryan Management Group, Inc. (RMG)** has established itself as a leader in concert, festival, and performing arts facility operations. With decades of combined experience, RMG is known for delivering **exceptional entertainment experiences, optimizing venue operations, and fostering community engagement.**

The company was founded by **Bern Ryan and Holland Ryan**, two industry veterans with **60 years of expertise in event management, venue operations, financial oversight, and strategic growth.** Their diverse backgrounds in **hospitality, event production, and property management** provide RMG with a **comprehensive approach** to successfully managing entertainment venues while maximizing economic impact and cultural influence.



RYAN MANAGEMENT GROUP, INC.

Leadership & Achievements

Bern Ryan – Expertise in Hospitality, Property & Event Management

A seasoned executive with decades of experience in **hospitality, catering, and property management**, Bern Ryan brings a **unique and invaluable skill set** to RMG. His career spans **luxury catering, large-scale property operations, and senior living community management**, all of which contribute to his expertise in **business operations, event logistics, and customer service excellence**.

Currently, Bern is the **President of Carefree Catering**, a **\$14 million-per-year upscale catering company** serving Palm Beach, Martin, and St. Lucie Counties. Since 2003, he has overseen **daily operations, menu development, and staff recruitment**, ensuring exceptional service for **elite clientele and large-scale events**. His **expertise in food and beverage services** is a key factor in RMG's ability to create **premium hospitality experiences** at the venues it manages.

His leadership in **property and facility management** includes:

- **Project Manager & Property Manager – Lake Delray Apartments (1999–2003)**
 - Led a **\$7 million renovation** of a **404-unit senior living property**
 - Increased occupancy from **82% to 99% in just 16 months**
- **Executive Director – Brookdale Senior Living, The Classic at West Palm Beach (1998–1999)**
 - Oversaw **244-unit luxury senior housing**, including a **64-bed assisted living facility**
 - Increased occupancy from **93% to 98% in one year**
- **Director of Resident Services & Operations – Lakeside Village, A Classic Residence by Hyatt (1996–1998)**

- **Developed operational infrastructure** for a **46-acre upscale retirement community**

Bern's expertise in **multi-department management** was further strengthened in his role as **General Services Director for ARAMARK Corporation at General Hospital in Eureka, CA** (1991–1996), where he successfully led the **food service, housekeeping, and laundry departments** of a major acute care healthcare facility.

Bern holds an **AOS Degree in Culinary Arts from the Culinary Institute of America (CIA)** in Hyde Park, NY (1986) and studied **History at San Diego State University** (1977). His background in **culinary arts and hospitality management** adds a **unique dimension** to RMG's expertise, particularly in **venue concessions, catering, and guest experience enhancement**.

Holland Ryan – Transformational Leadership in Venue & Technical Management

With an extensive background in **venue operations, technical production, and entertainment consulting**, **Holland Ryan** has been a **driving force in the live entertainment industry**. His expertise spans **event management, contract negotiations, technical direction, and artist booking**, making him an **invaluable leader** in the field.

As **Facilities Director & Technical Director at Sunrise Theatre for the Performing Arts**, Holland oversees **technical operations**, including **lighting, sound, set design, and facility maintenance**. He is responsible for **day-to-day operations, optimizing efficiency, and implementing strategic operational improvements** to enhance venue productivity.

Holland's prior experience includes:

- **Technical Production Supervisor – Palm Beach Atlantic University (2023)**
 - Managed **rider and contract negotiations** to reduce overhead costs
 - Developed **crew schedules** and maintained **rental equipment contracts**
 - Oversaw **repair and maintenance of theatrical systems**
- **CEO & President – A-Team Entertainment Consulting, LLC. (2022–Present)**
 - Specializing in **theatrical sound & lighting system design, installation, and event staffing**
 - Expertise in **sound engineering, technical direction, and artist booking**

Holland's **most notable contributions** came during his tenure as **COO & Artistic Director at Old School Square Center for the Arts (2019–2021)**, where he:

- **Managed a \$3.8 million annual budget** and generated a **\$101 million economic impact**

- **Pioneered socially distanced live programming** during COVID-19, making Old School Square the **first U.S. venue** to restart live performances in **October 2020**
- **Created the “Amplified” Virtual Concert Series**, drawing **over 20 million views nationally**
- **Revamped food & beverage programs**, increasing revenue by **537% from Q1 2020 to Q1 2021**
- **Elevated the entertainment calendar**, securing **nationally recognized artists** such as **Jimmy Buffett, Easton Corbin, and Grace Potter**
- **Led a \$1.5 million private donor-funded renovation** of the historic **Crest Theater Building**

As **Information Technologies Director at Old School Square (2012–2021)**, Holland played a **critical role in modernizing IT infrastructure**:

- Increased **website traffic from 300 to 85,000 unique monthly views**
- **Developed campus-wide secure Wi-Fi & Cat-6 connectivity**, reducing downtime by **80%**
- **Led social media expansion**, achieving **verified status** on all platforms

Beyond venue management, **Holland’s extensive technical experience** spans **sound engineering, production management, and artist relations**. His collaborations include **Amber Leigh Entertainment, Mary Gaines Bernard (Summers), Yanni Wake Entertainment, and Wireless Systems Group**, contributing to **successful live performances and touring productions**.

A Vision for the Future

Holland Ryan’s diverse background in **venue operations, technical production, and strategic entertainment management** positions him as a **visionary leader** capable of enhancing **venue operations and programming**. His **commitment to innovation, audience engagement, and operational excellence** aligns perfectly with **RMG’s mission**, ensuring **continued success** for the venues he oversees.

Looking Ahead

RMG’s approach is rooted in a deep understanding of **audience engagement, financial sustainability, and operational efficiency**. The company has successfully managed a **variety of venues and events**, ensuring each maintains its **artistic integrity while maximizing profitability and community impact**.

With a focus on **innovation and adaptability**, RMG stays ahead of industry trends by leveraging **cutting-edge technologies** and **creative marketing strategies** to enhance the **audience experience** and attract **top-tier talent**.

Sunrise Theatre – A New Era of Success

As the **prospective management team for Sunrise Theatre**, RMG is eager to bring its **unmatched experience, strategic vision, and operational expertise** to one of **Florida's most beloved cultural landmarks**. With a **commitment to preserving its rich history**, while expanding its **reach and offerings**, RMG is poised to usher the **Sunrise Theatre into its next era of success**.

Ryan Management Group's Capabilities and Resources to Fulfill the Scope of Services

Ryan Management Group, Inc. (RMG) brings extensive expertise, staffing, and operational resources to successfully manage and enhance the **Sunrise Theatre's programming, operations, and community engagement**. Our approach integrates **strategic planning, innovative programming, and strong industry relationships** to maximize the theatre's impact while leveraging key partnerships to optimize efficiency and elevate its status as a premier entertainment venue.

RMG is dedicated to being **more than just a management entity**—we aim to be a **trusted partner to the City of Fort Pierce and its residents**, working collaboratively to transform downtown into a thriving cultural arts destination. By **curating world-class entertainment, expanding year-round programming, and enhancing food, beverage, and hospitality offerings**, RMG will drive **increased foot traffic, tourism, and economic growth** for local businesses. Through **community engagement initiatives, partnerships with local artists and organizations, and investment in cutting-edge technology**, the **Sunrise Theatre will become a dynamic cornerstone of arts, culture, and entertainment** in the region.

Under the leadership of **Bern Ryan and Holland Ryan**, RMG has a **proven track record of revitalizing historic venues and transforming them into economic and cultural powerhouses**. Bern and Holland have successfully led **multiple venue turnarounds**, attracting **high-profile artists, implementing innovative programming, and generating new revenue streams** that have revitalized struggling performance spaces. Their leadership has resulted in **record-breaking attendance numbers, increased sponsorships, and enhanced community engagement**. With **decades of experience in live entertainment, venue operations, and event production**, Bern and Holland will bring their expertise to **expand the Sunrise Theatre's influence beyond its walls**, making it a **driving force behind downtown Fort Pierce's economic and cultural renaissance**.

Through RMG's leadership, **downtown Fort Pierce will not only thrive as a local arts hub but will gain regional and national recognition as a must-visit cultural destination**. Our **strategic vision ensures that the Sunrise Theatre continues to honor its rich history while embracing a future of innovation, growth, and world-class entertainment experiences**.

1. Maintenance and Facility Upkeep

In-House Capabilities

- **Full-Time Maintenance Director** (reporting to the Director of Center Services) responsible for the overall **facility upkeep, repairs, and safety** of the **101-year-old building**. This role ensures the preservation of the historic structure while maintaining modern operational standards.
- Implementation of a **comprehensive preventative maintenance program**, addressing routine maintenance needs, structural integrity, and essential repairs to minimize downtime and costly emergency repairs.
- Management of **HVAC systems, electrical infrastructure, plumbing, and general building maintenance**, ensuring compliance with all safety and operational codes.
- **Oversight of all scheduled maintenance activities** related to floors, carpet cleaning/replacement, lighting, minor repairs, and general property appearance.
- **Ensuring all required inspections** (Fire, Burglar Alarm, Elevator, and others) are completed on time and addressing any corrective actions required.
- **Coordinating and scheduling outside contractors** as necessary for specialized maintenance and repair projects.
- **Supervising projects and facility activities** to ensure proper execution and completion.
- **Determining staffing needs for events** and scheduling maintenance support as required.
- **Available 24/7** for consultation and problem-solving in case of urgent maintenance issues.
- **Monitoring inventory and equipment supplies**, ensuring all tools and materials are available as needed.
- **Reviewing and managing maintenance budgets** in coordination with the Finance Director.
- **Developing and maintaining relationships with contractors and service providers** for ongoing facility needs.
- **Providing regular updates and reports** to senior management on facility conditions and required actions.

Third-Party Partnerships (if applicable)

- Contracting an **outside cleaning company** to regularly deep clean and sanitize the facilities, ensuring proper hygiene and enhanced safety standards for all visitors and staff.
- Utilizing **specialized maintenance vendors** for major facility upgrades, historical preservation needs, and large-scale renovations that require expertise beyond in-house capabilities.
- Partnering with **fire safety and security system vendors** for regular inspections, emergency preparedness, and compliance with fire codes.

- Engaging **pest control and environmental maintenance services** to protect the integrity of the building and ensure a safe environment.
-

1A. Facility Technical Equipment

To maintain The Sunrise Theatre's high-quality production standards and enhance the overall patron experience, RMG will continue investing in state-of-the-art sound, lighting, and stage equipment through both rental agreements and strategic upgrades.

In-House Capabilities

Ongoing Equipment Rental and Maintenance

- Regular servicing and maintenance of all rented and owned technical equipment to guarantee optimal performance, reliability, and longevity.
- Strategic Equipment Upgrades
- Expanding rental inventory to include additional high-end audio, visual, and stage lighting equipment to accommodate more complex productions.
- Upgrading in-house lighting and sound infrastructure to attract a wider range of touring productions, concerts, and Broadway-style performances.
- Investing in LED lighting technology to improve energy efficiency while enhancing visual impact.
- Exploring digital audio advancements for improved clarity and enhanced audience experience.
- Implementing enhanced video projection and streaming capabilities to support hybrid events, live streaming, and digital content creation.

Long-Term Technical Planning

- Developing a five-year technical equipment improvement plan to ensure The Sunrise Theatre remains at the forefront of live performance technology.
- Evaluating potential grant funding and sponsorship opportunities to subsidize the cost of major technical upgrades.
- Aligning equipment acquisitions with expanding programming needs, ensuring flexibility and scalability for future productions.

Third-Party Partnerships (if applicable)

- Continuation of rental contracts for professional-grade sound and lighting systems to ensure productions meet industry standards.
- Annual evaluation of rental agreements to ensure the best pricing and access to the latest technological advancements.

- Collaboration with Industry Experts
 - Consulting with professional sound and lighting designers to optimize The Sunrise Theatre's acoustic and visual performance capabilities.
 - Partnering with leading theatrical and concert production companies to ensure equipment meets the needs of top-tier touring acts and performers.
-

2. Year-Round Programming Expansion

In-House Capabilities

RMG plans to **expand the Sunrise Theatre's offerings to a year-round programming schedule** that appeals to **seasonal "Snow Bird" residents and year-round locals**, with a wider mix of entertainment to attract **diverse age demographics**. The planned programming expansions include:

- **Broadway Concert Series** featuring Tony Award-winning performers such as Shoshanna Bean, Norm Lewis, Rachel Bay Jones, Mandy Gonzalez, Telly Leung, and John Lloyd Young.
- **Carols By Candlelight**, an annual global holiday concert featuring The Little River Band and guest artists.
- **Holiday on Ice**, a spectacular show featuring a **38'x30' ice rink on stage** with 15+ professional ice skaters.
- **Concert Series Expansions:**
 - **Rock Concert Series** featuring artists like St. Paul and The Broken Bones, Smith & Myers, New Found Glory, Trombone Shorty, and more.
 - **Reggae Concert Series** featuring Dispatch, The Wailers, Julian Marley, Steel Pulse, and others.
 - **Country Concert Series** with Dylan Scott, Eli Young Band, Scotty McCreery, and more.
- **Acoustic Nights in The Black Box**, featuring local and national singer-songwriters across multiple genres.
- **Outdoor Festivals and Special Events:**
 - Annual **Beer Festival** with headlining acts such as Sixwire featuring Mark McGrath, Ed Roland, Uncle Kracker, and Johnny Van Zant.
 - **St. Patrick's Day Festival**
 - **Cars and Rock & Roll Festival** (in partnership with The Elliott Museum).
 - **Free Concert Series** (in partnership with The Sunrise Theatre Foundation).
- **Tasting & Pairing Events**, including: Tacos & Tequila, Caribbean Rum Tasting, Bacon & Bourbon, and more.

Third-Party Partnerships (if applicable)

- Collaborating with **national and regional booking agencies** to secure top-tier talent.
 - Partnering with **local arts organizations and cultural institutions** to create unique, community-focused events.
-

3. Marketing and Promotion

A **comprehensive and strategic marketing approach** is essential to **elevating The Sunrise Theatre's brand, expanding audience reach, and maximizing ticket sales**. RMG will implement a **multi-channel marketing strategy** that leverages digital, traditional, and grassroots efforts to **increase awareness, engage the community, and drive attendance** for the theatre's diverse programming.

With a focus on **targeted promotions, social media engagement, and strategic advertising placements**, RMG will ensure that The Sunrise Theatre remains **top-of-mind for patrons, artists, and event planners alike**. By combining **in-house expertise with third-party marketing partnerships**, we will create a **robust promotional campaign** that enhances visibility, boosts revenue, and fosters long-term audience growth.

In-House Capabilities

- **Retention of the current full-time Marketing Director** to maintain continuity in branding and promotional efforts.
- **Hiring a part-time marketing assistant** to support expanded initiatives and content creation.
- **Aggressive Social Media & Digital Marketing campaigns** across YouTube, Facebook, Instagram, and TikTok, featuring high-quality video and graphic content.
- **Targeted Streaming Service Advertisements** on Hulu, Amazon Prime, and HBO Max to reach new audiences.
- **Satellite and Terrestrial Radio Marketing** through iHeartRadio and SiriusXM for broad demographic outreach.
- **Traditional media coverage**, including press releases and earned media placements to generate buzz.
- **Enhanced Google and Yelp business listings** for improved online visibility and search ranking.
- **Engaging social media series**, including:
 - *"Did You Know"*—showcasing past performances, historic moments, and behind-the-scenes content.
 - *"Meet the Staff"*—highlighting the people behind The Sunrise Theatre's success.
- **Expanded wedding and private event rental marketing campaigns**, with increased visibility on:
 - *Wedding Wire, The Knot, Here Comes the Guide, and Zola.*
 - *Babylist.com and The Bump* (for baby showers/gender reveals).

- *Eventective* (for general party and event bookings).

Third-Party Partnerships (if applicable)

- **Hiring a third-party public relations firm** to manage media outreach and develop a strong PR strategy.
 - **Hiring a part-time photographer and videographer** to create engaging promotional content and event coverage.
-

4. Box Office Management and Ticketing

A well-managed **box office and ticketing system** is essential to maximizing revenue, improving customer experience, and ensuring efficient event operations at The Sunrise Theatre. RMG will implement **industry-leading ticketing practices** to streamline sales, enhance patron engagement, and drive attendance through strategic pricing and subscription offerings. By **leveraging both in-house expertise and third-party analytics**, we will optimize ticketing strategies, improve accessibility, and create a seamless purchasing experience for all patrons.

In-House Capabilities

- **Retention of the current full-time Box Office Manager** to maintain continuity in operations and customer service.
- **Introduction of a Subscription Series** to encourage repeat attendance and build long-term patron loyalty, including:
 - Broadway Concert Series
 - Comedy Series
 - Black Box Series
 - New Concert Series (Rock, Country, and Reggae)
- **Continued use of Tixly as the preferred ticketing system**, ensuring a user-friendly platform for online and in-person sales.

Third-Party Partnerships (if applicable)

- **Exploring opportunities with ticketing analytics firms** to optimize pricing strategies, maximize revenue potential, and enhance customer insights.
-

5. Food and Beverage

RMG recognizes that a well-managed food and beverage program is critical to enhancing the overall guest experience at The Sunrise Theatre. By implementing a comprehensive in-house food and beverage management strategy alongside strategic third-party partnerships, we will optimize bar service efficiency, expand catering options, and generate additional revenue streams.

Additionally, RMG will be bringing in a full-service culinary kitchen, significantly increasing the capabilities of The Sunrise Theatre. This investment will allow for in-house catering services, supporting theatre presentations and providing a one-stop-shop experience for weddings, corporate events, and private parties. This new offering will elevate the theatre's hospitality experience, making it a premier venue for both performances and private events.

In-House Capabilities

- **Hiring a Full-Time Food and Beverage Manager** to oversee all aspects of bar operations, in-house catering, and concessions.
- **Management of part-time bartenders and barbacks**, ensuring high-quality service, responsible alcohol sales, and compliance with all state liquor laws.
- **Introduction of curated specialty cocktails and themed beverage offerings** to enhance the audience experience and increase per-capita spending.
- **Implementation of staff training programs** to improve customer service, upselling techniques, and efficiency at concession stands.
- **Integration of mobile ordering and pre-purchased drink vouchers** to streamline service during intermissions and peak hours.
- **Full-service culinary kitchen development**, enabling in-house catering for theatre events, rentals, and VIP experiences.
- **Expansion of in-house catering options for private events**, allowing clients to host fully catered weddings, corporate gatherings, and parties on-site.
- **Optimization of bar and food inventory management**, reducing waste and ensuring cost-effective purchasing strategies.
- **Collaboration with marketing efforts** to promote exclusive drink specials, food pairings, and limited-time offerings aligned with theatre events.

Third-Party Partnerships (if applicable)

- Collaboration with local restaurants and catering companies to expand food options for VIP experiences, private events, and concessions.
- Sourcing craft beers, wines, and spirits from local breweries and distilleries to create a unique regional offering and support community businesses.
- Engagement with food vendors for pop-up concessions or special themed nights to diversify food choices beyond traditional offerings.

- Contracting an outside cleaning company to ensure compliance with health, sanitation, and safety standards for all food and beverage operations.
- Exploring sponsorship opportunities with beverage brands to increase revenue through branded promotions, exclusive product partnerships, and event-specific drink collaborations.

By enhancing in-house food and beverage services while leveraging strategic partnerships, RMG will elevate the hospitality experience at The Sunrise Theatre, maximize profitability, and position the venue as a top-tier event and entertainment destination.

6. Security

RMG recognizes the importance of a robust security program to ensure the safety of patrons, staff, and performers while protecting the historic Sunrise Theatre. A comprehensive approach to security will involve staff training, coordination with local authorities, and potential enhancements to existing security measures.

In-House Capabilities

- Staff training on existing City-installed security measures, ensuring all personnel understand and properly utilize these systems in accordance with agreed-upon security protocols.
- Hiring and training front-of-house staff to assist in crowd management, emergency response, and enforcing venue policies.
- Implementation of access control procedures, ensuring restricted areas remain secure and unauthorized access is prevented.
- Regular review and updating of security protocols, in collaboration with the City of Fort Pierce and law enforcement, to address evolving security needs.
- Event-specific security planning, tailoring security presence and protocols based on anticipated crowd size and event type.

Third-Party Partnerships (if applicable)

- Contracting private security personnel at appropriate levels for events, ensuring a safe environment for all attendees.
- Coordination with the City of Fort Pierce on any additional security enhancements RMG may deem necessary to mitigate risks.
- Working with external security experts to assess potential vulnerabilities and implement proactive safety measures.
- Engagement with local emergency response teams to ensure preparedness for medical, fire, or security-related incidents.

By maintaining a strong security presence, leveraging City-installed infrastructure, and collaborating with law enforcement and private security services, RMG will ensure a safe and secure environment at The Sunrise Theatre for all visitors and events.

7. Back-Office Operations

Once Ryan Management Group, Inc. (RMG) assumes operational control of the Sunrise Theatre, we will be fully responsible for all human resources, accounting, finance, IT, regulatory compliance, and legal functions necessary for the successful management of the venue. RMG has extensive experience in venue administration, ensuring that all back-office operations are handled with efficiency, compliance, and fiscal responsibility.

In-House Capabilities

- **Human Resources & Staffing**
 - RMG will manage all aspects of HR, including hiring, onboarding, payroll, employee benefits, training, and performance management.
 - RMG will assess and consider integrating current City of Fort Pierce employees (Theatre Executive Director, Technical Director, and Maintenance Manager) into our team if they are qualified and willing to transition.
 - We will implement workforce development programs, ensuring all employees receive training in hospitality, customer service, and venue operations.
- **Accounting & Financial Management**
 - RMG will adhere to generally accepted accounting principles (GAAP), ensuring accurate financial reporting and transparency.
 - All financial records for the Theatre will remain separate from any other business operations RMG manages.
 - RMG will develop and oversee annual budgets, working closely with the City of Fort Pierce to ensure fiscal responsibility.
 - The company will ensure all required tax filings and payments are made in compliance with state and federal laws.
- **Insurance & Risk Management**
 - RMG will secure and maintain all necessary insurance coverages to protect theatre operations, including liability, workers' compensation, and event-specific insurance.
 - The City of Fort Pierce will continue to insure the physical structure of the building, while RMG will ensure proper indemnification coverage.
- **Regulatory Compliance & Legal Oversight**
 - RMG will ensure that all local, state, and federal regulations related to venue operations, employment law, liquor licensing, ADA compliance, and safety protocols are met.

- We will work with legal advisors as necessary to handle contracts, artist agreements, and compliance-related matters.
- **Information Technology & Ticketing**
 - RMG will oversee IT infrastructure, including point-of-sale systems, security systems, and online ticketing platforms.
 - Continued use of Tixly as the preferred ticketing system, optimizing box office management and customer data analytics.

Third-Party Partnerships (If Applicable)

- **HR & Payroll Services:** RMG may contract HR service providers to ensure streamlined payroll processing and benefits administration.
- **Legal & Compliance:** External legal counsel may be retained to review contracts, mitigate risks, and ensure regulatory adherence.
- **Financial Auditing:** An independent auditing firm may be engaged to verify financial accuracy and compliance with reporting standards.
- **Security & Risk Management:** RMG will coordinate with private security firms and law enforcement to establish security protocols for events and day-to-day operations.

With a proven track record in financial oversight, operational efficiency, and regulatory compliance, RMG will ensure that the Sunrise Theatre operates smoothly and sustainably while meeting all necessary requirements set forth by the City of Fort Pierce. By integrating industry best practices and leveraging strategic partnerships where needed, RMG will position the Sunrise Theatre for long-term success as a self-sufficient, financially responsible, and legally compliant arts and entertainment venue.

Ryan Management Group's Vision for Sunrise Theatre

Commitment to the City, Community, and Its Residents

Ryan Management Group (RMG) is honored to assume the management of the **Sunrise Theatre**, a historic and cultural landmark in downtown **Fort Pierce**. Our **primary focus** is to enhance the **city's cultural and economic landscape** while ensuring that the theatre remains an accessible and thriving entertainment venue for both **residents and visitors**. We recognize the significance of the Sunrise Theatre as a gathering place where the community comes together to celebrate the performing arts, live music, and cultural events.

By leveraging our **expertise in venue management, programming, and audience engagement**, RMG is committed to expanding **year-round offerings**, improving operations, and ensuring **financial sustainability**. Our approach prioritizes **community engagement, economic development, and exceptional entertainment experiences**, making the Sunrise Theatre a **premier destination for arts and culture**.

Programming Expansion

Bringing a Dynamic and Diverse Entertainment Lineup

RMG's goal is to elevate the Sunrise Theatre's programming by offering **year-round entertainment** that appeals to both **seasonal "Snowbird" residents and full-time locals**. We will introduce new series and events that cater to a **broad age demographic**, ensuring that the theatre remains **relevant and inclusive** to all audiences.

New and Expanded Series:

- **Broadway Concert Series** – Featuring Tony Award-winning performers such as **Shoshanna Bean, Norm Lewis, Rachel Bay Jones, Mandy Gonzalez, Telly Leung, and John Lloyd Young**.
- **Broadway Master Class Series** – Interactive workshops led by Broadway stars for **high school and college students**, offering education in acting, dance, and theatre production.
- **Carols By Candlelight** – A global annual holiday concert featuring **The Little River Band and special guests**.
- **Holiday on Ice** – A **breathtaking holiday spectacle** featuring a **38'x30' ice rink** on stage with over **15 professional skaters**.
- **Rock Concert Series** – Featuring artists such as **St. Paul and The Broken Bones, Smith & Myers, Trombone Shorty, The Revivalists, and Ben Folds**.

- **Reggae Concert Series** – Featuring **Julian Marley, The Wailers, Collie Buddz, Steel Pulse, and Iration.**
- **Country Concert Series** – Featuring **Dylan Scott, Jake Owen, Eli Young Band, and Brantley Gilbert.**
- **Themed Tasting & Pairing Events** – Curated experiences such as **Tacos & Tequila, Bacon & Bourbon, Mojitos & Seafood, and Cider Fest.**
- **Acoustic Nights in The Black Box** – Featuring **local and national talent** across all genres, including **Allegra Miles, Maggie Baugh, and Chloe Dolandis.**
- **Outdoor Festivals & Events** – Expanding **community-focused celebrations**, including:
 - **Annual Beer Festival** featuring an **All-Star Jam** with **Sixwire, Mark McGrath, Ed Roland, and Johnny Van Zant.**
 - **St. Patrick’s Day Festival**
 - **Cars and Rock & Roll Festival** (in partnership with The Elliot Museum)
 - **Free Concert Series** (with The Sunrise Theatre Foundation)

This programming expansion will **increase audience engagement, tourism, and economic benefits** for local businesses while reinforcing the Sunrise Theatre as a **cultural beacon in Fort Pierce.**

Marketing & Promotion

Driving Awareness & Audience Growth

To successfully **promote and market the expanded programming**, RMG will implement an **aggressive, multi-platform strategy** that maximizes audience reach and engagement.

- **Digital & Social Media Marketing** – Campaigns across **Facebook, Instagram, TikTok, YouTube, and Google Ads.**
- **Streaming & Radio Commercials** – Advertising on **Hulu, Amazon Prime, HBO Max, iHeartRadio, and SiriusXM.**
- **Public Relations & Press** – Retaining an **outside PR firm** to generate **press coverage, calendar placements, and media features.**
- **Photography & Videography** – Hiring a **part-time photographer/videographer** to create high-quality content for social media and digital marketing.
- **Wedding & Private Event Marketing** – Expanding marketing on **Wedding Wire, The Knot, and Eventective** to promote **Sunrise Theatre as a premier wedding venue.**
- **Monthly Newsletters & Email Marketing** – Engaging the community with **exclusive content, behind-the-scenes features, and event promotions.**
- **Artist Meet & Greets + Interviews** – Creating digital content that **spotlights performing artists, theatre staff, and audience experiences.**

Box Office Management & Ticketing

- **Retaining the Full-Time Box Office Manager** for operational continuity.
 - **Evaluating the need for additional Part-Time Box Office Staff.**
 - **Continuing with Tixly as the official ticketing platform.**
 - **Introducing a Subscription Series** for Broadway, Comedy, and Music events.
-

Volunteers Program Revamp

RMG will **expand and enhance** the volunteer program by offering **greater incentives, training, and recognition.** This initiative will include:

- **Outreach to local colleges (IRSC) and community organizations** to recruit volunteers.
 - **Continuing relationships with existing volunteers** while welcoming new members.
 - **Providing exclusive benefits** such as event discounts and backstage experiences.
-

Facility Maintenance & Upkeep

RMG is committed to **maintaining a pristine and welcoming theatre environment** by:

- **Hiring a Full-Time Maintenance Director** to oversee day-to-day repairs.
 - **Contracting a janitorial staff** to uphold **high cleanliness standards.**
 - **Investing in preventative maintenance** for HVAC, lighting, and security systems.
-

Financial Management & Reporting

RMG will ensure **sound financial oversight** by hiring a **Full-Time Finance Director** responsible for:

- **Budgeting, forecasting, and cash flow management.**
- **Ensuring compliance with state, federal, and local tax regulations.**
- **Grant management and financial reporting.**
- **Payroll, insurance, and human resource functions.**

Food & Beverage Operations

Enhancing the Concessions Experience

To maximize revenue and guest satisfaction, RMG will:

- Hire a Full-Time Food & Beverage Director.
- Expand bar service and optimize pricing strategies.
- Develop relationships with local restaurants and food vendors.
- Introduce specialty drinks and themed concession items.
- Implement a daily inventory and quality control system.

Conclusion: A Long-Term Commitment to Growth & Excellence

RMG's approach to managing the Sunrise Theatre is rooted in a **deep respect for its history and an ambitious vision for its future**. By implementing **expanded programming, dynamic marketing strategies, robust financial oversight, and enhanced guest experiences**, RMG will transform the Sunrise Theatre into a **premier cultural destination in South Florida**. Our commitment is not just to **operate the venue** but to **foster a vibrant arts and entertainment ecosystem that benefits the entire community**. Together, with the support of the **City of Fort Pierce and its residents**, we will usher in a **new era of success, accessibility, and artistic excellence** at the Sunrise Theatre.

PROPOSED EVENTS

ALL DATES ARE SUBJECT TO CHANGE BASED ON ARTIST/EVENT AVAILABILITY		
	THEATRE	
	Art Walk Activation	
	Broadway Concert Series	Starting at a 4-5 Show Series (Possible Stars to include; Shoshanna Bean, Norm Lewis, Rachel Bay Jones, Mandy Gonzalez, Telly Leung, John Lloyd Young)
	Carols By Candlelight	Global Holiday Concert Series: Featuring The Little River Band and guests
	Holiday on Ice	38'x30' Ice Rink with 15+ ice skaters
Year-Round, based on routing	90's-00's Rock Series	<ul style="list-style-type: none"> St Paul and The Broken Bones, Smith & Myers, New Found Glory, North Mississippi All Stars, Trombone Shorty, Old Crow Medicine Show, Cracker , Michael Franti, Blue's Traveler, Candlebox, Ben Folds, Everclear, Lifehouse, The Revivalists, Seether, Bishop Briggs, Toad The Wet Sprocket, and The Strumbellas
Year-Round, based on routing	Reggae Series	<ul style="list-style-type: none"> Dispatch, G. Love & Special Sauce, The Wailers, Julian Marley, Stephen Marley, Sublime with Rome, Collie Buddz, Steel Pulse, Tribal Seeds, and Iration
Year-Round, based on routing	Country Series	<ul style="list-style-type: none"> Dylan Scott, Eli Young Band, Scotty McCreery, Dead South, Tyler Farr, Easton Corbin, Jake Owen, and Brantley Gilbert
	Wedding Expo	
	Historic Bar	
	Tasting/Pairing Event	Wine & Chocolate; The Martini Experience; Bubbles & Bites
	BLACK BOX	
	Art Walk Activation	
	Tasting/Pairing Event	Tacos & Tequila, Caribbean Rum Tasting, Bacon & Bourbon, Burger's & Brew's, Bloody Mary Brunch, Mojitos & Seafood; Margarita Night; Summer of Seltzer; Cider Fest
	Painting With A Twist	Bringing Wine, Art, and Fun together in an incredible evening.
	Acoustic Nights at The Black Box	An evening of Un-plugged Acoustic entertainment with artists such as: Allegra Miles, Carly Jo Jackson, Betty Fox, Frankie Raye, The Lubben Brothers, Maggie Baugh, and Chloe Dolandis.
	Broadway Master Class Series	<ul style="list-style-type: none"> Master Class Series, geared towards Highschool and College aged students interested in learning about acting, dancing, and Broadway performance; presented by Tony Award winning actors and actresses in an intimate setting
	OUTDOOR	
	Beer Festival	An evening of local and regional breweries, music headlined by: All Star Jam featuring Sixwire with Mark McGrath (Sugar Ray), Ed Roland (Collective Soul), Uncle Kracker, Johnny Van Zant (Lynyrd Skynyrd).
	St. Patricks Day	
	Car Show and Rock & Roll	A Partnership event with The Elliot Museum



RYAN MANAGEMENT GROUP, INC.

October

2025



RYAN MANAGEMENT GROUP, INC.

September						
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28	29	30				

November						
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30						

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
				(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
19	20	21	22	23	24	25
26	27	28	29	30	31	1
				(Proposed Event) Halloween		
2	3	4	5	6	7	8

November



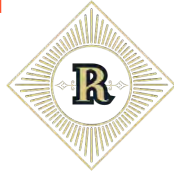
2025

RYAN MANAGEMENT GROUP, INC.

October							December						
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26	27	28	29	30	31		28	29	30	31			

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
26	27	28	29	30	31	1
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9	10	11	12	13	14	15
				(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
16	17	18	19	20	21	22
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December



2025

RYAN MANAGEMENT GROUP, INC.

November

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January

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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30	1	2	3	4	5	6
(Proposed Event) Holiday On Ice Load-in (SRT)	(Proposed Event) Holiday On Ice Load-in (SRT)	(Proposed Event) Holiday On Ice Show Day (SRT)	(Proposed Event) Holiday on Ice Load- out (SRT)			
7	8	9	10	11	12	13
		(Proposed Event) Tasting/Pairing Event (Historic Bar)				
14	15	16	17	18	19	20
				(Proposed Event) Carols By Candlelight H1 (SRT) (Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
21	22	23	24	25	26	27
(Proposed Event) Carols By Candlelight H1 (SRT)		Christmas Eve	Christmas Day			
28	29	30	31	1	2	3
		New Year's Eve	New Year's Day			
4	5	6	7	8	9	10

January

2026



RYAN MANAGEMENT GROUP, INC.

December						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

February						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
28	29	30	31	1	2	3
		New Year's Eve	New Year's Day			
4	5	6	7	8	9	10
11	12	13	14	15	16	17
	(Proposed Event) Broadway Concert Series H1 (SRT)	(Proposed Event) Broadway Concert Series H1 (SRT)		(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
18	19	20	21	22	23	24
25	26	27	28	29	30	31
1	2	3	4	5	6	7

February



2026

RYAN MANAGEMENT GROUP, INC.

January						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

March						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
	(Proposed Event) Broadway Concert Series H1(SRT)	(Proposed Event) Broadway Concert Series H1(SRT)		(Proposed Event) Tasting/Pairing Event (Black Box)		
15	16	17	18	19	20	21
		(Proposed Event) Tasting/Pairing Event (Historic Bar)				
22	23	24	25	26	27	28
	President's Day				(Proposed Event) Art-Walk Activation	
1	2	3	4	5	6	7
8	9	10	11	12	13	14

March

2026



RYAN MANAGEMENT GROUP, INC.

February						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28

April						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
	(Proposed Event) Broadway Concert Series H1 (SRT)		(Proposed Event) Painting With A Twist (Black Box)			
15	16	17	18	19	20	21
	(Proposed Event) Broadway Concert Series H1 (SRT)			(Proposed Event) Tasting/Pairing Event (Black Box)		
22	23	24	25	26	27	28
	St. Patricks Day (Proposed Event) St. Patricks Day Concert (Street)				(Proposed Event) Art-Walk Activation	
29	30	31	1	2	3	4
5	6	7	8	9	10	11

April

2026



RYAN MANAGEMENT GROUP, INC.

March						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

May						
S	M	T	W	T	F	S
						1 2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
29	30	31	1	2	3	4
				(Proposed Event) Tasting/Pairing Event (Historic Bar)		
5	6	7	8	9	10	11
			(Proposed Event) Acoustic Nights at The Black Box (Black Box)			
12	13	14	15	16	17	18
(Proposed Event) Wedding Expo Setup	(Proposed Event) Wedding Expo Setup	(Proposed Event) Wedding Expo Event	(Proposed Event) Wedding Expo Load-out		(Proposed Event) Art-Walk Activation	
19	20	21	22	23	24	25
Easter				(Proposed Event) Tasting/Pairing Event (Black Box)		
26	27	28	29	30	1	2
3	4	5	6	7	8	9

May

2026



RYAN MANAGEMENT GROUP, INC.

April						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

June						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
26	27	28	29	30	1	2
3	4	5	6	7	8	9
			(Proposed Event) Painting With A Twist (Black Box)			
10	11	12	13	14	15	16
Mothers Day (Proposed Event) Tasting/Pairing Event (Historic Bar)			(Proposed Event) Acoustic Nights at The Black Box (Black Box)	(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
17	18	19	20	21	22	23
						(Proposed Event) Beer Festival
24	25	26	27	28	29	30
	Memorial Day					
31	1	2	3	4	5	6

June

2026



RYAN MANAGEMENT GROUP, INC.

May						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
						31

July						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	1	2	3	4	5	6
7	8	9	10	11	12	13
			(Proposed Event) Acoustic Nights at The Black Box (Black Box)			
14	15	16	17	18	19	20
				(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
21	22	23	24	25	26	27
28	29	30	1	2	3	4
5	6	7	8	9	10	11

July

2026



RYAN MANAGEMENT GROUP, INC.

June						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

August						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1
2	3	4	5	6	7	8

August

2026



RYAN MANAGEMENT GROUP, INC.

July						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

September						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
			(Proposed Event) Acoustic Nights at The Black Box (Black Box)		(Proposed Event) Art-Walk Activation	
16	17	18	19	20	21	22
				(Proposed Event) Tasting/Pairing Event (Black Box)		
23	24	25	26	27	28	29
30	31	1	2	3	4	5

September



2026

RYAN MANAGEMENT GROUP, INC.

August

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

October

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
30	31	1	2	3	4	5
6	7	8	9	10	11	12
			(Proposed Event) Acoustic Nights at The Black Box (Black Box)			
13	14	15	16	17	18	19
				(Proposed Event) Tasting/Pairing Event (Black Box)	(Proposed Event) Art-Walk Activation	
20	21	22	23	24	25	26
27	28	29	30	1	2	3
4	5	6	7	8	9	10

October

2026



RYAN MANAGEMENT GROUP, INC.

September						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

November						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
27	28	29	30	1	2	3
						(Proposed Event) Car Show and Rock & Roll (Outside)
4	5	6	7	8	9	10
11	12	13	14	15	16	17
					(Proposed Event) Art-Walk Activation	
18	19	20	21	22	23	24
25	26	27	28	29	30	31
1	2	3	4	5	6	7

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Nights OFFER EXPIRATION DATE:
 Allegra Miles
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$3,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$3,000

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$12,300	\$11,120	\$9,840	\$8,660	\$7,380	\$6,200
TOTAL FIXED EXPENSES	\$8,786	\$8,666	\$8,546	\$8,426	\$8,306	\$8,186
TOTAL VARIABLE EXPENSES	\$718	\$647	\$575	\$503	\$431	\$359
NET PROFIT	\$2,796	\$1,807	\$719	-\$269	-\$1,357	-\$2,345

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$25.00
Acoustic Nights VIP	50	50	0	50	\$45.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$29.44
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Acoustic Nights GA	\$4,375	\$3,938	\$3,500	\$3,063	\$2,625	\$2,188
Acoustic Nights VIP	\$2,250	\$2,025	\$1,800	\$1,575	\$1,350	\$1,125
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700
Based on sales per seat	\$20.00					
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%					
TOTAL REVENUE	\$12,300	\$11,120	\$9,840	\$8,660	\$7,380	\$6,200

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Staff	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$336	\$336	\$336	\$336	\$336	\$336	\$336
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$300	\$300	\$270	\$240	\$210	\$180	\$150
COGS	\$900 \$3.50 per drink sold	\$900	\$810	\$720	\$630	\$540	\$450
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$8,786	\$8,786	\$8,666	\$8,546	\$8,426	\$8,306	\$8,186
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$232	\$209	\$186	\$162	\$139	\$116
SESAC	0.02%	\$1	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$15	\$14	\$12	\$11	\$9	\$8
Insurance	\$2.00 Per person	\$470	\$423	\$376	\$329	\$282	\$235
TOTAL VARIABLE EXPENSE		\$718	\$647	\$575	\$503	\$431	\$359
TOTAL EXPENSES		\$9,504	\$9,313	\$9,121	\$8,929	\$8,737	\$8,545
NET PROFIT TO RMG		\$2,796	\$1,807	\$719	-\$269	-\$1,357	-\$2,345

ARTIST VARIABLE CALC

	\$0	0%	100%	90%	80%	70%	60%	50%
TICKET REVENUE			\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313
LESS ALL EXP			\$9,504	\$9,313	\$9,121	\$8,929	\$8,737	\$8,545
Revenue for Variable Calculation			-\$2,879	-\$3,350	-\$3,821	-\$4,291	-\$4,762	-\$5,233

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Nights Betty OFFER EXPIRATION DATE:
 Fox
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$3,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$3,000

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$12,300	\$11,120	\$9,840	\$8,660	\$7,380	\$6,200
TOTAL FIXED EXPENSES	\$8,386	\$8,266	\$8,146	\$8,026	\$7,906	\$7,786
TOTAL VARIABLE EXPENSES	\$718	\$647	\$575	\$503	\$431	\$359
NET PROFIT	\$3,196	\$2,207	\$1,119	\$131	-\$957	-\$1,945

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$25.00
Acoustic Nights VIP	50	50	0	50	\$45.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$29.44
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%	
Acoustic Nights GA	\$4,375	\$3,938	\$3,500	\$3,063	\$2,625	\$2,188	
Acoustic Nights VIP	\$2,250	\$2,025	\$1,800	\$1,575	\$1,350	\$1,125	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
Ticket total	\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313	
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00	\$587.50
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
Based on sales per seat	\$20.00						
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%						
TOTAL REVENUE	\$12,300	\$11,120	\$9,840	\$8,660	\$7,380	\$6,200	

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100
Venue Staff	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$336	\$336	\$336	\$336	\$336	\$336	\$336
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$300	\$300	\$270	\$240	\$210	\$180	\$150
COGS	\$900 \$3.50 per drink sold	\$900	\$810	\$720	\$630	\$540	\$450
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$8,386	\$8,386	\$8,266	\$8,146	\$8,026	\$7,906	\$7,786
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$232	\$209	\$186	\$162	\$139	\$116
SESAC	0.02%	\$1	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$15	\$14	\$12	\$11	\$9	\$8
Insurance	\$2.00 Per person	\$470	\$423	\$376	\$329	\$282	\$235
TOTAL VARIABLE EXPENSE		\$718	\$647	\$575	\$503	\$431	\$359
TOTAL EXPENSES		\$9,104	\$8,913	\$8,721	\$8,529	\$8,337	\$8,145
NET PROFIT TO RMG		\$3,196	\$2,207	\$1,119	\$131	-\$957	-\$1,945

ARTIST VARIABLE CALC

	\$0	0%	100%	90%	80%	70%	60%	50%
TICKET REVENUE			\$6,625	\$5,963	\$5,300	\$4,638	\$3,975	\$3,313
LESS ALL EXP			\$9,104	\$8,913	\$8,721	\$8,529	\$8,337	\$8,145
Revenue for Variable Calculation			-\$2,479	-\$2,950	-\$3,421	-\$3,891	-\$4,362	-\$4,833

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Nights Carly OFFER EXPIRATION DATE:
 Jo Jackson
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$3,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$3,000

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$5,750	\$5,175	\$4,600	\$4,025	\$3,450	\$2,875
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$11,425	\$10,333	\$9,140	\$8,048	\$6,855	\$5,763
TOTAL FIXED EXPENSES	\$7,886	\$7,766	\$7,646	\$7,526	\$7,406	\$7,286
TOTAL VARIABLE EXPENSES	\$686	\$617	\$549	\$480	\$411	\$343
NET PROFIT	\$2,853	\$1,949	\$946	\$42	-\$962	-\$1,866

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$20.00
Acoustic Nights VIP	50	50	0	50	\$45.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$25.56
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%	
Acoustic Nights GA	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750	
Acoustic Nights VIP	\$2,250	\$2,025	\$1,800	\$1,575	\$1,350	\$1,125	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
Ticket total	\$5,750	\$5,175	\$4,600	\$4,025	\$3,450	\$2,875	
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00	\$587.50
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
Based on sales per seat	\$20.00						
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%						
TOTAL REVENUE	\$11,425	\$10,333	\$9,140	\$8,048	\$6,855	\$5,763	

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Venue Staff	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$336	\$336	\$336	\$336	\$336	\$336	\$336
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$300	\$300	\$270	\$240	\$210	\$180	\$150
COGS	\$900 \$3.50 per drink sold	\$900	\$810	\$720	\$630	\$540	\$450
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$7,886	\$7,886	\$7,766	\$7,646	\$7,526	\$7,406	\$7,286
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$201	\$181	\$161	\$141	\$121	\$101
SESAC	0.02%	\$1	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$13	\$12	\$11	\$9	\$8	\$7
Insurance	\$2.00 Per person	\$470	\$423	\$376	\$329	\$282	\$235
TOTAL VARIABLE EXPENSE		\$686	\$617	\$549	\$480	\$411	\$343
TOTAL EXPENSES		\$8,572	\$8,383	\$8,195	\$8,006	\$7,817	\$7,629
NET PROFIT TO RMG		\$2,853	\$1,949	\$946	\$42	-\$962	-\$1,866

ARTIST VARIABLE CALC

	\$0	0%	100%	90%	80%	70%	60%	50%
TICKET REVENUE			\$5,750	\$5,175	\$4,600	\$4,025	\$3,450	\$2,875
LESS ALL EXP			\$8,572	\$8,383	\$8,195	\$8,006	\$7,817	\$7,629
Revenue for Variable Calculation			-\$2,822	-\$3,208	-\$3,595	-\$3,981	-\$4,367	-\$4,754

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Nights Chloe OFFER EXPIRATION DATE:
 Dolandis
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$3,500 Guarantee VS 85% of Gross receipts. Total possible payout: \$3,500

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$8,125	\$7,313	\$6,500	\$5,688	\$4,875	\$4,063
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$13,800	\$12,470	\$11,040	\$9,710	\$8,280	\$6,950
TOTAL FIXED EXPENSES	\$8,286	\$8,176	\$8,066	\$7,956	\$7,846	\$7,736
TOTAL VARIABLE EXPENSES	\$775	\$697	\$620	\$542	\$465	\$387
NET PROFIT	\$4,739	\$3,597	\$2,354	\$1,212	-\$31	-\$1,173

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$35.00
Acoustic Nights VIP	50	50	0	50	\$40.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$36.11
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Acoustic Nights GA	\$6,125	\$5,513	\$4,900	\$4,288	\$3,675	\$3,063
Acoustic Nights VIP	\$2,000	\$1,800	\$1,600	\$1,400	\$1,200	\$1,000
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$8,125	\$7,313	\$6,500	\$5,688	\$4,875	\$4,063
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700
Based on sales per seat	\$20.00					
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%					
TOTAL REVENUE	\$13,800	\$12,470	\$11,040	\$9,710	\$8,280	\$6,950

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Venue Staff	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$336	\$336	\$336	\$336	\$336	\$336	\$336
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$300	\$300	\$270	\$240	\$210	\$180	\$150
COGS	\$800 \$3.50 per drink sold	\$800	\$720	\$640	\$560	\$480	\$400
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$8,286	\$8,286	\$8,176	\$8,066	\$7,956	\$7,846	\$7,736
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$284	\$256	\$228	\$199	\$171	\$142
SESAC	0.02%	\$2	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$19	\$17	\$15	\$13	\$11	\$9
Insurance	\$2.00 Per person	\$470	\$423	\$376	\$329	\$282	\$235
TOTAL VARIABLE EXPENSE		\$775	\$697	\$620	\$542	\$465	\$387
TOTAL EXPENSES		\$9,061	\$8,873	\$8,686	\$8,498	\$8,311	\$8,123
NET PROFIT TO RMG		\$4,739	\$3,597	\$2,354	\$1,212	-\$31	-\$1,173

ARTIST VARIABLE CALC

	\$0	0%	100%	90%	80%	70%	60%	50%
TICKET REVENUE			\$8,125	\$7,313	\$6,500	\$5,688	\$4,875	\$4,063
LESS ALL EXP			\$9,061	\$8,873	\$8,686	\$8,498	\$8,311	\$8,123
Revenue for Variable Calculation			-\$936	-\$1,561	-\$2,186	-\$2,811	-\$3,436	-\$4,061

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Acoustic Frankie Raye OFFER EXPIRATION DATE:
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$5,500	\$4,950	\$4,400	\$3,850	\$3,300	\$2,750
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$11,175	\$10,108	\$8,940	\$7,873	\$6,705	\$5,638
TOTAL FIXED EXPENSES	\$7,686	\$7,566	\$7,446	\$7,326	\$7,206	\$7,086
TOTAL VARIABLE EXPENSES	\$676	\$609	\$541	\$473	\$406	\$338
NET PROFIT	\$2,813	\$1,933	\$953	\$73	-\$907	-\$1,787

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$20.00
Acoustic Nights VIP	50	50	0	50	\$40.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$24.44
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Acoustic Nights GA	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Acoustic Nights VIP	\$2,000	\$1,800	\$1,600	\$1,400	\$1,200	\$1,000
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$5,500	\$4,950	\$4,400	\$3,850	\$3,300	\$2,750
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700
Based on sales per seat	\$20.00					
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%					
TOTAL REVENUE	\$11,175	\$10,108	\$8,940	\$7,873	\$6,705	\$5,638

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Staff	\$700	\$700	\$700	\$700	\$700	\$700	\$700
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$336	\$336	\$336	\$336	\$336	\$336	\$336
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$300	\$300	\$270	\$240	\$210	\$180	\$150
COGS	\$900 \$3.50 per drink sold	\$900	\$810	\$720	\$630	\$540	\$450
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$7,686	\$7,686	\$7,566	\$7,446	\$7,326	\$7,206	\$7,086
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$193	\$173	\$154	\$135	\$116	\$96
SESAC	0.02%	\$1	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$13	\$11	\$10	\$9	\$8	\$6
Insurance	\$2.00 Per person	\$470	\$423	\$376	\$329	\$282	\$235
TOTAL VARIABLE EXPENSE		\$676	\$609	\$541	\$473	\$406	\$338
TOTAL EXPENSES		\$8,362	\$8,175	\$7,987	\$7,799	\$7,612	\$7,424
NET PROFIT TO RMG		\$2,813	\$1,933	\$953	\$73	-\$907	-\$1,787

ARTIST VARIABLE CALC

	\$0	0%	100%	90%	80%	70%	60%	50%
TICKET REVENUE			\$5,500	\$4,950	\$4,400	\$3,850	\$3,300	\$2,750
LESS ALL EXP			\$8,362	\$8,175	\$7,987	\$7,799	\$7,612	\$7,424
Revenue for Variable Calculation			-\$2,862	-\$3,225	-\$3,587	-\$3,949	-\$4,312	-\$4,674

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 VENUE: Black Box
 CO PRO: xx
 OFFER DATE: xx
 EVENT DATE: xx
 # OF SHOWS: 2
 HEADLINER: Acoustic Nights The Lubben Brothers
 OFFER EXPIRATION DATE:
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$5,500	\$4,950	\$4,400	\$3,850	\$3,300	\$2,750
BAR/CONCESSION REVENUE	\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$11,175	\$10,108	\$8,940	\$7,873	\$6,705	\$5,638
TOTAL FIXED EXPENSES	\$7,486	\$7,376	\$7,266	\$7,156	\$7,046	\$6,936
TOTAL VARIABLE EXPENSES	\$676	\$609	\$541	\$473	\$406	\$338
NET PROFIT	\$3,013	\$2,123	\$1,133	\$243	-\$747	-\$1,637

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Acoustic Night GA	185	175	10	175	\$20.00
Acoustic Nights VIP	50	50	0	50	\$40.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	235	225	Total Available	225	\$24.44 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%	
Acoustic Nights GA	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750	
Acoustic Nights VIP	\$2,000	\$1,800	\$1,600	\$1,400	\$1,200	\$1,000	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
	\$0	\$0	\$0	\$0	\$0	\$0	
Ticket total	\$5,500	\$4,950	\$4,400	\$3,850	\$3,300	\$2,750	
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$1,175.00	\$1,057.50	\$940.00	\$822.50	\$705.00	\$587.50
BAR/CONCESSION REVENUE		\$4,500	\$4,100	\$3,600	\$3,200	\$2,700	\$2,300
Based on sales per seat	\$20.00						
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%						
TOTAL REVENUE	\$11,175	\$10,108	\$8,940	\$7,873	\$6,705	\$5,638	

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TODAY'S DATE: DATE: VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Allen Stone OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$15,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$19,290

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$72,493	\$65,244	\$57,994	\$50,745	\$43,496	\$36,247
BAR/CONCESSION REVENUE	\$23,600	\$21,200	\$18,900	\$16,500	\$14,100	\$11,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$102,188	\$91,929	\$81,770	\$71,512	\$61,253	\$51,094
TOTAL FIXED EXPENSES	\$44,642	\$44,042	\$43,442	\$42,842	\$42,242	\$41,642
TOTAL VARIABLE EXPENSES	\$5,156	\$4,641	\$4,125	\$3,610	\$3,094	\$2,578
NET PROFIT	\$33,099	\$28,246	\$19,203	\$10,060	\$917	-\$8,126

REVENUE:

	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
TICKET SALES					
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		0	35	\$75.00
VIP	470		20	450	\$70.00
Premium	220		10	210	\$60.00
Premium 2	310		10	300	\$55.00
General Admission	120		0	120	\$45.00
General Admission 2	64		0	64	\$37.00
	1219		Total Available	1179	\$60.21 Average

	100%	90%	80%	70%	60%	50%
TICKET REVENUE						
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$2,625	\$2,363	\$2,100	\$1,838	\$1,575	\$1,313
VIP	\$31,500	\$28,350	\$25,200	\$22,050	\$18,900	\$15,750
Premium	\$12,600	\$11,340	\$10,080	\$8,820	\$7,560	\$6,300
Premium 2	\$16,500	\$14,850	\$13,200	\$11,550	\$9,900	\$8,250
General Admission	\$5,400	\$4,860	\$4,320	\$3,780	\$3,240	\$2,700
General Admission 2	\$2,368	\$2,131	\$1,894	\$1,658	\$1,421	\$1,184
Ticket total	\$72,493	\$65,244	\$57,994	\$50,745	\$43,496	\$36,247

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$20.00	\$23,600	\$21,200	\$18,900	\$16,500	\$14,100	\$11,800
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$102,188	\$91,929	\$81,770	\$71,512	\$61,253	\$51,094

EXPENSES:	100%	90%	80%	70%	60%	50%
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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Bacon & Bourbon

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$42,650	\$38,385	\$34,120	\$29,855	\$25,590	\$21,325
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$50,800	\$45,650	\$40,600	\$35,550	\$30,500	\$25,350
TOTAL FIXED EXPENSES	\$25,656	\$24,306	\$22,956	\$21,606	\$20,256	\$18,906
TOTAL VARIABLE EXPENSES	\$2,739	\$2,465	\$2,192	\$1,918	\$1,644	\$1,370
NET PROFIT	\$22,405	\$18,879	\$15,453	\$12,026	\$8,600	\$5,074

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Bacon & Bourbon GA	400	370	30	370	\$65.00
Bacon & Bourbon VIP	170	155	15	155	\$120.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$81.24 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$24,050	\$21,645	\$19,240	\$16,835	\$14,430	\$12,025
Bacon & Bourbon VIP	\$18,600	\$16,740	\$14,880	\$13,020	\$11,160	\$9,300
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$42,650	\$38,385	\$34,120	\$29,855	\$25,590	\$21,325

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$50,800	\$45,650	\$40,600	\$35,550	\$30,500	\$25,350

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$700	\$700	\$700	\$700	\$700	\$700	\$700
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$9,000	\$9,000	\$8,100	\$7,200	\$6,300	\$5,400	\$4,500
COGS	\$4,500 \$3.50 per drink sold	\$4,500	\$4,050	\$3,600	\$3,150	\$2,700	\$2,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$26,656	\$25,656	\$24,306	\$22,956	\$21,606	\$20,256	\$18,906
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,493	\$1,343	\$1,194	\$1,045	\$896	\$746
SESAC	0.02%	\$9	\$8	\$7	\$6	\$5	\$4
ASCAP/BMI	0.23%	\$98	\$88	\$78	\$69	\$59	\$49
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,739	\$2,465	\$2,192	\$1,918	\$1,644	\$1,370
TOTAL EXPENSES		\$28,395	\$26,771	\$25,148	\$23,524	\$21,900	\$20,276
NET PROFIT TO RMG		\$22,405	\$18,879	\$15,453	\$12,026	\$8,600	\$5,074

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$42,650	\$38,385	\$34,120	\$29,855	\$25,590	\$21,325
LESS ALL EXP	\$28,395	\$26,771	\$25,148	\$23,524	\$21,900	\$20,276
Revenue for Variable Calculation	\$14,255	\$11,614	\$8,973	\$6,331	\$3,690	\$1,049

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 9-12p; 1-3pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Bloody Mary Brunch

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$31,975	\$28,778	\$25,580	\$22,383	\$19,185	\$15,988
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$40,125	\$36,043	\$32,060	\$28,078	\$24,095	\$20,013
TOTAL FIXED EXPENSES	\$23,106	\$21,956	\$20,806	\$19,656	\$18,506	\$17,356
TOTAL VARIABLE EXPENSES	\$2,339	\$2,105	\$1,871	\$1,637	\$1,403	\$1,170
NET PROFIT	\$14,680	\$11,981	\$9,383	\$6,784	\$4,186	\$1,487

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Bloody Mary Brunch GA	400	370	30	370	\$55.00
Bloody Mary Brunch VIP	170	155	15	155	\$75.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$60.90 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Bloody Mary Brunch GA	\$20,350	\$18,315	\$16,280	\$14,245	\$12,210	\$10,175
Bloody Mary Brunch VIP	\$11,625	\$10,463	\$9,300	\$8,138	\$6,975	\$5,813
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$31,975	\$28,778	\$25,580	\$22,383	\$19,185	\$15,988

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$40,125	\$36,043	\$32,060	\$28,078	\$24,095	\$20,013

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$8,000	\$8,000	\$7,200	\$6,400	\$5,600	\$4,800	\$4,000
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$24,106	\$23,106	\$21,956	\$20,806	\$19,656	\$18,506	\$17,356
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,119	\$1,007	\$895	\$783	\$671	\$560
SESAC	0.02%	\$6	\$6	\$5	\$4	\$4	\$3
ASCAP/BMI	0.23%	\$74	\$66	\$59	\$51	\$44	\$37
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,339	\$2,105	\$1,871	\$1,637	\$1,403	\$1,170
TOTAL EXPENSES		\$25,445	\$24,061	\$22,677	\$21,293	\$19,909	\$18,526
NET PROFIT TO RMG		\$14,680	\$11,981	\$9,383	\$6,784	\$4,186	\$1,487

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
	\$0 0%						
TICKET REVENUE		\$31,975	\$28,778	\$25,580	\$22,383	\$19,185	\$15,988
LESS ALL EXP		\$25,445	\$24,061	\$22,677	\$21,293	\$19,909	\$18,526
Revenue for Variable Calculation		\$6,530	\$4,716	\$2,903	\$1,089	-\$724	-\$2,538

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE 1 VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Broadway Master Class OFFER EXPIRATION DATE:
 FROM: 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$5,425	\$4,883	\$4,340	\$3,798	\$3,255	\$2,713
BAR/CONCESSION REVENUE	\$3,300	\$3,000	\$2,700	\$2,300	\$2,000	\$1,700
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$9,675	\$8,738	\$7,800	\$6,763	\$5,825	\$4,888
TOTAL FIXED EXPENSES	\$5,830	\$5,670	\$5,510	\$5,350	\$5,190	\$5,030
TOTAL VARIABLE EXPENSES	\$583	\$525	\$467	\$408	\$350	\$292
NET PROFIT	\$3,262	\$2,542	\$1,823	\$1,004	\$285	-\$434

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Broadway Master Class GA	150	145	5	145	\$25.00
Broadway Master Class VIP	40	40	0	40	\$45.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	190	185	Total Available	185	\$29.32 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Broadway Master Class GA	\$3,625	\$3,263	\$2,900	\$2,538	\$2,175	\$1,813
Broadway Master Class VIP	\$1,800	\$1,620	\$1,440	\$1,260	\$1,080	\$900
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$5,425	\$4,883	\$4,340	\$3,798	\$3,255	\$2,713

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$950.00	\$855.00	\$760.00	\$665.00	\$570.00	\$475.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$18.00	\$3,300	\$3,000	\$2,700	\$2,300	\$2,000	\$1,700
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$9,675	\$8,738	\$7,800	\$6,763	\$5,825	\$4,888

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Staff	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$280	\$280	\$280	\$280	\$280	\$280	\$280
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$800	\$800	\$720	\$640	\$560	\$480	\$400
COGS	\$800 \$3.50 per drink sold	\$800	\$720	\$640	\$560	\$480	\$400
Bar Staffing	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Production Staff	\$800 Stagehands	\$800	\$800	\$800	\$800	\$800	\$800
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$5,000						
Artist Hotel	\$500						
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$11,330	\$5,830	\$5,670	\$5,510	\$5,350	\$5,190	\$5,030
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$190	\$171	\$152	\$133	\$114	\$95
SESAC	0.02%	\$1	\$1	\$1	\$1	\$1	\$1
ASCAP/BMI	0.23%	\$12	\$11	\$10	\$9	\$7	\$6
Insurance	\$2.00 Per person	\$380	\$342	\$304	\$266	\$228	\$190
TOTAL VARIABLE EXPENSE		\$583	\$525	\$467	\$408	\$350	\$292
TOTAL EXPENSES		\$6,413	\$6,195	\$5,977	\$5,758	\$5,540	\$5,322
NET PROFIT TO RMG		\$3,262	\$2,542	\$1,823	\$1,004	\$285	-\$434

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$5,425	\$4,883	\$4,340	\$3,798	\$3,255	\$2,713
LESS ALL EXP	\$6,413	\$6,195	\$5,977	\$5,758	\$5,540	\$5,322
Revenue for Variable Calculation	-\$988	-\$1,313	-\$1,637	-\$1,961	-\$2,285	-\$2,609

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Bubbles & Bites

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$35,840	\$32,256	\$28,672	\$25,088	\$21,504	\$17,920
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$43,990	\$39,521	\$35,152	\$30,783	\$26,414	\$21,945
TOTAL FIXED EXPENSES	\$27,106	\$25,756	\$24,406	\$23,056	\$21,706	\$20,356
TOTAL VARIABLE EXPENSES	\$2,484	\$2,236	\$1,987	\$1,739	\$1,490	\$1,242
NET PROFIT	\$14,400	\$11,529	\$8,759	\$5,988	\$3,218	\$347

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Bubbles & Bites GA	400	370	30	370	\$60.00
Bubbles & Bites VIP	170	155	15	155	\$88.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$68.27 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Bubbles & Bites GA	\$22,200	\$19,980	\$17,760	\$15,540	\$13,320	\$11,100
Bubbles & Bites VIP	\$13,640	\$12,276	\$10,912	\$9,548	\$8,184	\$6,820
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$35,840	\$32,256	\$28,672	\$25,088	\$21,504	\$17,920

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$43,990	\$39,521	\$35,152	\$30,783	\$26,414	\$21,945

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$10,000	\$10,000	\$9,000	\$8,000	\$7,000	\$6,000	\$5,000
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$28,106	\$27,106	\$25,756	\$24,406	\$23,056	\$21,706	\$20,356
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,254	\$1,129	\$1,004	\$878	\$753	\$627
SESAC	0.02%	\$7	\$6	\$6	\$5	\$4	\$4
ASCAP/BMI	0.23%	\$82	\$74	\$66	\$58	\$49	\$41
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,484	\$2,236	\$1,987	\$1,739	\$1,490	\$1,242
TOTAL EXPENSES		\$29,590	\$27,992	\$26,393	\$24,795	\$23,196	\$21,598
NET PROFIT TO RMG		\$14,400	\$11,529	\$8,759	\$5,988	\$3,218	\$347

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$35,840	\$32,256	\$28,672	\$25,088	\$21,504	\$17,920
LESS ALL EXP	\$29,590	\$27,992	\$26,393	\$24,795	\$23,196	\$21,598
Revenue for Variable Calculation	\$6,250	\$4,264	\$2,279	\$293	-\$1,692	-\$3,678

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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FIXED COSTS

Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$36,142	\$36,142	\$35,542	\$34,942	\$34,342	\$33,742	\$33,142

VARIABLE COSTS

Credit Card Fee's	3.50%	\$2,046	\$1,841	\$1,637	\$1,432	\$1,228	\$1,023
SESAC	0.02%	\$12	\$11	\$9	\$8	\$7	\$6
ASCAP/BMI	0.23%	\$134	\$121	\$108	\$94	\$81	\$67
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$4,630	\$4,167	\$3,704	\$3,241	\$2,778	\$2,315
TOTAL EXPENSES		\$40,772	\$39,709	\$38,646	\$37,583	\$36,520	\$35,457
NET PROFIT TO RMG		\$47,376	\$39,584	\$31,892	\$24,101	\$16,309	\$8,617

ARTIST VARIABLE CALC

\$6,500	85%	100%	90%	80%	70%	60%	50%
TICKET REVENUE		\$58,453	\$52,608	\$46,762	\$40,917	\$35,072	\$29,227
LESS ALL EXP		\$40,772	\$39,709	\$38,646	\$37,583	\$36,520	\$35,457
Revenue for Variable Calculation		\$17,681	\$12,899	\$8,116	\$3,334	-\$1,448	-\$6,230

ARTIST TOTAL COST

Guarantee	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Variable	\$15,029	\$10,964	\$6,899	\$2,834	-\$1,231	-\$5,296	
Total Artist Cost	\$15,029	\$10,964	\$6,899	\$6,500	\$15,000	\$15,000	

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Burgers & Brews

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$23,025	\$20,723	\$18,420	\$16,118	\$13,815	\$11,513
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$31,175	\$27,988	\$24,900	\$21,813	\$18,725	\$15,538
TOTAL FIXED EXPENSES	\$16,606	\$15,906	\$15,206	\$14,506	\$13,806	\$13,106
TOTAL VARIABLE EXPENSES	\$2,003	\$1,803	\$1,603	\$1,402	\$1,202	\$1,002
NET PROFIT	\$12,566	\$10,278	\$8,091	\$5,904	\$3,717	\$1,430

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Burgers & Brews GA	400	370	30	370	\$35.00
Burgers & Brews VIP	170	155	15	155	\$65.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$43.86 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Burgers & Brews GA	\$12,950	\$11,655	\$10,360	\$9,065	\$7,770	\$6,475
Burgers & Brews VIP	\$10,075	\$9,068	\$8,060	\$7,053	\$6,045	\$5,038
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$23,025	\$20,723	\$18,420	\$16,118	\$13,815	\$11,513

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$31,175	\$27,988	\$24,900	\$21,813	\$18,725	\$15,538

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$5,000	\$5,000	\$4,500	\$4,000	\$3,500	\$3,000	\$2,500
COGS	\$2,000 \$3.50 per drink sold	\$2,000	\$1,800	\$1,600	\$1,400	\$1,200	\$1,000
Bar Staffing	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$17,606	\$16,606	\$15,906	\$15,206	\$14,506	\$13,806	\$13,106
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$806	\$725	\$645	\$564	\$484	\$403
SESAC	0.02%	\$5	\$4	\$4	\$3	\$3	\$2
ASCAP/BMI	0.23%	\$53	\$48	\$42	\$37	\$32	\$26
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,003	\$1,803	\$1,603	\$1,402	\$1,202	\$1,002
TOTAL EXPENSES		\$18,609	\$17,709	\$16,809	\$15,908	\$15,008	\$14,108
NET PROFIT TO RMG		\$12,566	\$10,278	\$8,091	\$5,904	\$3,717	\$1,430

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
	\$0 0%						
TICKET REVENUE		\$23,025	\$20,723	\$18,420	\$16,118	\$13,815	\$11,513
LESS ALL EXP		\$18,609	\$17,709	\$16,809	\$15,908	\$15,008	\$14,108
Revenue for Variable Calculation		\$4,416	\$3,013	\$1,611	\$209	-\$1,193	-\$2,595

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE VENUE: Black Box OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 2 HEADLINER: Cider Fest OFFER EXPIRATION DATE:
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$21,475	\$19,328	\$17,180	\$15,033	\$12,885	\$10,738
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$29,625	\$26,593	\$23,660	\$20,728	\$17,795	\$14,763
TOTAL FIXED EXPENSES	\$17,606	\$16,806	\$16,006	\$15,206	\$14,406	\$13,606
TOTAL VARIABLE EXPENSES	\$1,945	\$1,751	\$1,556	\$1,362	\$1,167	\$973
NET PROFIT	\$10,074	\$8,036	\$6,098	\$4,160	\$2,222	\$184

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Cider Fest GA	400	370	30	370	\$35.00
Cider Fest VIP	170	155	15	155	\$55.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$40.90 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Cider Fest GA	\$12,950	\$11,655	\$10,360	\$9,065	\$7,770	\$6,475
Cider Fest VIP	\$8,525	\$7,673	\$6,820	\$5,968	\$5,115	\$4,263
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$21,475	\$19,328	\$17,180	\$15,033	\$12,885	\$10,738
Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00
BAR/CONCESSION REVENUE		\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE	\$29,625	\$26,593	\$23,660	\$20,728	\$17,795	\$14,763

EXPENSES:	100%	90%	80%	70%	60%	50%
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TODAY'S DATE: DATE VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Easton Corbin OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$25,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$37,097

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$98,258	\$88,432	\$78,606	\$68,781	\$58,955	\$49,129
BAR/CONCESSION REVENUE	\$29,500	\$26,500	\$23,600	\$20,600	\$17,700	\$14,700
MERCHANDISE REVENUE	\$9,800	\$8,800	\$7,800	\$6,800	\$5,900	\$4,900
TOTAL REVENUE	\$143,653	\$129,218	\$114,882	\$100,447	\$86,212	\$71,777
TOTAL FIXED EXPENSES	\$49,080	\$48,680	\$48,280	\$47,880	\$47,480	\$47,080
TOTAL VARIABLE EXPENSES	\$5,535	\$4,981	\$4,428	\$3,874	\$3,321	\$2,767
NET PROFIT	\$51,942	\$46,001	\$37,175	\$23,693	\$10,411	-\$3,071

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		0	40	\$65.00
Orchestra Pit	35		0	35	\$150.00
VIP	470		10	460	\$95.00
Premium	220		10	210	\$80.00
Premium 2	310		20	290	\$70.00
General Admission	120		0	120	\$55.00
General Admission 2	64		0	64	\$47.00
	1219		40	Total Available	1179
					\$81.13
					Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$2,600	\$2,340	\$2,080	\$1,820	\$1,560	\$1,300
Orchestra Pit	\$5,250	\$4,725	\$4,200	\$3,675	\$3,150	\$2,625
VIP	\$43,700	\$39,330	\$34,960	\$30,590	\$26,220	\$21,850
Premium	\$16,800	\$15,120	\$13,440	\$11,760	\$10,080	\$8,400
Premium 2	\$20,300	\$18,270	\$16,240	\$14,210	\$12,180	\$10,150
General Admission	\$6,600	\$5,940	\$5,280	\$4,620	\$3,960	\$3,300
General Admission 2	\$3,008	\$2,707	\$2,406	\$2,106	\$1,805	\$1,504
Ticket total	\$98,258	\$88,432	\$78,606	\$68,781	\$58,955	\$49,129

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$25.00	\$29,500	\$26,500	\$23,600	\$20,600	\$17,700	\$14,700
MERCHANDISE REVENUE							
Based on split % @ \$20/person	10%	\$9,800.00	\$8,800.00	\$7,800.00	\$6,800.00	\$5,900.00	\$4,900.00
TOTAL REVENUE		\$143,653	\$129,218	\$114,882	\$100,447	\$86,212	\$71,777

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$1,000	\$1,000	\$900	\$800	\$700	\$600	\$500
COGS	\$3,000 \$3.50 per drink sold	\$3,000	\$2,700	\$2,400	\$2,100	\$1,800	\$1,500
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$1,750 Sound/Lights	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750
Backline Rental	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$49,080	\$49,080	\$48,680	\$48,280	\$47,880	\$47,480	\$47,080
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$3,439	\$3,095	\$2,751	\$2,407	\$2,063	\$1,720
SESAC	0.03%	\$31	\$28	\$25	\$22	\$19	\$16
ASCAP/BMI	0.55%	\$540	\$486	\$432	\$378	\$324	\$270
Insurance	\$1.25 Per person	\$1,524	\$1,371	\$1,219	\$1,067	\$914	\$762
TOTAL VARIABLE EXPENSE		\$5,535	\$4,981	\$4,428	\$3,874	\$3,321	\$2,767
TOTAL EXPENSES		\$54,615	\$53,661	\$52,708	\$51,754	\$50,801	\$49,847
NET PROFIT TO RMG		\$89,038	\$75,557	\$62,175	\$48,693	\$35,411	\$21,929

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
	\$25,000 85%						
TICKET REVENUE		\$98,258	\$88,432	\$78,606	\$68,781	\$58,955	\$49,129
LESS ALL EXP		\$54,615	\$53,661	\$52,708	\$51,754	\$50,801	\$49,847
Revenue for Variable Calculation		\$43,643	\$34,771	\$25,899	\$17,026	\$8,154	-\$718

ARTIST TOTAL COST

Guarantee	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Variable	\$37,097	\$29,555	\$22,014	\$14,472	\$6,931	-\$611	
Total Artist Cost	\$37,097	\$29,555	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000

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TODAY'S DATE: DATE 1 VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Special G Love & OFFER EXPIRATION DATE:
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 FROM:
 PHONE:
 TERMS: \$7,500 Guarantee VS 85% of Gross receipts. Total possible payout: \$22,924

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
BAR/CONCESSION REVENUE	\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899
TOTAL FIXED EXPENSES	\$36,142	\$35,642	\$35,142	\$34,642	\$34,142	\$33,642
TOTAL VARIABLE EXPENSES	\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
NET PROFIT	\$27,840	\$24,559	\$21,278	\$18,097	-\$5,249	-\$6,950

REVENUE:

	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
TICKET SALES					
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		0	35	\$75.00
VIP	470		20	450	\$65.00
Premium	220		10	210	\$60.00
Premium 2	310		10	300	\$54.00
General Admission	120		0	120	\$35.00
General Admission 2	64		0	64	\$27.00
	1219		Total Available	1179	\$56.49 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$2,625	\$2,363	\$2,100	\$1,838	\$1,575	\$1,313
VIP	\$29,250	\$26,325	\$23,400	\$20,475	\$17,550	\$14,625
Premium	\$12,600	\$11,340	\$10,080	\$8,820	\$7,560	\$6,300
Premium 2	\$16,200	\$14,580	\$12,960	\$11,340	\$9,720	\$8,100
General Admission	\$4,200	\$3,780	\$3,360	\$2,940	\$2,520	\$2,100
General Admission 2	\$1,728	\$1,555	\$1,382	\$1,210	\$1,037	\$864
Ticket total	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE		\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
Based on sales per seat	\$15.00						
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%						
TOTAL REVENUE		\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899

EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Artist Hotel	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Transportation	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Airfare	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Fixed Costs	\$36,142	\$36,142	\$35,642	\$35,142	\$34,642	\$34,142	\$33,642
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,384	\$2,145	\$1,907	\$1,669	\$1,430	\$1,192
SESAC	0.02%	\$14	\$12	\$11	\$10	\$8	\$7
ASCAP/BMI	0.23%	\$157	\$141	\$125	\$110	\$94	\$78
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
TOTAL EXPENSES		\$41,134	\$40,135	\$39,135	\$38,136	\$37,137	\$36,138
NET PROFIT TO RMG		\$50,764	\$42,544	\$34,323	\$26,202	\$17,982	\$9,761

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$7,500 85%						
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
LESS ALL EXP	\$41,134	\$40,135	\$39,135	\$38,136	\$37,137	\$36,138
Revenue for Variable Calculation	\$26,969	\$21,158	\$15,347	\$9,536	\$3,725	-\$2,086

ARTIST TOTAL COST

Guarantee	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Variable	\$22,924	\$17,984	\$13,045	\$8,105	\$3,166	-\$1,773
Total Artist Cost	\$22,924	\$17,984	\$13,045	\$8,105	\$23,231	\$16,711

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FIXED COSTS

Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680	\$1,680
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$1,000	\$1,000	\$900	\$800	\$700	\$600	\$500
COGS	\$3,000 \$3.50 per drink sold	\$3,000	\$2,700	\$2,400	\$2,100	\$1,800	\$1,500
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$1,750 Sound/Lights	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750
Backline Rental	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$50,580	\$50,580	\$50,180	\$49,780	\$49,380	\$48,980	\$48,580

VARIABLE COSTS

Credit Card Fee's	3.50%	\$3,365	\$3,028	\$2,692	\$2,355	\$2,019	\$1,682
SESAC	0.03%	\$31	\$28	\$25	\$22	\$18	\$15
ASCAP/BMI	0.55%	\$529	\$476	\$423	\$370	\$317	\$264
Insurance	\$1.25 Per person	\$1,524	\$1,371	\$1,219	\$1,067	\$914	\$762
TOTAL VARIABLE EXPENSE		\$5,448	\$4,903	\$4,358	\$3,814	\$3,269	\$2,724
TOTAL EXPENSES		\$56,028	\$55,083	\$54,138	\$53,194	\$52,249	\$51,304
NET PROFIT TO RMG		\$85,500	\$72,222	\$59,044	\$45,766	\$32,688	\$19,410

ARTIST VARIABLE CALC

\$27,000	85%	100%	90%	80%	70%	60%	50%
TICKET REVENUE		\$96,133	\$86,520	\$76,906	\$67,293	\$57,680	\$48,067
LESS ALL EXP		\$56,028	\$55,083	\$54,138	\$53,194	\$52,249	\$51,304
Revenue for Variable Calculation		\$40,105	\$31,437	\$22,768	\$14,100	\$5,431	-\$3,237

ARTIST TOTAL COST

Guarantee	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000	\$27,000
Variable	\$34,089	\$26,721	\$19,353	\$11,985	\$4,616	-\$2,752	
Total Artist Cost	\$34,089	\$27,000	\$27,000	\$27,000	\$27,000	\$35,000	\$35,000

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$39,642	\$39,642	\$39,042	\$38,442	\$37,842	\$37,242	\$36,642
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,384	\$2,145	\$1,907	\$1,669	\$1,430	\$1,192
SESAC	0.02%	\$14	\$12	\$11	\$10	\$8	\$7
ASCAP/BMI	0.23%	\$157	\$141	\$125	\$110	\$94	\$78
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
TOTAL EXPENSES		\$44,634	\$43,535	\$42,435	\$41,336	\$40,237	\$39,138
NET PROFIT TO RMG		\$59,064	\$49,744	\$40,523	\$31,202	\$21,982	\$12,661

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
\$10,000	85%						
TICKET REVENUE		\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
LESS ALL EXP		\$44,634	\$43,535	\$42,435	\$41,336	\$40,237	\$39,138
Revenue for Variable Calculation		\$23,469	\$17,758	\$12,047	\$6,336	\$625	-\$5,086

ARTIST TOTAL COST

Guarantee	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Variable	\$19,949	\$15,094	\$10,240	\$5,385	\$531	-\$4,323	
Total Artist Cost	\$19,949	\$15,094	\$10,240	\$10,000	\$23,231	\$16,711	

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TODAY'S DATE: DATE: VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Mandy Gonzalez OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$30,000 Guarantee. Total possible payout: \$30,000

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$89,668	\$80,701	\$71,734	\$62,768	\$53,801	\$44,834
BAR/CONCESSION REVENUE	\$20,000	\$18,000	\$16,000	\$14,000	\$12,000	\$10,000
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$115,763	\$104,187	\$92,610	\$81,034	\$69,458	\$57,882
TOTAL FIXED EXPENSES	\$57,044	\$56,559	\$56,074	\$55,589	\$55,104	\$54,619
TOTAL VARIABLE EXPENSES	\$5,801	\$5,220	\$4,640	\$4,060	\$3,480	\$2,900
NET PROFIT	\$52,918	\$42,407	\$31,896	\$21,385	\$10,873	\$362

REVENUE:

	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
TICKET SALES					
Reception M&G	75		35	40	\$50.00
Orchestra Pit	35		5	30	\$140.00
VIP	470		15	455	\$88.00
Premium	220		0	220	\$75.00
Premium 2	310		20	290	\$64.00
General Admission	120		0	120	\$50.00
General Admission 2	64		0	64	\$37.00
	1219		Total Available	1179	\$74.36 Average

	100%	90%	80%	70%	60%	50%
TICKET REVENUE						
Reception M&G	\$2,000	\$1,800	\$1,600	\$1,400	\$1,200	\$1,000
Orchestra Pit	\$4,200	\$3,780	\$3,360	\$2,940	\$2,520	\$2,100
VIP	\$40,040	\$36,036	\$32,032	\$28,028	\$24,024	\$20,020
Premium	\$16,500	\$14,850	\$13,200	\$11,550	\$9,900	\$8,250
Premium 2	\$18,560	\$16,704	\$14,848	\$12,992	\$11,136	\$9,280
General Admission	\$6,000	\$5,400	\$4,800	\$4,200	\$3,600	\$3,000
General Admission 2	\$2,368	\$2,131	\$1,894	\$1,658	\$1,421	\$1,184
Ticket total	\$89,668	\$80,701	\$71,734	\$62,768	\$53,801	\$44,834

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$17.00	\$20,000	\$18,000	\$16,000	\$14,000	\$12,000	\$10,000
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$115,763	\$104,187	\$92,610	\$81,034	\$69,458	\$57,882

EXPENSES:	100%	90%	80%	70%	60%	50%
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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Margarita Night

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$37,225	\$33,503	\$29,780	\$26,058	\$22,335	\$18,613
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$45,375	\$40,768	\$36,260	\$31,753	\$27,245	\$22,638
TOTAL FIXED EXPENSES	\$25,106	\$23,856	\$22,606	\$21,356	\$20,106	\$18,856
TOTAL VARIABLE EXPENSES	\$2,536	\$2,282	\$2,029	\$1,775	\$1,522	\$1,268
NET PROFIT	\$17,733	\$14,629	\$11,625	\$8,621	\$5,617	\$2,514

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Margarita Night GA	400	370	30	370	\$65.00
Margarita Night VIP	170	155	15	155	\$85.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$70.90 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Margarita GA	\$24,050	\$21,645	\$19,240	\$16,835	\$14,430	\$12,025
Margarita Night VIP	\$13,175	\$11,858	\$10,540	\$9,223	\$7,905	\$6,588
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$37,225	\$33,503	\$29,780	\$26,058	\$22,335	\$18,613

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$45,375	\$40,768	\$36,260	\$31,753	\$27,245	\$22,638

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$9,000	\$9,000	\$8,100	\$7,200	\$6,300	\$5,400	\$4,500
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$26,106	\$25,106	\$23,856	\$22,606	\$21,356	\$20,106	\$18,856
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,303	\$1,173	\$1,042	\$912	\$782	\$651
SESAC	0.02%	\$7	\$7	\$6	\$5	\$4	\$4
ASCAP/BMI	0.23%	\$86	\$77	\$68	\$60	\$51	\$43
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,536	\$2,282	\$2,029	\$1,775	\$1,522	\$1,268
TOTAL EXPENSES		\$27,642	\$26,138	\$24,635	\$23,131	\$21,628	\$20,124
NET PROFIT TO RMG		\$17,733	\$14,629	\$11,625	\$8,621	\$5,617	\$2,514

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$37,225	\$33,503	\$29,780	\$26,058	\$22,335	\$18,613
LESS ALL EXP	\$27,642	\$26,138	\$24,635	\$23,131	\$21,628	\$20,124
Revenue for Variable Calculation	\$9,583	\$7,364	\$5,145	\$2,926	\$707	-\$1,511

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Martini Experience

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$33,180	\$29,862	\$26,544	\$23,226	\$19,908	\$16,590
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$41,330	\$37,127	\$33,024	\$28,921	\$24,818	\$20,615
TOTAL FIXED EXPENSES	\$24,606	\$23,406	\$22,206	\$21,006	\$19,806	\$18,606
TOTAL VARIABLE EXPENSES	\$2,384	\$2,146	\$1,907	\$1,669	\$1,431	\$1,192
NET PROFIT	\$14,340	\$11,575	\$8,911	\$6,246	\$3,581	\$817

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Martini Experience GA	400	370	30	370	\$57.00
Martini Experience VIP	170	155	15	155	\$78.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$63.20 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Martini Experience GA	\$21,090	\$18,981	\$16,872	\$14,763	\$12,654	\$10,545
Martini Experience VIP	\$12,090	\$10,881	\$9,672	\$8,463	\$7,254	\$6,045
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$33,180	\$29,862	\$26,544	\$23,226	\$19,908	\$16,590

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$41,330	\$37,127	\$33,024	\$28,921	\$24,818	\$20,615

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$8,500	\$8,500	\$7,650	\$6,800	\$5,950	\$5,100	\$4,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$25,606	\$24,606	\$23,406	\$22,206	\$21,006	\$19,806	\$18,606
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,161	\$1,045	\$929	\$813	\$697	\$581
SESAC	0.02%	\$7	\$6	\$5	\$5	\$4	\$3
ASCAP/BMI	0.23%	\$76	\$69	\$61	\$53	\$46	\$38
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,384	\$2,146	\$1,907	\$1,669	\$1,431	\$1,192
TOTAL EXPENSES		\$26,990	\$25,552	\$24,113	\$22,675	\$21,237	\$19,798
NET PROFIT TO RMG		\$14,340	\$11,575	\$8,911	\$6,246	\$3,581	\$817

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$33,180	\$29,862	\$26,544	\$23,226	\$19,908	\$16,590
LESS ALL EXP	\$26,990	\$25,552	\$24,113	\$22,675	\$21,237	\$19,798
Revenue for Variable Calculation	\$6,190	\$4,310	\$2,431	\$551	-\$1,329	-\$3,208

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Mayday Parade OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$7,500 Guarantee VS 85% of Gross receipts. Total possible payout: \$22,499

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
BAR/CONCESSION REVENUE	\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899
TOTAL FIXED EXPENSES	\$36,642	\$36,142	\$35,642	\$35,142	\$34,642	\$34,142
TOTAL VARIABLE EXPENSES	\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
NET PROFIT	\$27,765	\$24,484	\$21,203	\$18,022	-\$5,749	-\$7,450

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		0	35	\$75.00
VIP	470		20	450	\$65.00
Premium	220		10	210	\$60.00
Premium 2	310		10	300	\$54.00
General Admission	120		0	120	\$35.00
General Admission 2	64		0	64	\$27.00
	1219		Total Available	1179	\$56.49 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$2,625	\$2,363	\$2,100	\$1,838	\$1,575	\$1,313
VIP	\$29,250	\$26,325	\$23,400	\$20,475	\$17,550	\$14,625
Premium	\$12,600	\$11,340	\$10,080	\$8,820	\$7,560	\$6,300
Premium 2	\$16,200	\$14,580	\$12,960	\$11,340	\$9,720	\$8,100
General Admission	\$4,200	\$3,780	\$3,360	\$2,940	\$2,520	\$2,100
General Admission 2	\$1,728	\$1,555	\$1,382	\$1,210	\$1,037	\$864
Ticket total	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$15.00	\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$3,000 Stagehands	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Artist Hotel	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Transportation	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Airfare	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Fixed Costs	\$36,642	\$36,642	\$36,142	\$35,642	\$35,142	\$34,642	\$34,142
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,384	\$2,145	\$1,907	\$1,669	\$1,430	\$1,192
SESAC	0.02%	\$14	\$12	\$11	\$10	\$8	\$7
ASCAP/BMI	0.23%	\$157	\$141	\$125	\$110	\$94	\$78
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
TOTAL EXPENSES		\$41,634	\$40,635	\$39,635	\$38,636	\$37,637	\$36,638
NET PROFIT TO RMG		\$50,264	\$42,044	\$33,823	\$25,702	\$17,482	\$9,261

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$7,500 85%						
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
LESS ALL EXP	\$41,634	\$40,635	\$39,635	\$38,636	\$37,637	\$36,638
Revenue for Variable Calculation	\$26,469	\$20,658	\$14,847	\$9,036	\$3,225	-\$2,586

ARTIST TOTAL COST

Guarantee	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Variable	\$22,499	\$17,559	\$12,620	\$7,680	\$2,741	-\$2,198
Total Artist Cost	\$22,499	\$17,559	\$12,620	\$7,680	\$23,231	\$16,711

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Mojitos & Seafood

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$35,075	\$31,568	\$28,060	\$24,553	\$21,045	\$17,538
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$43,225	\$38,833	\$34,540	\$30,248	\$25,955	\$21,563
TOTAL FIXED EXPENSES	\$25,106	\$23,756	\$22,406	\$21,056	\$19,706	\$18,356
TOTAL VARIABLE EXPENSES	\$2,455	\$2,210	\$1,964	\$1,719	\$1,473	\$1,228
NET PROFIT	\$15,664	\$12,867	\$10,170	\$7,473	\$4,776	\$1,979

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Mojitos & Seafood GA	400	370	30	370	\$55.00
Mojitos & Seafood VIP	170	155	15	155	\$95.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$66.81 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Mojitos & Seafood GA	\$20,350	\$18,315	\$16,280	\$14,245	\$12,210	\$10,175
Mojitos & Seafood VIP	\$14,725	\$13,253	\$11,780	\$10,308	\$8,835	\$7,363
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$35,075	\$31,568	\$28,060	\$24,553	\$21,045	\$17,538

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$43,225	\$38,833	\$34,540	\$30,248	\$25,955	\$21,563

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500	\$5,500
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$10,000	\$10,000	\$9,000	\$8,000	\$7,000	\$6,000	\$5,000
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$26,106	\$25,106	\$23,756	\$22,406	\$21,056	\$19,706	\$18,356
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,228	\$1,105	\$982	\$859	\$737	\$614
SESAC	0.02%	\$7	\$6	\$6	\$5	\$4	\$4
ASCAP/BMI	0.23%	\$81	\$73	\$65	\$56	\$48	\$40
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,455	\$2,210	\$1,964	\$1,719	\$1,473	\$1,228
TOTAL EXPENSES		\$27,561	\$25,966	\$24,370	\$22,775	\$21,179	\$19,584
NET PROFIT TO RMG		\$15,664	\$12,867	\$10,170	\$7,473	\$4,776	\$1,979

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$35,075	\$31,568	\$28,060	\$24,553	\$21,045	\$17,538
LESS ALL EXP	\$27,561	\$25,966	\$24,370	\$22,775	\$21,179	\$19,584
Revenue for Variable Calculation	\$7,514	\$5,602	\$3,690	\$1,778	-\$134	-\$2,046

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Rufus Wainright OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$15,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$21,607

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$76,468	\$68,821	\$61,174	\$53,528	\$45,881	\$38,234
BAR/CONCESSION REVENUE	\$17,600	\$15,800	\$14,100	\$12,300	\$10,600	\$8,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$100,163	\$90,107	\$80,150	\$70,094	\$60,138	\$50,082
TOTAL FIXED EXPENSES	\$45,742	\$45,242	\$44,742	\$44,242	\$43,742	\$43,242
TOTAL VARIABLE EXPENSES	\$5,306	\$4,775	\$4,244	\$3,714	\$3,183	\$2,653
NET PROFIT	\$27,508	\$24,106	\$16,164	\$7,138	-\$10,019	-\$12,524

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		5	30	\$110.00
VIP	470		20	450	\$75.00
Premium	220		10	210	\$65.00
Premium 2	310		10	300	\$55.00
General Admission	120		0	120	\$45.00
General Admission 2	64		0	64	\$37.00
	1219		Total Available	1174	\$63.86 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$3,300	\$2,970	\$2,640	\$2,310	\$1,980	\$1,650
VIP	\$33,750	\$30,375	\$27,000	\$23,625	\$20,250	\$16,875
Premium	\$13,650	\$12,285	\$10,920	\$9,555	\$8,190	\$6,825
Premium 2	\$16,500	\$14,850	\$13,200	\$11,550	\$9,900	\$8,250
General Admission	\$5,400	\$4,860	\$4,320	\$3,780	\$3,240	\$2,700
General Admission 2	\$2,368	\$2,131	\$1,894	\$1,658	\$1,421	\$1,184
Ticket total	\$76,468	\$68,821	\$61,174	\$53,528	\$45,881	\$38,234

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$15.00	\$17,600	\$15,800	\$14,100	\$12,300	\$10,600	\$8,800
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$100,163	\$90,107	\$80,150	\$70,094	\$60,138	\$50,082

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$3,500 TBD	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,100 Stagehands	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$200	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Artist Cost	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Artist Hotel	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Artist Transportation	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Artist Airfare	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Total Fixed Costs	\$45,742	\$45,742	\$45,242	\$44,742	\$44,242	\$43,742	\$43,242
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,676	\$2,409	\$2,141	\$1,873	\$1,606	\$1,338
SESAC	0.02%	\$15	\$14	\$12	\$11	\$9	\$8
ASCAP/BMI	0.23%	\$176	\$158	\$141	\$123	\$106	\$88
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$5,306	\$4,775	\$4,244	\$3,714	\$3,183	\$2,653
TOTAL EXPENSES		\$51,048	\$50,017	\$48,986	\$47,956	\$46,925	\$45,895
NET PROFIT TO RMG		\$49,115	\$40,090	\$31,164	\$22,138	\$13,212	\$4,187

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$15,000 85%						
TICKET REVENUE	\$76,468	\$68,821	\$61,174	\$53,528	\$45,881	\$38,234
LESS ALL EXP	\$51,048	\$50,017	\$48,986	\$47,956	\$46,925	\$45,895
Revenue for Variable Calculation	\$25,420	\$18,804	\$12,188	\$5,572	-\$1,045	-\$7,661

ARTIST TOTAL COST

Guarantee	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Variable	\$21,607	\$15,984	\$10,360	\$4,736	-\$888	-\$6,512
Total Artist Cost	\$21,607	\$15,984	\$15,000	\$15,000	\$23,231	\$16,711

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TODAY'S DATE: DATE: VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Seether OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$15,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$19,370

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$72,590	\$65,331	\$58,072	\$50,813	\$43,554	\$36,295
BAR/CONCESSION REVENUE	\$23,600	\$21,200	\$18,900	\$16,500	\$14,100	\$11,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$102,285	\$92,017	\$81,848	\$71,580	\$61,311	\$51,143
TOTAL FIXED EXPENSES	\$44,642	\$44,042	\$43,442	\$42,842	\$42,242	\$41,642
TOTAL VARIABLE EXPENSES	\$5,160	\$4,644	\$4,128	\$3,612	\$3,096	\$2,580
NET PROFIT	\$33,113	\$28,330	\$19,278	\$10,125	\$973	-\$8,080

REVENUE:

	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
TICKET SALES					
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		0	35	\$90.00
VIP	470		20	450	\$75.00
Premium	220		10	210	\$55.00
Premium 2	310		10	300	\$50.00
General Admission	120		0	120	\$45.00
General Admission 2	64		0	64	\$35.00
	1219		Total Available	1179	\$60.30 Average

	100%	90%	80%	70%	60%	50%
TICKET REVENUE						
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$3,150	\$2,835	\$2,520	\$2,205	\$1,890	\$1,575
VIP	\$33,750	\$30,375	\$27,000	\$23,625	\$20,250	\$16,875
Premium	\$11,550	\$10,395	\$9,240	\$8,085	\$6,930	\$5,775
Premium 2	\$15,000	\$13,500	\$12,000	\$10,500	\$9,000	\$7,500
General Admission	\$5,400	\$4,860	\$4,320	\$3,780	\$3,240	\$2,700
General Admission 2	\$2,240	\$2,016	\$1,792	\$1,568	\$1,344	\$1,120
Ticket total	\$72,590	\$65,331	\$58,072	\$50,813	\$43,554	\$36,295

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$20.00	\$23,600	\$21,200	\$18,900	\$16,500	\$14,100	\$11,800
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$102,285	\$92,017	\$81,848	\$71,580	\$61,311	\$51,143

EXPENSES:	100%	90%	80%	70%	60%	50%
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TODAY'S DATE: DATE VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Smith & Myers OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$20,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$24,228

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$85,020	\$76,518	\$68,016	\$59,514	\$51,012	\$42,510
BAR/CONCESSION REVENUE	\$35,200	\$31,700	\$28,200	\$24,700	\$21,100	\$17,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$126,315	\$113,704	\$101,092	\$88,481	\$75,769	\$63,158
TOTAL FIXED EXPENSES	\$50,890	\$50,290	\$49,690	\$49,090	\$48,490	\$47,890
TOTAL VARIABLE EXPENSES	\$5,626	\$5,064	\$4,501	\$3,938	\$3,376	\$2,813
NET PROFIT	\$45,571	\$38,350	\$26,901	\$15,452	\$672	-\$4,257

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		5	30	\$120.00
VIP	470		20	450	\$85.00
Premium	220		10	210	\$75.00
Premium 2	310		10	300	\$60.00
General Admission	120		0	120	\$50.00
General Admission 2	64		0	64	\$30.00
	1219		Total Available	1174	\$71.14 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$3,600	\$3,240	\$2,880	\$2,520	\$2,160	\$1,800
VIP	\$38,250	\$34,425	\$30,600	\$26,775	\$22,950	\$19,125
Premium	\$15,750	\$14,175	\$12,600	\$11,025	\$9,450	\$7,875
Premium 2	\$18,000	\$16,200	\$14,400	\$12,600	\$10,800	\$9,000
General Admission	\$6,000	\$5,400	\$4,800	\$4,200	\$3,600	\$3,000
General Admission 2	\$1,920	\$1,728	\$1,536	\$1,344	\$1,152	\$960
Ticket total	\$85,020	\$76,518	\$68,016	\$59,514	\$51,012	\$42,510

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$30.00	\$35,200	\$31,700	\$28,200	\$24,700	\$21,100	\$17,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$126,315	\$113,704	\$101,092	\$88,481	\$75,769	\$63,158

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$3,000 Stagehands	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Artist Hotel	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Transportation	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Artist Airfare	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Fixed Costs	\$50,890	\$50,890	\$50,290	\$49,690	\$49,090	\$48,490	\$47,890
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,976	\$2,678	\$2,381	\$2,083	\$1,785	\$1,488
SESAC	0.02%	\$17	\$15	\$14	\$12	\$10	\$9
ASCAP/BMI	0.23%	\$196	\$176	\$156	\$137	\$117	\$98
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$5,626	\$5,064	\$4,501	\$3,938	\$3,376	\$2,813
TOTAL EXPENSES		\$56,516	\$55,354	\$54,191	\$53,028	\$51,866	\$50,703
NET PROFIT TO RMG		\$69,799	\$58,350	\$46,901	\$35,452	\$23,903	\$12,454

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
\$20,000	85%						
TICKET REVENUE		\$85,020	\$76,518	\$68,016	\$59,514	\$51,012	\$42,510
LESS ALL EXP		\$56,516	\$55,354	\$54,191	\$53,028	\$51,866	\$50,703
Revenue for Variable Calculation		\$28,504	\$21,164	\$13,825	\$6,486	-\$854	-\$8,193

ARTIST TOTAL COST

Guarantee	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Variable	\$24,228	\$17,990	\$11,751	\$5,513	-\$726	-\$6,964	
Total Artist Cost	\$24,228	\$20,000	\$20,000	\$20,000	\$20,000	\$23,231	\$16,711

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TODAY'S DATE: DATE 1 VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Broken OFFER EXPIRATION DATE:
 FROM: Bones
 PHONE:
 TERMS: \$15,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$30,484

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$87,268	\$78,541	\$69,814	\$61,088	\$52,361	\$43,634
BAR/CONCESSION REVENUE	\$29,400	\$26,400	\$23,500	\$20,500	\$17,600	\$14,700
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$122,763	\$110,427	\$98,190	\$85,854	\$73,618	\$61,382
TOTAL FIXED EXPENSES	\$45,694	\$45,194	\$44,694	\$44,194	\$43,694	\$43,194
TOTAL VARIABLE EXPENSES	\$5,711	\$5,139	\$4,568	\$3,997	\$3,426	\$2,855
NET PROFIT	\$40,875	\$36,117	\$31,459	\$22,663	\$3,266	-\$1,379

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		5	30	\$95.00
VIP	470		20	450	\$88.00
Premium	220		10	210	\$75.00
Premium 2	310		10	300	\$64.00
General Admission	120		0	120	\$50.00
General Admission 2	64		0	64	\$37.00
	1219		Total Available	1174	\$73.06 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$2,850	\$2,565	\$2,280	\$1,995	\$1,710	\$1,425
VIP	\$39,600	\$35,640	\$31,680	\$27,720	\$23,760	\$19,800
Premium	\$15,750	\$14,175	\$12,600	\$11,025	\$9,450	\$7,875
Premium 2	\$19,200	\$17,280	\$15,360	\$13,440	\$11,520	\$9,600
General Admission	\$6,000	\$5,400	\$4,800	\$4,200	\$3,600	\$3,000
General Admission 2	\$2,368	\$2,131	\$1,894	\$1,658	\$1,421	\$1,184
Ticket total	\$87,268	\$78,541	\$69,814	\$61,088	\$52,361	\$43,634

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE		\$29,400	\$26,400	\$23,500	\$20,500	\$17,600	\$14,700
Based on sales per seat	\$25.00						
MERCHANDISE REVENUE		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Based on split % @ \$20/person	0%						
TOTAL REVENUE		\$122,763	\$110,427	\$98,190	\$85,854	\$73,618	\$61,382

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,344	\$1,344	\$1,344	\$1,344	\$1,344	\$1,344	\$1,344
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$1,500	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$3,000 Stagehands	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Artist Hotel	\$0						
Artist Transportation	\$0						
Artist Airfare	\$0						
Total Fixed Costs	\$45,694	\$45,694	\$45,194	\$44,694	\$44,194	\$43,694	\$43,194
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$3,054	\$2,749	\$2,444	\$2,138	\$1,833	\$1,527
SESAC	0.02%	\$17	\$16	\$14	\$12	\$10	\$9
ASCAP/BMI	0.23%	\$201	\$181	\$161	\$141	\$120	\$100
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$5,711	\$5,139	\$4,568	\$3,997	\$3,426	\$2,855
TOTAL EXPENSES		\$51,405	\$50,333	\$49,262	\$48,191	\$47,120	\$46,049
NET PROFIT TO RMG		\$71,358	\$60,093	\$48,928	\$37,663	\$26,497	\$15,332

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$15,000 85%						
TICKET REVENUE	\$87,268	\$78,541	\$69,814	\$61,088	\$52,361	\$43,634
LESS ALL EXP	\$51,405	\$50,333	\$49,262	\$48,191	\$47,120	\$46,049
Revenue for Variable Calculation	\$35,863	\$28,208	\$20,552	\$12,896	\$5,240	-\$2,415

ARTIST TOTAL COST

Guarantee	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Variable	\$30,484	\$23,977	\$17,469	\$10,962	\$4,454	-\$2,053
Total Artist Cost	\$30,484	\$23,977	\$17,469	\$15,000	\$23,231	\$16,711

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240	\$2,240
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$3,500 TBD	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$3,000 Stagehands	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Artist Hotel	\$0						
Artist Transportation	\$0						
Artist Airfare	\$0						
Total Fixed Costs	\$43,890	\$43,890	\$43,290	\$42,690	\$42,090	\$41,490	\$40,890
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$3,054	\$2,749	\$2,444	\$2,138	\$1,833	\$1,527
SESAC	0.02%	\$17	\$16	\$14	\$12	\$10	\$9
ASCAP/BMI	0.23%	\$201	\$181	\$161	\$141	\$120	\$100
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$5,711	\$5,139	\$4,568	\$3,997	\$3,426	\$2,855
TOTAL EXPENSES		\$49,601	\$48,429	\$47,258	\$46,087	\$44,916	\$43,745
NET PROFIT TO RMG		\$73,162	\$61,997	\$50,932	\$39,767	\$28,701	\$17,636

ARTIST VARIABLE CALC

		100%	90%	80%	70%	60%	50%
	\$10,000 85%						
TICKET REVENUE		\$87,268	\$78,541	\$69,814	\$61,088	\$52,361	\$43,634
LESS ALL EXP		\$49,601	\$48,429	\$47,258	\$46,087	\$44,916	\$43,745
Revenue for Variable Calculation		\$37,667	\$30,112	\$22,556	\$15,000	\$7,444	-\$111

ARTIST TOTAL COST

Guarantee	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Variable	\$32,017	\$25,595	\$19,173	\$12,750	\$6,328	-\$95	
Total Artist Cost	\$32,017	\$25,595	\$19,173	\$12,750	\$23,231	\$16,711	

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Summer of Seltzer

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$18,850	\$16,965	\$15,080	\$13,195	\$11,310	\$9,425
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$27,000	\$24,230	\$21,560	\$18,890	\$16,220	\$13,450
TOTAL FIXED EXPENSES	\$15,106	\$14,506	\$13,906	\$13,306	\$12,706	\$12,106
TOTAL VARIABLE EXPENSES	\$1,847	\$1,662	\$1,478	\$1,293	\$1,108	\$923
NET PROFIT	\$10,047	\$8,062	\$6,177	\$4,291	\$2,406	\$421

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Summer of Seltzer GA	400	370	30	370	\$30.00
Summer of Seltzer VIP	170	155	15	155	\$50.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$35.90 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Summer of Seltzer GA	\$11,100	\$9,990	\$8,880	\$7,770	\$6,660	\$5,550
Summer of Seltzer VIP	\$7,750	\$6,975	\$6,200	\$5,425	\$4,650	\$3,875
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$18,850	\$16,965	\$15,080	\$13,195	\$11,310	\$9,425

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$27,000	\$24,230	\$21,560	\$18,890	\$16,220	\$13,450

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$3,500	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$16,106	\$15,106	\$14,506	\$13,906	\$13,306	\$12,706	\$12,106
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$660	\$594	\$528	\$462	\$396	\$330
SESAC	0.02%	\$4	\$3	\$3	\$3	\$2	\$2
ASCAP/BMI	0.23%	\$43	\$39	\$35	\$30	\$26	\$22
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$1,847	\$1,662	\$1,478	\$1,293	\$1,108	\$923
TOTAL EXPENSES		\$16,953	\$16,168	\$15,384	\$14,599	\$13,814	\$13,029
NET PROFIT TO RMG		\$10,047	\$8,062	\$6,177	\$4,291	\$2,406	\$421

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$18,850	\$16,965	\$15,080	\$13,195	\$11,310	\$9,425
LESS ALL EXP	\$16,953	\$16,168	\$15,384	\$14,599	\$13,814	\$13,029
Revenue for Variable Calculation	\$1,897	\$797	-\$304	-\$1,404	-\$2,504	-\$3,604

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$700	\$700	\$700	\$700	\$700	\$700	\$700
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$7,500	\$7,500	\$6,750	\$6,000	\$5,250	\$4,500	\$3,750
COGS	\$2,400 \$3.50 per drink sold	\$2,400	\$2,160	\$1,920	\$1,680	\$1,440	\$1,200
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$22,056	\$21,056	\$20,066	\$19,076	\$18,086	\$17,096	\$16,106
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,098	\$988	\$879	\$769	\$659	\$549
SESAC	0.02%	\$6	\$6	\$5	\$4	\$4	\$3
ASCAP/BMI	0.23%	\$72	\$65	\$58	\$51	\$43	\$36
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,317	\$2,085	\$1,853	\$1,622	\$1,390	\$1,158
TOTAL EXPENSES		\$23,373	\$22,151	\$20,929	\$19,708	\$18,486	\$17,264
NET PROFIT TO RMG		\$16,152	\$13,352	\$10,651	\$7,950	\$5,249	\$2,448

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$31,375	\$28,238	\$25,100	\$21,963	\$18,825	\$15,688
LESS ALL EXP	\$23,373	\$22,151	\$20,929	\$19,708	\$18,486	\$17,264
Revenue for Variable Calculation	\$8,002	\$6,087	\$4,171	\$2,255	\$339	-\$1,577

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE
 OFFER NUMBER: 1
 # OF SHOWS: 2
 FROM: 4-7p; 8-11pm
 PHONE:
 TERMS: \$0 Guarantee VS 85% of Gross receipts. Total possible payout: \$0

VENUE: Black Box
 CO PRO: xx
 HEADLINER: Taste of The Caribbean

OFFER DATE: xx
 EVENT DATE: xx
 OFFER EXPIRATION DATE:

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$26,725	\$24,053	\$21,380	\$18,708	\$16,035	\$13,363
BAR/CONCESSION REVENUE	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$34,875	\$31,318	\$27,860	\$24,403	\$20,945	\$17,388
TOTAL FIXED EXPENSES	\$20,606	\$19,606	\$18,606	\$17,606	\$16,606	\$15,606
TOTAL VARIABLE EXPENSES	\$2,142	\$1,928	\$1,714	\$1,500	\$1,285	\$1,071
NET PROFIT	\$12,127	\$9,784	\$7,540	\$5,297	\$3,054	\$710

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Taste of The Caribbean GA	400	370	30	370	\$45.00
Taste of The Caribbean VIP	170	155	15	155	\$65.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
			0	0	\$0.00
	570	525	Total Available	525	\$50.90 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Taste of The Caribbean GA	\$16,650	\$14,985	\$13,320	\$11,655	\$9,990	\$8,325
Taste of The Caribbean VIP	\$10,075	\$9,068	\$8,060	\$7,053	\$6,045	\$5,038
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$0	\$0	\$0
Ticket total	\$26,725	\$24,053	\$21,380	\$18,708	\$16,035	\$13,363

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$2,850.00	\$2,565.00	\$2,280.00	\$1,995.00	\$1,710.00	\$1,425.00
BAR/CONCESSION REVENUE							
Based on sales per seat	\$10.00	\$5,300	\$4,700	\$4,200	\$3,700	\$3,200	\$2,600
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$34,875	\$31,318	\$27,860	\$24,403	\$20,945	\$17,388

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Venue Staff	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$6,500	\$6,500	\$5,850	\$5,200	\$4,550	\$3,900	\$3,250
COGS	\$3,500 \$3.50 per drink sold	\$3,500	\$3,150	\$2,800	\$2,450	\$2,100	\$1,750
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$21,606	\$20,606	\$19,606	\$18,606	\$17,606	\$16,606	\$15,606
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$935	\$842	\$748	\$655	\$561	\$468
SESAC	0.02%	\$5	\$5	\$4	\$4	\$3	\$3
ASCAP/BMI	0.23%	\$61	\$55	\$49	\$43	\$37	\$31
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,142	\$1,928	\$1,714	\$1,500	\$1,285	\$1,071
TOTAL EXPENSES		\$22,748	\$21,534	\$20,320	\$19,106	\$17,891	\$16,677
NET PROFIT TO RMG		\$12,127	\$9,784	\$7,540	\$5,297	\$3,054	\$710

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$26,725	\$24,053	\$21,380	\$18,708	\$16,035	\$13,363
LESS ALL EXP	\$22,748	\$21,534	\$20,320	\$19,106	\$17,891	\$16,677
Revenue for Variable Calculation	\$3,977	\$2,519	\$1,060	-\$398	-\$1,856	-\$3,315

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0

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TODAY'S DATE: DATE VENUE: Sunrise Theatre OFFER DATE: xx
 OFFER NUMBER: 1 CO PRO: xx EVENT DATE: xx
 # OF SHOWS: 1 HEADLINER: Tommy Emmanuel OFFER EXPIRATION DATE:
 FROM:
 PHONE:
 TERMS: \$15,000 Guarantee VS 85% of Gross receipts. Total possible payout: \$18,249

INCOME SUMMARY

	100%	90%	80%	70%	60%	50%
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
BAR/CONCESSION REVENUE	\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
MERCHANDISE REVENUE	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL REVENUE	\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899
TOTAL FIXED EXPENSES	\$41,642	\$41,142	\$40,642	\$40,142	\$39,642	\$39,142
TOTAL VARIABLE EXPENSES	\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
NET PROFIT	\$27,015	\$22,044	\$13,823	\$5,702	-\$10,749	-\$12,450

REVENUE:

TICKET SALES	CAPACITY	AVAILABLE	COMPS	SELLABLE	PRICE
Reception M&G	40		10	30	\$50.00
Orchestra Pit	35		0	35	\$75.00
VIP	470		20	450	\$65.00
Premium	220		10	210	\$60.00
Premium 2	310		10	300	\$54.00
General Admission	120		0	120	\$35.00
General Admission 2	64		0	64	\$27.00
	1219		Total Available	1179	\$56.49 Average

TICKET REVENUE	100%	90%	80%	70%	60%	50%
Reception M&G	\$1,500	\$1,350	\$1,200	\$1,050	\$900	\$750
Orchestra Pit	\$2,625	\$2,363	\$2,100	\$1,838	\$1,575	\$1,313
VIP	\$29,250	\$26,325	\$23,400	\$20,475	\$17,550	\$14,625
Premium	\$12,600	\$11,340	\$10,080	\$8,820	\$7,560	\$6,300
Premium 2	\$16,200	\$14,580	\$12,960	\$11,340	\$9,720	\$8,100
General Admission	\$4,200	\$3,780	\$3,360	\$2,940	\$2,520	\$2,100
General Admission 2	\$1,728	\$1,555	\$1,382	\$1,210	\$1,037	\$864
Ticket total	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052

Historic Preservation Fee + Boxoffice Fee	\$5.00 per ticket sold	\$6,095.00	\$5,485.50	\$4,876.00	\$4,266.50	\$3,657.00	\$3,047.50
BAR/CONCESSION REVENUE							
Based on sales per seat	\$15.00	\$17,700	\$15,900	\$14,100	\$12,400	\$10,600	\$8,800
MERCHANDISE REVENUE							
Based on split % @ \$20/person	0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL REVENUE		\$91,898	\$82,678	\$73,458	\$64,339	\$55,119	\$45,899

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500	\$6,500
Venue Staff	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792	\$1,792
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$2,500 TBD	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
F&B (M&G Reception)	\$2,500	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$2,500 Stagehands	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Stage Equipment rental	\$2,500 Sound/Lights	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Artist Hotel	\$850	\$850	\$850	\$850	\$850	\$850	\$850
Artist Transportation	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Artist Airfare	\$850	\$850	\$850	\$850	\$850	\$850	\$850
Total Fixed Costs	\$41,642	\$41,642	\$41,142	\$40,642	\$40,142	\$39,642	\$39,142
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$2,384	\$2,145	\$1,907	\$1,669	\$1,430	\$1,192
SESAC	0.02%	\$14	\$12	\$11	\$10	\$8	\$7
ASCAP/BMI	0.23%	\$157	\$141	\$125	\$110	\$94	\$78
Insurance	\$2.00 Per person	\$2,438	\$2,194	\$1,950	\$1,707	\$1,463	\$1,219
TOTAL VARIABLE EXPENSE		\$4,992	\$4,493	\$3,993	\$3,494	\$2,995	\$2,496
TOTAL EXPENSES		\$46,634	\$45,635	\$44,635	\$43,636	\$42,637	\$41,638
NET PROFIT TO RMG		\$45,264	\$37,044	\$28,823	\$20,702	\$12,482	\$4,261

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$15,000 85%						
TICKET REVENUE	\$68,103	\$61,293	\$54,482	\$47,672	\$40,862	\$34,052
LESS ALL EXP	\$46,634	\$45,635	\$44,635	\$43,636	\$42,637	\$41,638
Revenue for Variable Calculation	\$21,469	\$15,658	\$9,847	\$4,036	-\$1,775	-\$7,586

ARTIST TOTAL COST

Guarantee	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Variable	\$18,249	\$13,309	\$8,370	\$3,430	-\$1,509	-\$6,448
Total Artist Cost	\$18,249	\$15,000	\$15,000	\$15,000	\$23,231	\$16,711

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EXPENSES:		100%	90%	80%	70%	60%	50%
FIXED COSTS							
Opening Act	\$0.00	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Venue Staff	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Venue Permitting	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Facility Staff and Cleaning	\$650	\$650	\$650	\$650	\$650	\$650	\$650
Security	\$756	\$756	\$756	\$756	\$756	\$756	\$756
Merchandise	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (Artist)	\$0 TBD	\$0	\$0	\$0	\$0	\$0	\$0
F&B (M&G Reception)	\$8,500	\$8,500	\$7,650	\$6,800	\$5,950	\$5,100	\$4,250
COGS	\$2,500 \$3.50 per drink sold	\$2,500	\$2,250	\$2,000	\$1,750	\$1,500	\$1,250
Bar Staffing	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Production Staff	\$1,200 Stagehands	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Stage Equipment rental	\$0 Sound/Lights	\$0	\$0	\$0	\$0	\$0	\$0
Backline Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Piano Tuning	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Artist Cost	\$1,000						
Artist Hotel							
Artist Transportation							
Artist Airfare							
Total Fixed Costs	\$23,106	\$22,106	\$21,006	\$19,906	\$18,806	\$17,706	\$16,606
VARIABLE COSTS							
Credit Card Fee's	3.50%	\$1,027	\$925	\$822	\$719	\$616	\$514
SESAC	0.02%	\$6	\$5	\$5	\$4	\$4	\$3
ASCAP/BMI	0.23%	\$68	\$61	\$54	\$47	\$41	\$34
Insurance	\$2.00 Per person	\$1,140	\$1,026	\$912	\$798	\$684	\$570
TOTAL VARIABLE EXPENSE		\$2,241	\$2,017	\$1,793	\$1,568	\$1,344	\$1,120
TOTAL EXPENSES		\$24,347	\$23,023	\$21,699	\$20,374	\$19,050	\$17,726
NET PROFIT TO RMG		\$13,153	\$10,657	\$8,262	\$5,866	\$3,470	\$974

ARTIST VARIABLE CALC

	100%	90%	80%	70%	60%	50%
\$0 0%						
TICKET REVENUE	\$29,350	\$26,415	\$23,480	\$20,545	\$17,610	\$14,675
LESS ALL EXP	\$24,347	\$23,023	\$21,699	\$20,374	\$19,050	\$17,726
Revenue for Variable Calculation	\$5,003	\$3,392	\$1,782	\$171	-\$1,440	-\$3,051

ARTIST TOTAL COST

Guarantee	\$0	\$0	\$0	\$0	\$0	\$0
Variable	\$0	\$0	\$0	\$0	\$0	\$0
Total Artist Cost	\$0	\$0	\$0	\$0	\$0	\$0



RYAN MANAGEMENT GROUP, INC.

BOX OFFICE SPECIALIST (part-time)

Reports to: Box Office Manager

Summary of Position:

The primary purpose of this position is to sell SRT events to the public not simply by selling tickets, but by providing the best customer service experience possible to SRT patrons. Every message received in the box office receives a response. Through their interactions over the phone, at the walk-up box office window and by working the box office during events, they form valuable relationships with SRT patrons.

Daytime Duties and Responsibilities

- Greet visitors entering front door, and direct them to, or summon, the person they are visiting
- Answer phones and direct calls as required
- Customer Service - field questions, via phone or at box office window, related to anything and everything Sunrise Theatre and beyond. This includes suggesting events patrons might be interest in attending, explaining ticket options available (regular, premium or table, if available) and prices for same, and assisting patrons with seat selection (including escorting walk-ins into the theatre)
- Listen to patron comments, good and bad, and resolve as necessary
- Sell tickets over the phone or at box office window to events at The Sunrise Theatre, The Black Box, or any other Venues, collecting contact information from new customers
- Sell gift certificates for performances at Sunrise Theatre Venues and maintain records for same
- Redeem gift certificates and vouchers and update records to reflect same
- Sell subscriptions over the phone or at the box office window
- Mail tickets to customers who requested this option from an on-line ticket purchase or a phone ticket purchase
- Print out will-call tickets purchased online or over the phone, place in will-call envelope and transfer to will call box until pick-up or performance date
- Explain refund, exchange and ticket donation policies
- Handle requests for refunds or exchanges of tickets purchased
- Resolve ticketing issues, including problems encountered with online ticket purchases, incorrect ticket purchases, undeliverable emailed tickets, payment exceptions
- Accept ticket contributions from patrons who will not be able to attend an event and produce a "ticket contribution" letter they can use for tax purposes
- Accept donations, solicit Sunrise Theatre memberships, identifying the member benefit most useful to the customer at hand
- Enter new customers into our database
- Reprint tickets for customers that call ahead that they have lost, misplaced, or never received tickets
- Notify individual customers by phone when there have been show cancelations or performer changes
- Keep the ticket printers filled with ticket stock

- Maintain database integrity by entering new Contact and Account information and “Qualifying” records (associating ticket and class registration sales with an existing contact in the database or processing them as a new customer to alleviate duplicate records)
- Check website to assure information about events is correct
- Check lobby literature racks and refill as necessary
- Assist staff with issues related to merging of duplicate account and contact records in database
- Assist with miscellaneous projects assigned by Box Office Manager (mailings, database issues, solicitation, cancellation, or courtesy phone calls, etc.)

Showtime Duties and Responsibilities

- Operate the box office at the appropriate venue, selling tickets, re-printing tickets, handing out will-call tickets, handling ticket exchanges and resolving other issues that arise
- Print out will-call tickets purchased online
- Coordinate with performer for the assignment of seats for performer comps and maintain records for same as-needed
- Assist volunteers when there are problems scanning tickets
- Assist house manager at live events by monitoring attendance
- Manually enter into attendance record tickets that could not be scanned
- Keep bartender informed of any VIP TABLE tickets sold
- Sell CDs and books both at the box office window and post-show receptions, distributing proceeds between the performer and SRT
- Collect contact information from customers who purchased tickets through discount services or any third party ticket services
- Receive and pass on feedback from patrons regarding shows



RYAN MANAGEMENT GROUP, INC.

Chief Executive Officer:

Reports To: President

Summary of Position:

The CEO/President will have an exciting opportunity to lead the continued growth and evolution of a unique historic cultural center positioned at the heart of Fort Pierce's thriving downtown community. Partnering with an accomplished President, and a dedicated team of senior staff, the CEO will assume a highly visible and entrepreneurial role in overseeing all aspects of the organization and will lead the effort to increase both earned and contributed revenue, with a focus on philanthropic and sponsorship support. Acting as the face of the organization, the CEO will bring a respect for the history and relationships which have sustained The Sunrise Theatre, while bringing a fresh approach to leadership, revenue generation, and community support. The CEO will play a key role in achieving the goals and objectives outlined in the SRT's recently completed strategic plan. He will possess the experience, skills and diplomacy necessary to think strategically, respond to opportunities successfully, and identify relationships and partnerships that will propel the Sunrise Theatre forward in achieving its mission.

Duties and Responsibilities

Management and Planning

- Oversee short-term operational and long-range strategic planning and implementation processes, working in close partnership with the senior staff, for utilization of space and facilities.
- Create a strategic operating plan and assume responsibility for its implementation, reporting progress towards goals regularly.

- In concert with the President, consult and strategize with the senior Sunrise Theatre staff regarding annual artistic, educational and outreach plans and appropriate budget which fulfills the organization's artistic vision and simultaneously maximizes earned income opportunities.
- With the Finance Director, oversee administrative personnel relations to ensure that the organization is effectively structured and staffed with competent employees.

Fundraising and Donor Stewardship

- As principal architect of the Sunrise Theatre's fundraising strategy, devise, implement and manage an integrated development program, including the creation of a comprehensive plan that maximizes contributed income from diverse sources.
- Assume the lead role in fundraising, working in consultation and cooperation with the staff to maximize the Sunrise Theatre's annual fund, major gift and sponsorship fundraising by identifying opportunities for new and/or increased support from individuals, foundations, corporations, and government agencies. The organization does intend to eventually engage a full time Development Director (reporting to the President/ CEO).
- Implement and promote a planned giving program, informing and educating the Sunrise Theatre's constituents about opportunities to support the Venue through bequests and legacy gifts that will increase the endowment and help meet future operational needs.
- Guide, educate, and actively engage the staff and volunteers in development activities.

Audience Development and Community Relations

- Direct marketing, branding, and public relations programs that achieve earned income goals from performance ticket and event sales while enhancing the Sunrise Theatre's visibility, reputation, and brand awareness.
- Ensure the highest levels of customer service, effective audience interaction, and community engagement.
- Cultivate and sustain positive relations with the Fort Pierce city leaders; expand outreach to potential strategic partners in the arts, business, government, higher education, and media to advance the Sunrise Theatre's institutional reputation and reach.
- Acting as the organization's principal spokesperson, represent the Sunrise Theatre in a professional capacity at Sunrise Theatre events and at numerous other civic and community events and forums.
- Develop processes for engaging target populations, as well as for reaching a broader audience for performances and educational programs.



RYAN MANAGEMENT GROUP, INC.

Director of Center Services

Reports to: Finance Director/CEO

Summary of Position:

The Rental Services manages inquiries and contracts for all rentals on Campus. They work with customers to determine their needs and help them visualize their event with tours that demonstrate all the potential of The Sunrise Theatre Complex. They handle the various documents, setup instructions and payments for event rentals.

Duties and Responsibilities

- Handle customer calls for all rental types
- Respond to customer emails for events/rentals
 - Wedding wire leads
- Schedule and tour customers for potential events or weddings
- Creating rental packets for customers based on retail, non-profit and city pricing
- Create proposals for customers
- Create and track contracts for customer signatures
- Collect and apply customer payments

- Enter and update event status in Prism.FM
 - Add service orders
 - Upload Contracts, COI's and any other documents needed for the event
 - Add setup instructions for facility staff
 - Connect customer with specific departments for Marketing, Box Office, Technical needs and event checklists.

- Invoicing Customer
 - Apply actuals
 - Create invoice
 - Send to customer
 - Complete the event in UB



RYAN MANAGEMENT GROUP, INC.

Director of Food and Beverage

Reports to: Finance Director/CEO

Summary of Position:

The Director of Food and Beverage organizes and executes the supply of food and drinks at Sunrise Theatre events. They work with vendors and restaurants as well as overseeing the food and beverage staff for SRT to ensure a clean and organized environment in which to prepare and provide food and drinks. Communication and organizational skills are key to this position.

Duties and Responsibilities

- Ensuring all Sunrise Theatre venue's Food and Beverage areas are maintained, cleaned, and kept to all food safety and FDA standards
- Maintaining, regularly cleaning all beverage equipment, including ice makers, refrigeration units, soda taps, and bar areas
- Scheduling any preventive maintenance on F&B equipment, obtaining quotes for any repairs or replacements as needed.
- Cultivating relationships with All Food and Beverage Supply Vendors
- Ordering, organizing and properly storing beer, wine and liquor
- Shopping for and ordering food items, as needed for events
- Keeping a daily running inventory of all purchases and assigning all purchases to an event
- Ordering and coordinating drop off or pick up of food from outside vendors/restaurants
- Interviewing food trucks/vendors for outdoor events
- Keeping a record of their licensing and permits
- Collecting vendor fees for participating in our events
- Purchasing all supplies including:
 - Paper products
 - Linens
 - Tables
 - Flowers
 - Décor
 - Concession Foods
 - Specialty Items
- Determining through RSVPs or ticket sales how many guests will be attending so that we can be prepared
- Interviewing, hiring, training and scheduling bar and food staff, ensuring all members of their staff have gone through necessary training and are certified Safe-Serve/certified for food handling
- Recording staff hours for payroll
- For upkeep, maintaining, updating and creation of special menus, pricing, discount codes, etc on bar sales equipment
- Ensuring all bar banks are in place and ready for each event
- Recording all tips and reconciling bar banks at the end of each event
- Setting up the area where the event takes place including:
 - Tables
 - Linens

- Coolers
 - Food/Beverage service items
- Breaking down and cleaning up after events



RYAN MANAGEMENT GROUP, INC.

Finance Director – Reports To: CEO

Summary of Position:

The Finance Director is responsible for all financial matters of the Sunrise Theatre. The Finance Director will report to and work closely with the CEO to develop and implement strategies across the organization. The Finance Director will oversee all compliance and recognition for government (federal, state, and local) contracts and private grants. S/he must be able to adapt to a continually evolving environment and thrive in an autonomous and deadline-oriented workplace.

Duties and Responsibilities

- Oversee cash flow planning and ensure availability of funds as needed.
- Oversee cash, investment, and asset management.
- Oversee financing strategies and activities, as well as banking relationships.
- Track and record restricted and endowment funds.
- Develop and implement forward-looking, predictive models and activity based financial analyses to provide insight into the organization's operations and business plans.
- Coordinate the development and monitoring of budgets working closely with department heads; review budgets quarterly with each department.
- Develop financial business plans and forecasts.
- Participate in corporate policy development.
- Develop and implement internal controls and financial policies and procedures to ensure proper accounting methods are being followed and appropriate safeguards and checks and balances are in place.
- Develop short-, medium-, and long-term financial plans and projections.
- Represent the agency to financial partners including financial institutions, investors, foundation executives, auditors, public officials, etc.
- Remain up to date on audit best practices and state and federal law regarding business operations.
- Ensure maintenance of appropriate internal controls and financial procedures.
- Ensure timeliness, accuracy, and usefulness of financial and management reporting for federal, state, and local funders, and foundations, oversee the preparation and communication of monthly financial statements.
- Coordinate audits and proper filing of taxes returns.
- Ensure legal and regulatory compliance regarding all financial functions.
- Supervise part-time Accounts Payable Specialist position. The A/P specialist assists the Director of Finance with A/R, A/P, reconciling bank statements, and preparing monthly financials, etc.
- Oversee and manage payroll processing and timekeeping records.
- Manage SRT's health, liability, and other insurance programs and policies.
- Perform basic human resource functions including background checks, on-boarding of new employees, maintaining personnel records including required tax and governmental forms, etc.
- Attend all Board, Executive Committee, and other meetings as required by the COO.
- Perform other duties as assigned/needed.



RYAN MANAGEMENT GROUP, INC.

House Manager

Reports To: Supervisor of Ticketing Operations

Summary of Position:

The House Manager oversees and handles all front of house activities before, during and after events taking place in the Theatre. They are responsible for safety of patrons, as well as managing volunteers for Sunrise Theatre shows and Black Box events.

Duties and Responsibilities

Position: House Manager

Responsible for all “front of house” activities prior, during and after any given show/event that takes place in the Sunrise Theatre and Black Box.

- Responsible for the safety of patrons in the lobby, theatre “house”, and all areas of patron use throughout their time at the Sunrise Theatre facilities
- Maintaining fire and safety codes regarding occupancy, clear emergency exits, etc. during all shows
- Main point of contact for any 911 emergencies occurring while patrons are in the building – including any follow-up actions required and creating and maintaining appropriate incident reports
- In conjunction with CEO, representing SRT in relation to upcoming programming and/or fundraising through “curtain speeches” and/or lobby and producer’s lounge interaction with patrons
- Managing all front of house functions including seating of guests, maintaining comfortable climate
- Resolving any guest complaints or disputes relating to seating, climate, audio levels, disability access, etc. by working with other Sunrise Theatre staff and volunteers
- Managing volunteers for Sunrise Theatre events, including training, scheduling, “pre-show” preparation and “post show” cleaning and re-set of theatre and lobby
- Timing of the intermission
- Liaison between performers and front of house staff and volunteers regarding specific show information and/or SRT contract requirements such as:
 - Comp tickets / special seating requests
 - Length of intermission / length of show
 - Video and photo restrictions
 - After show “meet and greets”
- Facilitating performer requests regarding sales of performer merchandise – including setting up merchandise tables, displaying merchandise and when requested – selling the merchandise and accounting for cash sales. Creating and maintaining House Reports for all Sunrise Theatre shows
- Responsible for closing and checking all exterior front of house doors in the main building at the end of each evening performance



RYAN MANAGEMENT GROUP, INC.

Head Sound Engineer

Reports To: Technical Director

Summary of Position:

The Lead Audio Engineer coordinates designs and schedules equipment. They work and communicate with the appropriate personnel to ensure projects proceed from the order stage through completion. They manage the audio for events at Sunrise Theatre venues, ensuring proper operations and levels depending on the individual event as well as monitoring and managing the various equipment involved to ensure things are in efficient working order.

Duties and Responsibilities

Audio Engineer:

- Responsible for designing and implementing PA requirements to meet sound reinforcement levels for each venue on the campus
- Responsible for setting up and breaking down audio equipment affiliated with the venue and specific production
- Supplying sound reinforcement for every event held at any of the venues on campus
- Equalizing FOH PA and monitors to acceptable auditory levels
- Radio Frequency management and integration of wireless microphones
- Building basic programmed show files for guest, artists and engineers
- Advancing all audio requirements that appear on guest artist's contracts
- Responsible for recording:
 - Productions for SRT archival purposes
 - 2 track audio recordings for promotional videos associated with SRT
 - Voice over recordings for SRT phone systems
- Designing sound effects and music for theatre rentals and guest artists
- Normalizing audio tracks for guest artists to ensure equal playback for monitors and FOH PA systems
- Responsible for inventory of all audio equipment
- Designing audio patching systems to ensure proper routing of signal flow
- Supervision of all audio equipment and personnel during guest artists residency
- Programming of audio consoles
- Staying aware of new technology and implementation techniques
- Assisting and coordinating with backline companies
- Overseeing all audio set-ups to ensure safety of equipment and personnel

Theatre-related:

- Light rigging
 - Loading/unloading stage weight
 - Hanging drops
 - Assisting with rigging department during run of show
- Assisting load-in and load-out of set pieces for guest artists and touring companies
- Assisting with light construction and repair of set pieces
- Responsible for setting up projection and video integration

Maintenance:

- Ensuring that all audio equipment is clean and in working order
- Assisting backline companies in repairing musical equipment during run of show
- Coordinating of audio equipment that requires off site repair
- Responsible for cable repair and/or replacement
- Ensuring that all audio work areas are clean and free of debris and obstructions

Facility maintenance:

- Light cleaning of theatre and backstage areas
- Painting and upkeep
- Designing and running cable paths for the areas of the building
- Assisting the Facility Maintenance department with general labor
- Assisting the Maintenance Department with set-up and breakdown of chairs and event equipment
- Assisting with basic IT troubleshooting and installation
- Responsible for opening and closing procedures



RYAN MANAGEMENT GROUP, INC.

Marketing Director – Reports To: CEO

Summary of Position:

Develop and execute a marketing and communications program to build and sustain awareness of The Sunrise Theatre and its programs and services to residents of St. Lucie County and The Treasure Coast, to tourists visiting Ft. Pierce and to prospective business partners and donors. Be responsible for the development and production of all online and offline marketing materials and strategies and all public relations strategies. Work with CEO to support annual campaign and fundraisers; work with appropriate staff to support other special events.

MAJOR RESPONSIBILITIES:

- Develop and implement an effective marketing and communications strategy that creates a superior patron/visitor experience, builds the Sunrise Theatre brand and enables the organization to achieve its key objectives.
- Reinforce the Sunrise Theatre voice and ensure cohesive messaging throughout the organization.
- Create, produce and distribute effective engagement materials (e.g. brochures, email campaigns, press releases, website collateral, etc.).
- Collaborate with CEO or appropriate staff to support all events including fundraisers. Develop and produce all event related marketing materials including sponsorship strategies.
- Manage and create content for online platforms, including the website, social media outlets and electronic communications.
- Develop and execute a media relations strategy to raise awareness of Sunrise Theatre, its entities and all programs and services. Cultivate media contacts; identify opportunities to promote Sunrise Theatre to build awareness.
- Develop and track metrics and success criteria for all marketing programs.
- Manage third-party service providers, including graphic designers, SEO/SEM consultants, video producers and others to build the Sunrise Theatre brand.
- Manage the Sunrise Theatre marketing and public relations budget.
- Social media management
- E-blast creation and scheduling
- Website maintenance
- Oversee select print orders (flyers, brochures, postcards)
- Sign/banner orders and tracking
- Sponsorship proposals, tracking, invoicing and recaps
- Distribution of promotional materials in the downtown area and other key locations.
- Archiving editorial clippings



RYAN MANAGEMENT GROUP, INC.

Lighting Designer

Reports To: Technical Director

Summary of Position:

This position is responsible for producing Theatrical, Concert, Event and architectural style lighting applications for all events happening at each area of the Sunrise Theatre campus.

Design and drafting:

- Responsible for designing overall appearance, through light and staging, of the production at all Sunrise Theatre venues
- Designing light plots via drafting software for specific events happening at any location on SRT property.
- Designing a repertory light plot for the Sunrise Theatre and Black Box venue, which can be utilized multiple times for different applications
- Designing and drafting field layouts for events happening on SRT property
- Updating and maintaining room and building layouts
- Utilizing drafting skills for any miscellaneous needs. For example, seating charts, event layouts, Orchestra Pit configurations

Master Electrician:

- Responsible for implementing all lighting design from personal concept to designs from other artists
- Maintaining all theatrical lighting equipment associated with the production and venues
- Ensuring safety of crew, audience, and facility before, during, and after any event where theatrical elements are applied
- Providing and/or overseeing the purveying of electrical service to all areas associated with a production or event
 - Including but not limited to:
 - Tie in to high amperage disconnect panels
 - Distributing power from disconnects to other power boxes via feeder cable
 - Placing and powering 60a breakout boxes
 - Replacing 20a power receptacles
 - Working with dimmer racks
 - Replacing breakers
- Interpreting lighting plots from touring productions
- Communicating with touring lighting designers to ensure that their vision is met with our facility equipment
 - This also includes determining if peripheral equipment is needed
- Servicing and maintaining all in house lighting equipment
- Ensuring that all the houselights are in good working condition
- Supply ordering
 - This includes:
 - Lamps
 - Gel
 - Gobos
 - Cable

- Connectors
- Serviceable parts

Programming:

- Being well versed in various lighting protocols:
 - ETC Eos
 - MA
- Well versed in DMX-512 protocols
- Fixture patching techniques
- Setting up lighting network
- Maintaining knowledge regarding ACN (Architectural Control Network) and sACN (Streaming Architectural Control Network) protocols
- Maintaining knowledge in setting up basic internet systems
- Knowledge in setting up wireless DMX systems

Research and Development:

- Being privy to new technology and investing the research time to see how the facilities can benefit from it
- Traveling to conferences where new technology is being presented
- Creating and fostering relationships that can benefit the facility with new technology

Maintenance and cleanliness:

- Cleaning the facility when necessary
- Responsible for keeping all lighting equipment and lighting peripherals in a clean and organized manner
- Assisting maintenance department with chair and table set-up and breakdowns when the time allows



RYAN MANAGEMENT GROUP, INC.

President-

Summary of Position:

The President will have an exciting opportunity to lead the continued growth and evolution of a unique historic cultural center positioned at the heart of Fort Pierce's thriving downtown community. Partnering with an accomplished CEO, and a dedicated team of senior staff, the President will assume a highly visible and entrepreneurial role in overseeing all aspects of the organization and will lead the effort to increase both earned and contributed revenue, with a focus on philanthropic and sponsorship support. Acting as the face of the organization, the President will bring a respect for the history and relationships which have sustained The Sunrise Theatre. The President will work hand in hand with the CEO to achieve the goals and objectives.

Duties and Responsibilities:

Management and Planning

- With the CEO the President will oversee short-term operational and long-range strategic planning and implementation processes, for utilization of space and facilities.
- In concert with the CEO, consult and strategize with the senior Sunrise Theatre staff regarding annual artistic, educational and outreach plans and appropriate budget which fulfills the organization's artistic vision and simultaneously maximizes earned income opportunities.
- With the Finance Director, oversee administrative personnel relations to ensure that the organization is effectively structured and staffed with competent employees.

Fundraising and Donor Stewardship

- Along side the CEO the President will assume the lead role in fundraising, working in consultation and cooperation with the staff to maximize the Sunrise Theatre's annual fund, major gift and sponsorship fundraising by identifying opportunities for new and/or

increased support from individuals, foundations, corporations, and government agencies.

The organization does intend to eventually engage a full time Development Director (reporting to the President/CEO).



RYAN MANAGEMENT GROUP, INC.

Public Relations –
Reports To: Director of Marketing

Summary of Position:

The Public Relations Manager will assist in developing plans to portray the Sunrise Theatre's messages using PR, Media Relations and Social Media disciplines. They will use their deep knowledge to work closely in social media influencer channels and demonstrate a strong proactive approach to help the brand reach prospective clients/audiences.

Campaign development and execution, including strategy, creative ideation and influencer marketing

Foster and maintain professional, productive client relationships

Serve as expert in fully integrated PR, Media Relations and Social Media amplification programs, while helping to develop a communications plan

Analyze program performance data to make informed decisions about future strategies

Serve as a lead in social listening efforts/monitoring of online conversations

Monitor news coverage, social media sentiments and provide reports + guidance to clients as needed

Conduct industry research as needed to develop campaigns that reach client goals

Serve as an ambassador of L lior s capabilities as it relates to organic and new business opportunities

Help to develop and recommend strategies for the L lior brand and sub brands Duties and Responsibilities

- Develop PR campaigns and media relations strategies

- Collaborate with internal teams (e.g. marketing) and maintain open communication with senior management
- Edit and update promotional material and publications (brochures, videos, social media posts etc.)
- Prepare and distribute press releases
- Organize PR events (e.g. open days, press conferences) and serve as the company's spokesperson
- Seek opportunities for partnerships, sponsorships and advertising
- Address inquiries from the media and other parties
- Track media coverage and follow industry trends
- Prepare and submit PR reports
- Manage PR issues

Public relations (PR) professionals, also known as PR specialists or PR officers, manage how the public perceives a person, brand, or company. Their responsibilities can include:

- Building relationships: Establishing relationships with media, stakeholders, and other groups
- Crafting messages: Writing press releases, speeches, and PR copy
- Planning events: Organizing events and programs to promote products or services
- Managing media: Responding to media requests, conducting media training, and arranging interviews
- Analyzing public opinion: Evaluating public opinion through social media and other sources
- Crisis management: Managing crisis communications
- Evaluating advertising: Assessing advertising and promotion programs to ensure they align with PR efforts



RYAN MANAGEMENT GROUP, INC.

Facilities Maintenance Director

Direct Reports To: Director of Center Services

Summary of Position:

The Supervisor of Maintenance and Facilities is responsible for planning, organizing and directing the maintenance, repair and alteration of the buildings and grounds; ensuring that jobs are completed efficiently and within regulatory guidelines and projected deadlines; preparing and managing the annual budgets for the maintenance, grounds and custodial departments; and ensuring the optimal utilization of personnel and other resources.

Duties and Responsibilities

- Responsible for schedule and oversight of all maintenance of SRT property
- Confirming and meeting all deadlines and requirements for inspections as required (Fire, Burglar Alarm, elevator and others)
- Taking corrective actions for any inspections requiring further attention
- Scheduling regular corrective or routine maintenance (floors, carpet cleaning, carpet replacement, lighting, minor repairs)
- Responsible for interior maintenance and appearance of all buildings
- Regular review of property appearance to meet proper standards
- Coordinating and scheduling outside contractors as required
- Supervising projects and activity as occurring on SRT campus to ensure proper execution and completion
- Determining staffing needs for events and scheduling staff as needed
- Available 24/7 for consultation or problem solving as needed
- Reviewing and adjusting staff hours and needs daily
- Monitoring inventory control for supplies and equipment
- Reviewing budget requests with Finance Director
- Developing and maintaining relationships with contractors and service providers
- Reporting to superior staff to keep open communication



RYAN MANAGEMENT GROUP, INC.

Supervisor of Ticketing Operations

Reports To: Finance Director/CEO

Summary of Position:

The Supervisor of Ticketing Operations is responsible for the efficient daily functioning of the Sunrise Theatre ticketing/database system, and for providing excellent customer service to patrons throughout the entire ticketing process. They work cross-departmentally, supporting House Management, Marketing, Center Services, and Finance with data, analysis, reporting, and reconciliation.

Duties and Responsibilities

- Creating all SRT and rental events in Ticketing System, setting up seat allocations, ticket pricing, discount codes, access codes, group sales, and VIP tables
- Designing in house and print at home tickets. Selecting and formatting images for tickets and online ticket sales from our website. Launching online ticket sales from our website and providing links for each event to the Marketing Department for online ticketing from our event landing pages.
- Continually monitoring all box office and online ticket sales, notifying appropriate departments and adjusting elements accordingly
- Preparing reports, analyses, and customer lists as requested by Marketing Department to support more effective, targeted marketing campaigns
- Monitoring third party ticket outlets for area competition
- Scheduling annual ticket sales timeline determining when, where, what, and to whom various season ticket sales will open and close
- Build out Annual Renewable Subscriptions in ticketing system setting up subscription allocations and pricing, seat fulfillment, renewals, and renewal notification
 - Designing and producing annual renewal forms, with donation solicitation, for mailing
 - Working with Marketing to create print material to be included with subscription renewal forms
 - Processing all subscription renewals through ticketing system, assigning seat fulfillment and sending confirmations to patrons ensuring a specific priority order has been followed
 - Arranging individual calls to each patron not renewed by to get them renewed or conduct exit interview
 - Printing, packaging, and mailing all subscription tickets at appropriate time or hold in Will Call per subscriber request
 - Communicating directly with subscribers as needed to resolve problems and ensure high quality customer service
 - Creating online waiting lists for new subscribers, assigning seat priority to each. Assisting box office staff in personally calling each to secure their new subscription, welcome them to the series, choose seating, take payment and close the sale
 - Maintaining detailed reports on subscriber donations for grant reporting
 - Processing and depositing into safe, cash from previous day's ticket sales

- Posting cash/check donations made through the box office and producing reports
- Overseeing distribution of comp tickets to production companies, sponsors, and staff
- Monitoring and resolving all “Payment Exceptions” and “Chargebacks” from payment processor
- Preparing Mobile Box Office banks for ticket sales; gathering marketing materials for display at site
- Ensuring all ticket holders are notified immediately via phone and/or email of date/artist changes or unexpected cancellations, offering alternatives to refunding ticket charges
- Producing ticket “vouchers” to local organizations requesting SRT ticket donations. Maintaining detailed reports of organizations, contact information, event offerings, and ticket values to demonstrate SRT goodwill to area organizations
- Providing ticket sales, attendance, demographic, or historical data for grant reporting
- Providing ticket sales updates and reports to production companies on a regular basis or on request
- Seasonally creating box office events calendar for scheduling of staff
- Hiring, training, supervising, and supporting part-time box office staff. Ensuring staff is properly trained to operate within the ticket system, handle customer questions and requests, manage ticket window at events, and that they are familiar with the policies and procedures governing ticket transactions
- Resolving customer disputes over ticket issues, such as seat assignments, exchanges, or refunds
- Responding to all correspondence received from both satisfied, and irate patrons.
- Managing rental events
- Conversing with renter and making recommendations of how to best fill their box office needs
- Building events to renters’ specifications and sending ticket proofs for approval
- Providing ticket sales reports and updates to renters on a regular basis or on request
- Handling renter concerns as they arise
- Sending final sales reports to Center Services for settlement
- Managing group sales
- Creating and sending annual group mailing
- Communicating directly with group leaders describing terms and conditions of group sales
- Creating Group Sales Contracts for signature approval and deposit
- Processing deposits and collecting balances due
- Maintaining Group Mailing List
- Keeping up to date with the evolving ticketing industry changes and trends by participating in educational opportunities, reading professional publications, maintaining personal networks, and participating in professional organizations
- Developing relationships with community organizations, local corporate businesses, alumni associations etc. along with local colleges and universities to create sales for group and/or student tickets

Database Support

- Overseeing the daily maintenance, updating and merging of all records, contact/account information, in database
- Maintaining database performance by troubleshooting problems for all SRT staff/users
- Fulfilling staff requests for all reports including lists for direct mail, email and theater programs, memberships, donations, events



RYAN MANAGEMENT GROUP, INC.

Technical Director

Reports to: Finance Director/CEO

Summary of Position:

The Technical Director is responsible for the overall organization of the technical production process, ensures all technical equipment in the venues is functional, maintained, and safe. Maintaining budget estimations and accounts, materials research and purchasing, scheduling and supervising crews, coordinating load-ins, and organizing and assisting with the strike and clean-up for the production.

- Review, recommend, and update season and show budgets for technical staff and equipment needs.
- Review, recommend, and update the backstage and theatre budget.
- Advance tour and manage artist's riders.
- Directly work with artists and their management to suggest and modify their rider to fit in specific SRT spaces.
- Rework and redesign sets, stage equipment, sound, lighting, and fly equipment for the space being utilized, as well as for the safety of the building, staff, traveling actors, and patrons.
- Work with rental equipment vendors to obtain artists' needs and negotiate rental costs.
- Point of contact for all artists and rentals to ensure their needs are met.
- Hire local crew for touring and artist event requirements.
- Maintain, create, and obtain local crew lists for over-hire needs.
- Crew chief for over-hire crew and SRT technical staff.
- Create schedule for staff and over-hire crew to accomplish event load-in, setup, show, and strike/clean-up.
- Assist with event load-in, setup, show, and strike/clean-up.
- Ensure safety of staff, crew, equipment, spaces, traveling crew, actors, artists, SRT staff, and patrons.
- Maintain and repair SRT equipment and systems to ensure they are in the highest working order for all events.
- Recommend, advise, and obtain quotes for equipment repairs and/or replacement.
- Maintain equipment inventory and recommend equipment replacement timelines.
- Manage and direct backstage staff's daily duties, including event and show duties.
- Supervise, recommend, and carry out stage scenery, lighting, and sound rigging while maintaining the safety of the buildings, staff, traveling staff, actors, and patrons.
- Write and maintain venue-specific Technical Specifications Packet for touring and rental events (including technical drawings of spaces and equipment available in their designated venue).
- Schedule staff equipment training with third party equipment vendors.
- Host equipment-training seminars for SRT staff.
- Research, recommend, and schedule staff to attend equipment expos, conferences, and design seminars.

Backstage Hospitality:

- Schedule and accommodate event hospitality needs.
- Work with outside catering contractors to fulfill hospitality needs and negotiate pricing.
- Review and schedule hospitality services.
- Review, recommend, and update event hospitality budgets.



RYAN MANAGEMENT GROUP, INC.

Ryan Management Group, Inc.
EMPLOYEE HANDBOOK



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RYAN MANAGEMENT GROUP, INC.

GETTING STARTED

INTRODUCTORY STATEMENT

This handbook is designed to acquaint you with Ryan Management Group, Inc. (RMG) and provide you with information about working conditions, employee benefits, and some of the policies affecting your employment. You should read, understand, and comply with all provisions of the handbook. It describes many of your responsibilities as an employee and outlines the programs developed by RMG to benefit employees. One of our objectives is to provide a work environment that is conducive to both personal and professional growth.

No employee handbook can anticipate every circumstance or question about policy. As RMG continues to grow, the need may arise and RMG reserves the right to revise, supplement, or rescind any policies or portion of the handbook from time to time as it deems appropriate, in its sole and absolute discretion. Employees will, of course, be notified of such changes to the handbook as they occur.

The information contained in this handbook is not intended to modify the “at will” status of your employment, meaning it is not a contract or assurance of compensation, continued employment or benefit of any kind.



RYAN MANAGEMENT GROUP, INC.

EMPLOYEE ACKNOWLEDGEMENT FORM

The employee handbook describes important information about RMG, and I understand that I should consult the Chief Executive Officer or President regarding any questions not answered in the handbook. I have entered into my employment relationship with RMG voluntarily and acknowledge that there is no specified length of employment. Accordingly, either I or RMG can terminate the relationship at will, with or without cause, at any time, so long as there is no violation of applicable federal or state law.

Since the information, policies and benefits described here are necessarily subject to change, I acknowledge that revisions to the handbook may occur, except to RMG's policy of employment-at-will. All such changes will be communicated through official notices, and I understand that revised information may supersede, modify, or eliminate existing policies. Only the Executive Committee of RMG has the ability to adopt any revisions to the policies in this handbook.

Furthermore, I acknowledge that this handbook is neither a contract of employment nor a legal document. I have received the handbook, and I understand that it is my responsibility to read and comply with the policies contained in this handbook and any revisions made to it.

EMPLOYEE'S SIGNATURE

DATE

EMPLOYEE'S NAME (TYPED OR PRINTED)



RYAN MANAGEMENT GROUP, INC.

NATURE OF EMPLOYMENT – EMPLOYMENT AT WILL

Employment with RMG is voluntarily entered into, and the employee is free to resign at will any time, with or without cause. Similarly, RMG may terminate the employment relationship at will at any time, with or without notice or cause, so long as there is no violation of applicable federal or state law.

Policies set forth in this handbook are not intended to create a contract, nor are they to be construed to constitute contractual obligations of any kind or a contract of employment between RMG and any of its employees. The provisions of the handbook have been developed at the discretion of management and, except for its policy of employment-at-will, may be amended or canceled at any time, at RMG's sole discretion.

These provisions supersede all existing policies and practices and may not be amended or added without the express written approval of the Executive Committee of RMG.



RYAN MANAGEMENT GROUP, INC.

EQUAL EMPLOYMENT OPPORTUNITY

RMG is an equal opportunity employer. The Company does not discriminate in hiring, promotion, discharge, pay, fringe benefits, job training, classification, referral, and other aspects of employment based on race, color, religion, sex (including pregnancy, childbirth and related medical conditions), national origin, genetic information, ancestry, citizenship or veteran status, age or other classification protected by federal or state law. Local law prohibits discrimination on the additional basis of marital status, sexual orientation, familial status or gender identity or expression.

The Company does not discriminate against qualified individuals on the basis of a disability, and will make reasonable accommodation to the known physical or mental limitations of an otherwise qualified individual with a disability who is an applicant or employee, barring undue hardship.

Any employees with questions or concerns about any type of discrimination in the workplace are encouraged to bring these issues to the attention of their immediate supervisor. Employees can raise concerns and make reports without fear of reprisal. Anyone found to be engaging in any type of unlawful discrimination will be subject to disciplinary action, up to and including termination of employment.



RYAN MANAGEMENT GROUP, INC.

IMMIGRATION LAW COMPLIANCE

The Company is committed to full compliance with Federal and State immigration laws. These laws require that all individuals pass an employment verification procedure before they are permitted to work. This procedure has been established by law and requires that every individual provide satisfactory evidence of identity and legal authorization to work in the United States. Accordingly, all new hires must satisfy this requirement before they will be permitted to work.

INTRODUCTORY PERIOD

The introductory period is intended to give new employees the opportunity to demonstrate their ability to achieve a satisfactory level of performance and to determine whether the new position meets their expectations. RMG uses this period to evaluate employee capabilities, work habits, and overall performance.

All new and rehired employees work on an introductory basis for the first 90 calendar days after their date of hire. Any significant absence will automatically extend an introductory period by the length of the absence. If RMG determines that the designated introductory period does not allow sufficient time to thoroughly evaluate the employee's performance, the introductory period may be extended for a specified period.

Upon satisfactory completion of the introductory period, employees enter the "regular" employment classification. The fact that employees are hired with an introductory period does not alter the at-will status of employment both during and after the successful completion of the introductory period.

During the introductory period, new employees are eligible for those benefits that are required by law, such as workers' compensation insurance and Social Security. After being regular employees, they may also be eligible for other RMG provided benefits, subject to the terms and conditions of each benefits program. Employees should read the information for each specific benefit for the details on eligibility requirements.



RYAN MANAGEMENT GROUP, INC.

PERFORMANCE EVALUATION

Supervisors and employees are strongly encouraged to discuss job performance and goals on an informal, day-to-day basis. A performance evaluation will be conducted at the end of an employee's initial period of hire, known as the introductory period. Additional formal performance evaluations are conducted to provide both supervisors and employees the opportunity to discuss job tasks, identify and correct weaknesses, encourage and recognize strengths, and discuss positive, purposeful approaches for meeting goals.

Performance evaluations are scheduled annually.

Merit based pay adjustments are not guaranteed, but awarded by RMG, in its sole discretion, in an effort to recognize truly superior employee performance. The decision to award such an adjustment is dependent upon numerous factors, including the information documented by this performance evaluation process, and the financial condition of RMG.



RYAN MANAGEMENT GROUP, INC.

BACKGROUND AND REFERENCE CHECKS

To ensure that individuals who join RMG are well qualified and to ensure that RMG maintains a safe and productive work environment, we may conduct pre-employment background checks on applicants who accept an offer of employment. Background checks may include verification of any information on the application form, and verification of driving record.

Any background checks are conducted in conformity with the Federal Fair Credit Reporting Act, the Americans with Disabilities Act, and state and federal privacy and anti discrimination laws. Reports are kept confidential and are only viewed by individuals involved in the hiring process.

If information obtained in a background check would lead to the denial of employment, a copy of the report will be provided to the applicant, and the applicant will have the opportunity to dispute the report's accuracy. Background checks may include a criminal record check, although a criminal conviction does not automatically bar an applicant from employment.



RYAN MANAGEMENT GROUP, INC.

EMPLOYEE RECORDS

RMG relies upon the accuracy of information contained in your employment application, as well as the accuracy of other data presented throughout the hiring process or obtained during employment. Any misrepresentations, falsifications, or material omissions in any of this information or data may result in disqualification for further consideration for employment or, if you have been hired, termination of employment.

To ensure the maintenance of current and accurate information, please notify us of any changes to your address, phone number, marital status, or other personal information. If you wish to review your personnel file you may do so in the presence of the Chief Executive Officer and/or President.



RYAN MANAGEMENT GROUP, INC.

WAGE AND PAYROLL POLICIES

EMPLOYEE CLASSIFICATIONS

Full-time: An employee who is regularly scheduled to work and does work a schedule of forty (40) or more hours per week is considered to be a full-time employee.

Part-time: An employee who is regularly scheduled to work and does work a schedule of less than forty (40) hours per week is considered to be a part-time employee. Part-time employees may not be eligible for employment benefits, such as paid time off.

Temporary: A temporary employee may be hired to work on a part-time or full-time basis but generally is scheduled for termination on a certain date. Temporary employees who remain on duty past the scheduled termination remain classified as temporary. Temporary employees are not eligible for employment benefits.



RYAN MANAGEMENT GROUP, INC.

WAGE RATES AND OVERTIME

Employees are either non-exempt or exempt based on the employee's position and in accordance with the Fair Labor Standards Act (FLSA). Exempt employees are those whose job assignments meet the federal and state requirements for exemption from overtime compensation. Exempt employees are compensated on a salary basis and are not eligible for overtime pay. Your supervisor will inform you if your status is exempt.

When operating requirements or other needs cannot be met during regular working hours, you may be scheduled to work overtime. Working overtime without prior authorization may result in disciplinary action, up to and including termination of employment.



TIMEKEEPING

All employees must follow RMG procedures for recording time. Employees should accurately record the time they begin and end their work, as well as the beginning and ending time of each meal period. They should also record the beginning and ending time of any split shift or departure from work for personal reasons. Overtime work must always be approved by the employee's supervisor before it is performed.

Altering, falsifying, tampering with time records, or recording time on another employee's time record may result in disciplinary action, up to and including termination of employment.

Non-exempt employees should report to work no later than their scheduled starting time nor stay after their scheduled stop time without expressed, prior authorization from their supervisor.

It is the employee's responsibility to sign their time records to certify the accuracy of all time recorded. The supervisor will review and then initial the time record before submitting it for payroll processing. In addition, if corrections or modifications are made to the time record, both the employee and the supervisor must verify the accuracy of the changes by initialing the time record.

Exempt employees may also be required to record their time worked and report full days of absence from work for reasons such as leaves of absence, sick leave, or personal business.

All staff or is required to turn in timesheets for review by the CEO no later than 4pm the Monday of the new pay period, failure to turn in timesheets will result in a missed payment.



RYAN MANAGEMENT GROUP, INC.

DEDUCTIONS AND NON-RETALIATION

It is the RMG's policy to comply with the salary basis requirements of the FLSA. Therefore, the RMG prohibits all managers and supervisors from making improper deductions from the salaries of exempt employees. RMG also prohibits any deductions that violate the FLSA. You should carefully review each paycheck to ensure its accuracy.

If you believe that an improper deduction has been made or that your compensation is inaccurate, you should immediately report it to the Chief Executive Officer and/or the President. Reports of improper deductions will be promptly investigated. If it is determined that an improper deduction has occurred, you will be promptly reimbursed for any improper deduction made. RMG will promptly take the necessary steps to ensure that you receive the correct amount of pay in each paycheck and that you are paid on the scheduled payday.

We have a no tolerance policy for retaliation against employees who report alleged violations of this policy or who cooperate in the investigation of such reports. Any claims of retaliation will be promptly investigated. Any form of retaliation in violation of this policy will result in disciplinary action, up to and including termination of employment.

PAYDAYS

All employees are paid bi-weekly on (every other) Friday. Each paycheck will include earnings for all work performed through the end of the previous payroll period.

In the event that a regularly scheduled payday falls on a day off such as a weekend or holiday, employees will receive pay on the last day of work before the regularly scheduled payday.

If a regular payday falls during an employee's vacation, the employee may receive his or her earned wages before departing for vacation if a written request is submitted at least one week prior to departing for vacation.



STANDARDS OF CONDUCT

RMG expects all employees to have the highest level of integrity and honesty in all aspects of work, and to follow work rules and standards. RMG also expects all employees to perform his/her job to the satisfaction of the Company. Violation of RMG work rules or standards may lead to disciplinary action, up to and including termination. Poor job performance may also lead to disciplinary action, up to and including termination. Nothing in these policies alters the at-will nature of your employment; either you or RMG may terminate the employment relationship with or without reason, and in the absence of any violation of standards or rules.

WORKING HOURS AND ATTENDANCE

Your supervisor will provide you with your schedule and working hours, consistent with the needs of RMG. A request for a change to your schedule must be made in advance, and if feasible, will be provided at the sole discretion of RMG. You cannot make adjustments to your schedule (such as starting or ending your day later or earlier or working through lunch) without prior approval. Doing so may result in disciplinary action.

All employees are expected to be punctual and to maintain a good attendance record. Regular attendance and promptness are considered part of each employee's essential job functions. Excessive absenteeism and tardiness will be grounds for disciplinary action, up to including termination.

LATE ARRIVAL OR ABSENCE

In an unavoidable situation when you cannot arrive at your scheduled time, or cannot show up at all, you must call, text, or email to speak directly to your supervisor. If your supervisor is not available, speak with another member of management. The employee must provide notice as far in advance as possible..

Failure to comply with this policy may result in disciplinary action, up to and including termination. Providing notice as required by this policy allows your supervisor to obtain coverage; however, it does not mean that your late arrival or absence will be excused under the RMG's attendance policy.

Employees are not permitted to make up missed time by staying later in the day, coming in early or working through lunch unless approved in advance by your supervisor. An employee who fails to show up for work without notification to his/her supervisor for three (3) or more consecutive days may be terminated for job abandonment. An employee who fails to return to work from an approved leave on the date specified may be terminated for job abandonment.



RYAN MANAGEMENT GROUP, INC.



RYAN MANAGEMENT GROUP, INC.

EMPLOYEE CONDUCT AND WORK RULES

To ensure orderly operations and provide the best pRMGible work environment, RMG expects employees to follow rules of conduct that will protect the interests and safety of all employees and the organization. It is not possible to list all the forms of behavior that are considered unacceptable in the workplace.

The following are examples of infractions of rules of conduct that will result in disciplinary action, up to and including termination of employment:

- Theft or inappropriate removal or possession of property
- Falsification of timekeeping records
- Working under the influence of alcohol or illegal drugs
- Possession, distribution, sale, transfer, or use of alcohol or illegal drugs in the workplace, while on duty, or while operating employer-owned vehicles or equipment
- Fighting or threatening violence in the workplace
- Boisterous or disruptive activity in the workplace
- Negligence or improper conduct leading to damage of employer-owned or customer-owned property
- Insubordination or other disrespectful conduct
- Violation of safety or health rules
- Smoking in prohibited areas
- Sexual or other unlawful or unwelcome harassment
- Possession of dangerous or unauthorized materials, such as explosives or firearms, in the workplace
- Excessive absenteeism or any absence without notice
- Unauthorized absence from work stations during the workday
- Violation of personnel policies
- Unsatisfactory performance or conduct



RYAN MANAGEMENT GROUP, INC.

SMOKING

Employees are prohibited from smoking in the office, including any entrance areas, or any general public areas. Smoking should only occur in or around the loading dock areas, not in view of the general public.

TELEPHONE USAGE

Our office telephone lines are for business use and should not be tied up with personal calls. If you must make or take a personal call, keep it as short and as non-disruptive as possible. RMG reserves the right, in its discretion, to restrict any employee's cell phone use during business hours to the extent necessary to ensure work efficiency.



ELECTRONIC COMMUNICATIONS POLICY

Company property, including computers, electronic mail and voice mail, should only be used for conducting company business. Incidental and occasional personal use of company computers and our voice mail and electronic mail systems is permitted, but information and messages stored in these systems will be treated no differently from other business-related information and messages, as described below.

The Company may review stored electronic and voice mail. Therefore, the Company must, and does, maintain the right and the ability to enter into any of these systems and to inspect and review any and all data recorded in those systems. Because the Company reserves the right to obtain access to all voice mail and electronic mail messages left on or transmitted over these systems, employees should not assume that such messages are private and confidential or that the Company or its designated representatives will not have a need to access and review this information. Individuals using Company business equipment should also have no expectation that any information stored on their computer - whether the information is contained on a computer hard drive, computer disks or in any other manner - will be private.

The Company has the right to, but does not regularly monitor voice mail or electronic mail messages. The Company will, however, inspect the contents of computers, voice mail or electronic mail in the course of an investigation triggered by indications of unacceptable behavior or as necessary to locate needed information that is not more readily available by some other less intrusive means.



DRUG AND ALCOHOL USE

RMG desires to provide a drug-free, healthful, and safe workplace. To promote this goal, we require employees to report to work in an appropriate mental and physical condition to perform their jobs in a satisfactory manner.

While on RMG premises and while conducting business-related activities off RMG premises, no employee may use, possess, distribute, sell, or be under the influence of alcohol or illegal drugs. The legal use of prescribed drugs is permitted on the job only if it does not impair an employee's ability to perform the essential functions of the job effectively and in a safe manner that does not endanger other individuals in the workplace.

Violations of this policy may lead to disciplinary action, up to and including immediate termination of employment, and/or required participation in a substance abuse rehabilitation or treatment program. Such violations may also have legal consequences.

Employees with drug or alcohol problems that have not resulted in, and are not the immediate subject of, disciplinary action may request approval to take unpaid time off to participate in a rehabilitation or treatment program through RMG's health insurance benefit coverage. Leave may be granted if the employee agrees to abstain from the use of problem substance; abides by all RMG policies, rules, and prohibitions relating to conduct in the workplace; and if granting the leave will not cause RMG any undue hardship.

Under the Drug-Free Workplace Act, an employee who performs work for a government contract or grant must notify RMG of a criminal conviction for drug-related activity occurring in the workplace. The report must be made within five days of the conviction.

Employees with questions on this policy or issues related to drug or alcohol use in the workplace should raise their concerns with their supervisor or the Chief Executive Officer or President without fear of reprisal.



WORKPLACE VIOLENCE

Violence by an employee or anyone else against an employee, supervisor or member of management will not be tolerated. The purpose of this policy is to minimize the potential risk of personal injuries to employees at work and to reduce the possibility of damage to company property.

If you receive or overhear any threatening communications from an employee or outside third party, report it to your supervisor, the Chief Executive Officer or President at once. All reports will be kept confidential to the extent permissible, investigated and documented. Employees are expected to report and participate in an investigation of any suspected or actual cases of workplace violence and will not be subjected to disciplinary consequences for such reports or cooperation.

Possession, use or sale of weapons, firearms or explosives on work premises, out in the field, while operating company machinery, equipment or vehicles for work-related purposes or while engaged in company business off premises is forbidden except lawfully possessed firearms as specifically allowed on work premises under Florida law (such as in a locked vehicle).

Violations of this policy, including your failure to report or fully cooperate in the RMG's investigation, may result in disciplinary action, up to and including discharge.



DISCIPLINE

It is RMG'S policy to administer equitable and consistent discipline for unsatisfactory conduct in the workplace.

The major purpose of any disciplinary action is to correct the problem, prevent recurrence, and prepare the employee for satisfactory service in the future.

Although employment with RMG is based on mutual consent and both the employee and RMG have the right to terminate employment at will, with or without cause or advance notice, RMG may use progressive discipline at its discretion.

Disciplinary action may call for any of four steps—oral warning, written warning, suspension without pay, or termination of employment—depending on the severity of the problem and the number of occurrences. There may be circumstances when one or more steps are bypassed.

Progressive discipline means that, with respect to most disciplinary problems, these steps will normally be followed: a first offense may call for an oral warning; a next offense may be followed by a written warning; another offense may lead to a suspension; and, still another offense may then lead to termination of employment.

RMG recognizes that there are certain types of employee problems that are serious enough to justify a suspension, or, in extreme situations, termination of employment, without going through the usual progressive discipline steps.

By using progressive discipline, we hope that most employee problems can be corrected at an early stage, benefiting both the employee and RMG.



RYAN MANAGEMENT GROUP, INC.

REPORTING ACCIDENTS

If you are injured on the job, report it immediately to your supervisor and the Chief Executive Officer or President. All accidents, injuries, or potential safety hazards, must be reported immediately, and accident report fully filled out. Even if you have not suffered an injury, it is your obligation to report any such accidents.



POLICIES AGAINST DISCRIMINATION

POLICY AGAINST SEXUAL HARASSMENT

Objective: The purpose of this policy is to define sexual harassment and provide procedures for the investigation of sexual harassment claims. All employees, including supervisors and managers, will be subject to severe discipline, up to and including discharge, for any act of sexual harassment they commit.

Policy Statement: Sexual harassment is the unwanted sexual attention of a persistent or offensive nature. Sexual harassment includes sexually oriented conduct that is sufficiently pervasive or severe to unreasonably interfere with an employee's job performance or create an intimidating, hostile or offensive working environment. Sexual harassment can be physical and/or psychological in nature. An aggregation of a series of incidents can constitute sexual harassment even if one of the incidents considered on its own would not be harassing. Employees are prohibited from harassing other employees whether or not the incidents of harassment occur on employer premises and whether or not the incidents occur during working hours.

While sexual harassment encompasses a wide range of conduct, some examples of specifically prohibited conduct include:

- Physical assaults of a sexual nature, and physical conduct that is sexual in nature, such as touching, pinching, patting, grabbing, brushing against another employee's body or poking another employee's body.
- Unwanted sexual advances, propositions or other sexual comments, such as sexually oriented gestures, noises, remarks, jokes, or comments about a person's sexuality or sexual experience (especially when directed at or made in the presence of any employee who indicates or has indicated in any way that such conduct in his or her presence is unwelcomed).
- Preferential treatment or promises of preferential treatment to an employee for submitting to sexual conduct, including soliciting or attempting to solicit any employee to engage in sexual activity for compensation or reward.
- Subjecting, or threats of subjecting, an employee to unwelcomed sexual attention or conduct or intentionally making performance of the employee's job more difficult because of that employee's sex.
- Sexual or discriminatory displays or publications anywhere in the workplace, such as: Displaying pictures, posters, calendars, graffiti, objects, promotional materials, reading materials or other materials that are sexually suggestive, sexually demeaning or pornographic, or bringing into the work environment or possessing any such material to read, display or view at work.



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Reporting and Resolution: If any employee believes that they have been subject to sexual harassment or any unwanted sexual attention he or she should report the incident to Holland Ryan/Chief Executive Officer. A report can also be made directly to the President. It is important to report concerns of sexual harassment or inappropriate sexual conduct regardless of the seriousness to a supervisor/manager as soon as possible. To ensure the prompt and thorough investigation of a sexual harassment complaint, the complainant should provide as much information as is possible. Management cannot assist in stopping the harassment from continuing if it is unaware of the problem. If you have witnessed sexual harassment, you also are required to report the incident so that prompt action may be taken.

It is the policy of RMG to investigate claims of sexual harassment, or any other prohibited discrimination, and to promptly and effectively eliminate such conduct. The investigation will be kept as confidential as possible, consistent with the need to determine the facts. Retaliation against you for making a good faith report of harassment is prohibited by law and by Company policy. If an investigation confirms a violation of this policy, appropriate corrective and remedial action will be taken immediately to end the harassment and to discipline the violator. Questions regarding this policy can be directed to the President, the Chief Executive Officer, or your supervisor or any other member of management.



RYAN MANAGEMENT GROUP, INC.

OTHER DISCRIMINATORY HARASSMENT

The Company strongly supports the rights of all its employees to work in an environment free from all forms of harassment. Harassment on the basis of race, color, religion, sex, national origin, genetic information, ancestry, citizenship or veteran status, age and disability are prohibited by Federal and State law. Local law further prohibits discrimination or harassment on the additional basis of marital status, sexual orientation, familial status or gender identity or expression. Harassing conduct includes, but is not limited to:

- Epithets
- Negative stereotyping
- Slurs
- Threatening, intimidating or hostile acts that relate to the above characteristics
- Written or graphic material that denigrates or shows hostility or aversion toward an individual or group because of the above characteristics, and that is placed on walls, bulletin boards, or elsewhere on the premises, or circulated in the workplace.

In compliance with the law and our policy, RMG prohibits harassment of any kind. If the result of an investigation indicates that corrective action is called for, such action may include disciplinary action up to and including immediate termination of the employment of the offender.

Conduct prohibited by these policies is unacceptable in the workplace or office, and in any work-related setting outside the workplace, such as during business trips, business meetings and business-related social events.



RYAN MANAGEMENT GROUP, INC.

BENEFITS

Eligible employees at RMG are provided a wide range of benefits. A number of the programs (such as Social Security, workers' compensation and unemployment insurance) cover all employees in the manner prescribed by law.

Benefits eligibility is dependent upon a variety of factors, including employee classification. Your supervisor can identify the programs for which you are eligible. Details of many of these programs can be found elsewhere in the employee handbook.

The following benefit programs are available to eligible employees:

- Gap Insurance
- Health Savings Account
- Medical Insurance
- Dental
- Vision
- 401k (not RMG contributed)
- Maternity Leave
- Paternity Leave
- Auto Mileage Reimbursement
- Cobra Benefit Conversion at Termination/Separation
- Holidays
- Jury Duty Leave
- Sick/ Personal Leave Benefits
- Vacation/PTO (Personal Time Off)
- Holidays
- Bereavement

Some benefit programs require contributions from employees, but most are fully paid by RMG. The benefit package for regular full-time employees represents an additional cost to RMG of approximately 20 percent of wages.

RMG reserves the right to add, modify, or eliminate any benefit plan upon notice.



VACATION BENEFITS

Vacation time off with pay is available to eligible employees to provide opportunities for rest, relaxation, and personal pursuits. Regular full-time employees are eligible to earn and use vacation time as described in this policy.

Vacation accrual begins on the first day of full-time employment, and is accrued based on the calendar year according to the schedule in this policy. A pro-rated amount of vacation will be provided during an employee's initial year of employment, based upon his/her start date.

Vacation cannot be taken until the successful completion of your introductory period.

Once eligible, employees will earn vacation each calendar year on the following schedule of continuous employment:

VACATION EARNING SCHEDULE

<u>YEARS OF ELIGIBLE SERVICE</u>	<u>VACATION DAYS MONTHLY</u>	<u>VACATION DAYS EACH YEAR</u>
Upon initial eligibility	.833 days	10 days
After 5 Years	1.250 days	15 days

The minimum amount of vacation that can be taken is a half a day, meaning that deductions from vacation benefits will not be less than a half-day increment. To take vacation, employees should request advance approval from their supervisors. Requests will be reviewed based on a number of factors, including business needs and staffing requirements.

Vacation time off is paid at the employee's base pay rate at the time of vacation. It does not include overtime or any special forms of compensation such as incentives, commissions, bonuses, or shift differentials.

As stated above, employees are encouraged to use available paid vacation time for rest and relaxation, and personal pursuits. Vacation may not be carried over to the subsequent year (with each new year for purposes of PTO commencing at the new calendar year); provided however, RMG will allow employees to carry up to one week's worth of unused time forward to the next year. The carry over amount can never exceed this extra weeks' worth of time, and there will be no additional carry over until the employee uses paid vacation time and brings the extra carried over amount below a week. This provision supersedes and replaces any prior policies or practices regarding the gratuitous carry-over of unused benefits. Please see the Chief Executive



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Officer or President if as of the date of this Handbook you have any questions about unused benefits from the RMG's prior policy.

Accrued vacation will be paid to employees leaving the Center so long as termination was not for wrongful misconduct (as determined in our discretion) and, in the case of resignation, if Employee has given at least 2 weeks' notice. If we advance vacation before accrual, we reserve the right to recover it if an employee resigns without the 2 weeks required notice.



HOLIDAYS

RMG currently recognizes the following holidays each year:

- New Year's Day (January 1)
- Martin Luther King, Jr. Day (third Monday in January)
- President's Day (third Monday in February)
- Memorial Day (Last Monday in May)
- Independence Day (July 4)
- Labor Day (first Monday in September)
- Veterans Day (November 11th)
- Thanksgiving (fourth Thursday in November)
- Day after Thanksgiving
- Christmas Eve (December 24)
- Christmas (December 25)

RMG will grant paid holiday time off to all eligible employees immediately upon assignment to an eligible employment classification. Holiday pay will be calculated based on the employee's straight-time pay rate (as of the date of the holiday) times the number of hours the employee would otherwise have worked on that day. Eligible employee classification(s):

Regular full-time employees

To be eligible for holiday pay, employees must work the last scheduled day immediately preceding and the first scheduled day immediately following the holiday.

A recognized holiday that falls on a Saturday will be observed on the preceding Friday. A recognized holiday that falls on a Sunday will be observed on the following Monday.

If a recognized holiday falls during an eligible employee's paid absence (such as vacation or sick leave), holiday pay will be provided instead of the paid time off benefit that would otherwise have applied.

In addition to the recognized holidays previously listed, eligible employees will receive one extra holiday day in each calendar year for the employee's birthday. To be eligible, employees must complete 90 calendar days of service in an eligible employment classification. These holidays must be scheduled with the prior approval of the employee's supervisor. Paid time off for holidays will not be counted as hours worked for the purposes of determining overtime. You will be notified of any changes in recognized holidays.



SICK LEAVE BENEFITS

RMG provides paid sick leave to all eligible employees for periods of temporary absence due to illness or injuries. Eligible employee classification(s):

Regular full-time employees

Eligible employees will accrue sick leave benefits at the rate of 8 days per year (.67 of a day for every full month of service). Sick leave accrual begins on the first day of full-time employment, and is accrued based on the calendar year according to the schedule in this policy. A pro-rated amount of sick time will be provided during an employee's initial year of employment, based upon his/her start date. Sick time cannot be taken until the successful completion of your introductory period.

Paid sick/personal leave can be used in minimum increments of one day. Eligible employees may use sick leave benefits for an absence due to their own illness or injury or that of a family member who resides in the employee's household.

Employees who are unable to report to work due to illness or injury should notify their direct supervisor before the scheduled start of their workday if possible. The direct supervisor must also be contacted on each additional day of absence.

If an employee is absent for three or more consecutive days due to illness or injury, a physician's statement must be provided verifying the disability and its beginning and expected ending dates. Such verification may be requested for other sick leave absences as well and may be required as a condition to receiving sick leave benefits.

Sick leave benefits will be calculated based on the employee's base pay rate at the time of absence and will not include any special forms of compensation, such as incentives, commissions, bonuses, or shift differentials.

Unused sick leave benefits will be allowed to accumulate until the employee has accrued a total of 15 calendar days' worth of sick leave benefits. If the employee's benefits reach this maximum, further accrual of sick leave benefits will be suspended until the employee has reduced the balance below the limit.

Sick leave benefits are intended solely to provide income protection in the event of illness or injury, and may not be used for any other absence. Unused sick leave benefits will not be paid to employees while they are employed or upon termination of employment.



BEREAVEMENT

RMG understands the impact the death of a loved one can have on the employee and their family; therefore, RMG offers 3 days of bereavement leave [paid or unpaid] to those employees who have lost a loved one. For purposes of this policy, loved ones include an employee's spouse; parents, grandparents, domestic partner, siblings, children, stepchildren, father-in-law, mother-in-law, brother-in-law, son-in-law and daughter-in-law.

DISABILITY LEAVE

RMG has a unique workforce in that a majority of our employees are part-time. Full Time employees employed for a year or more are eligible for Family and Medical Leave benefits, but part-time employees are not. Part-time employees are eligible for unpaid disability leave after they have been employed for 6 months or more. This means that we will hold a job for any eligible employee who has to take off work for their own or a family members' sickness, injury or disability for up to 6 weeks. After 6 weeks leave, we can no longer hold a vacant position but will consider rehiring an employee returning after 6 weeks if that employee is best qualified for the position. Full-time employees employed for a year or more are entitled to greater leave under the FMLA and for continuation of benefits. Our FMLA policy is included in a booklet that is only provided to full-time employees who may be eligible for that leave.

MATERNITY/PATERNITY LEAVE

RMG will provide up to Four (4) weeks of paid parental leave to full time employees following the birth of an employee's child or the placement of a child with an employee in connection with adoption or foster care. The purpose of paid parental leave is to enable the employee to care for and bond with a newborn or a newly adopted or newly placed child. This policy will run concurrently with Family and Medical Leave Act (FMLA) leave, as applicable.

Jury Duty

If you are called for jury duty, you must notify the Chief Executive Officer or your supervisor within forty-eight (48) hours of receipt of the jury summons and provide him/her with a copy of the summons.

RMG will pay your normal wages per day for the maximum of days, as required by state and local law, and may require you to submit any other compensation you receive for jury duty, as permitted by law.

You must report for work if you are released from jury duty before the end of your regularly scheduled workday or if you are temporarily released from jury duty.



MILITARY LEAVE

A military leave of absence will be granted if you are absent from work because of service in the “uniformed services” (active or inactive duty under federal authority) in accordance with the Uniformed Services Employment and Reemployment Rights Act (“USERRA”). Advance notice of military service is required under USERRA, unless military necessity prevents such notice, or it is otherwise impermissible or unreasonable. Time limits have been set for reporting back to work based on the length of time in the uniformed service. Please see the Chief Executive Officer or President, for additional information on Military Leave.

BENEFITS CONTINUATION (COBRA)

The federal Consolidated Omnibus Budget Reconciliation Act (COBRA) gives employees and their qualified beneficiaries the opportunity to continue health insurance coverage under RMG’s health plan when a “qualifying event” would normally result in the IRMG of eligibility. Some common qualifying events are resignation, termination of employment, or death of an employee; a reduction in an employee’s hours or a leave of absence; an employee’s divorce or legal separation; and a dependent child no longer meeting eligibility requirements.

Under COBRA, the employee or beneficiary pays the full cost of coverage at RMG’s group rates plus an administration fee. RMG provides each eligible employee with a written notice describing rights granted under COBRA when the employee becomes eligible for coverage under RMG’s health insurance plan. The notice contains important information about the employee’s rights and obligations.



RYAN MANAGEMENT GROUP, INC.

BUSINESS TRAVEL EXPENSES

RMG will reimburse employees for reasonable (as determined by RMG) business travel expenses incurred while on assignments away from the normal work location. All business travel must be approved in advance by the Chief Executive Officer or President.

Employees whose travel plans have been approved are responsible for making their own travel arrangements.

When approved, the actual costs of travel, meals, lodging, and other expenses directly related to accomplishing business travel objectives will be reimbursed by RMG. Employees are expected to limit expenses to reasonable amounts.

Employees who are involved in an accident while traveling on business must promptly report the incident to their immediate supervisor. Vehicles owned, leased, or rented by RMG may not be used for personal use without prior approval.

When travel is completed, employees should submit completed travel expense reports within seven days. Reports should be accompanied by receipts for all individual expenses.

Employees should contact their supervisor for guidance and assistance on procedures related to travel arrangements, expense reports, reimbursement for specific expenses, or any other business travel issues.

Abuse of this business travel expenses policy, including falsifying expense reports to reflect costs not incurred by the employee, can be grounds for disciplinary action, up to and including termination of employment.



RYAN MANAGEMENT GROUP, INC.

TERMINATION

Your employment is at-will. This means that either you or RMG may terminate the employment relationship at any time, for any reason, with or without notice or cause.

RMG will consider you to have voluntarily terminated your employment if you do any of the following:

1. Resign from RMG;
2. Fail to return from an approved leave of absence on the date specified by RMG; or
3. Fail to report to work or call in for three (3) or more consecutive workdays.

Resignation is a voluntary decision by an employee to terminate his/her employment with the Company. In such cases, we ask you to give us at least two weeks' notice should you decide to resign. The courtesy of advance notice will allow us time to adjust working schedules and attempt to secure a replacement.

Any RMG property issued to you, or in your possession, must be returned to RMG at the time of your separation. Employees will receive their final pay in accordance with applicable federal, state and local law.



RYAN MANAGEMENT GROUP, INC.

Lease and Operational Compensation Structure

Ryan Management Group (RMG) is proud to propose a comprehensive and strategic 25-year lease agreement to manage The Sunrise Theatre—an initiative designed to preserve and revitalize this historic venue while transforming it into a self-sustaining cultural and entertainment hub. With an option to renegotiate for an additional 25-year term following the initial lease, our proposal establishes long-term stability and fosters forward-thinking collaboration to ensure economic growth and increased community engagement.

FPRA Funds Assistance

To support immediate operational enhancements and ensure a smooth transition, we are requesting that the **historically provided FPRA funds continue for an initial period of five years at the full amount of \$500,000, with a structured reduction in subsequent years.** These funds will allow us to:

- Address **critical infrastructure and technical upgrades.**
- Invest in **state-of-the-art production equipment** to attract top-tier entertainment.
- Expand **programming and marketing initiatives** to grow audiences.
- Maintain financial stability while transitioning to a **self-sustaining model.**

Reinvestment & Hospitality Enhancements

During the first five years, RMG will **reinvest a significant portion of generated revenue** into elevating The Sunrise Theatre's brand identity and patron experience, ensuring it appeals to both existing patrons and new audiences. Key initiatives include:

- **Expanding the event calendar** to feature nationally recognized performers, including household names such as **Maroon 5**, Broadway concerts, comedy shows, and music festivals.
- **Targeted marketing and audience development strategies** to increase visibility regionally and nationally.
- **Strengthening community-driven programming** to reinforce The Sunrise Theatre as a cultural and economic anchor in **downtown Fort Pierce.**

A major area of **reinvestment will focus on hospitality and food & beverage enhancements**, elevating the experience for **patrons, artists, and event clients** alike. These initiatives include:

- **Hiring a full-time Executive Chef** to oversee hospitality services for traveling artists, providing high-quality catered meals and accommodations.

- **Expanding in-theatre food and beverage offerings**, introducing **premium snacks, small plates, and curated food pairings** at concessions.
- **Enhancing the Friends Lounge experience** with an expanded menu, specialty cocktails, and **wine-pairing events**, creating a more immersive pre-show and intermission experience.
- **Bringing all catering services in-house** to provide a **fully turnkey solution for weddings, corporate events, and private rentals**, increasing revenue potential and making the theatre a premier event destination.
- **Introducing VIP and themed dining experiences**, where guests can enjoy a custom **chef-curated menu tied to specific performances**, further enriching the entertainment experience.

In-House Dining: A Historic Experience for Patrons

To elevate the **patron experience and increase revenue**, we propose opening the **theatre early on performance days**, allowing ticket holders to **enjoy dinner inside the historic venue** through our in-house catering services. This initiative will:

- Provide a **unique dining experience** that enhances the overall event atmosphere.
- Allow guests to **enjoy a full meal before the show** in the theatre's stunning historic setting.
- Offer **exclusive, themed menus** inspired by the evening's performance, creating a fully immersive experience.
- Increase pre-show and intermission sales, boosting overall **food & beverage revenue**.

By transforming The Sunrise Theatre into a **dining and entertainment destination**, we can further solidify its role as a **premier cultural attraction** in downtown Fort Pierce.

Community Engagement: Grants & Low-Cost/Free Programming for Schools & IRSC Students

As part of our **commitment to arts accessibility and education**, RMG will establish a **dedicated grant program** and offer **low-cost or free programming** for local municipality schools and **Indian River State College (IRSC)** students. Initiatives include:

- **Financial assistance for school field trips, educational workshops, and student performances** at The Sunrise Theatre.
- **A robust arts-in-education series**, providing direct access to professional artists, musicians, and theatrical productions.
- **Low-cost or free Broadway Master Classes for IRSC students**, featuring industry professionals offering hands-on training in acting, musical theatre, and stage production.
- **Internship and mentorship programs** for students pursuing careers in **arts management, production, and performance**.
- **Annual community festivals and interactive educational events** designed to inspire creativity and foster a deeper appreciation for the arts.

These programs will not only cultivate the **next generation of artists and arts professionals** but will also further establish The Sunrise Theatre as a **hub for cultural education**.

Revenue-Sharing Model

To ensure long-term financial sustainability and align our success with the theatre's growth, RMG proposes an **innovative revenue-sharing model**:

- **Threshold for Profit Sharing:** Profit-sharing will begin only when annual profit—calculated after all operating expenses—exceeds **\$200,000**, ensuring that essential reinvestments are made first.
- **Percentage of Revenue Shared:** Once the threshold is met, **5% of the revenue above that amount** will be allocated for profit sharing.
- **Annual Revenue Share Cap:** The **annual profit share is capped at \$250,000**, balancing **financial predictability and stakeholder benefit**.
- **Transparency and Accountability:** Independent third-party audits will ensure compliance with **generally accepted accounting principles (GAAP)** and maintain financial transparency.
- **Community Benefits:** A portion of shared revenue will directly **support local arts programs, theatre improvements, and educational outreach**.

This model encourages **continuous growth and reinvestment**, ensuring that as The Sunrise Theatre thrives, so does the **broader Fort Pierce community**.

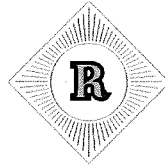
A Vision for Revitalization and Continued Growth

Our strategic **compensation and operational framework** reflects RMG's commitment to **not just managing The Sunrise Theatre—but actively revitalizing it**. With the continuation of FPRA funds for the first five years, **innovative revenue-sharing, hospitality and programming enhancements, and strategic reinvestment**, we will:

- **Increase tourism and economic activity in downtown Fort Pierce.**
- **Create new job opportunities** in arts, hospitality, and event production.
- **Enhance cultural accessibility through education initiatives**, including **grants and Broadway Master Classes for IRSC students**.
- **Establish The Sunrise Theatre as a nationally recognized performing arts destination.**

Through **visionary leadership, forward-thinking investments, and strong community partnerships**, Ryan Management Group is dedicated to ensuring that The Sunrise Theatre not only honors its rich history but also becomes a **trailblazing model for cultural excellence, hospitality innovation, and sustainable growth**.

With this **strategic transformation**, The Sunrise Theatre will evolve into a **premier entertainment, dining, and event destination**, offering unforgettable experiences for patrons, artists, and the Fort Pierce community.



RYAN MANAGEMENT GROUP, INC.

Bern Ryan & Holland Ryan
President & CEO
Ryan Management Group
2601 SE Morningside BLVD.
Port St. Lucie, FL 34952
3/26/25

To Whom It May Concern,

Ryan Management Group (RMG) was established with the specific intent of applying for this Request for Proposal (RFP) to manage and operate The Sunrise Theatre. As a newly formed entity, RMG does not currently have a financial audit. However, our leadership team brings extensive experience in successfully managing similar venues, executing large-scale events, and overseeing multi-million-dollar budgets with financial transparency and accountability.

Although RMG does not yet have an independent financial audit, we are fully prepared to adhere to all financial reporting requirements outlined in the RFP. We are committed to implementing industry-standard accounting practices, maintaining transparent financial records, and undergoing regular third-party audits once operations commence. Additionally, our team has a strong track record of responsible financial stewardship, demonstrated through our prior management of venues and events that have collectively generated over \$100 million in economic impact.

We welcome the opportunity to provide any further financial information or references that may assist in your evaluation. Please feel free to contact us with any questions.

Thank you for your consideration.

Sincerely,

Bern Ryan
President

Holland Ryan
CEO



BUSINESS OFFICE

4724 NE12th Avenue Oakland Park FL 33334

PH(954)401-8603

jackhammerliveaudio@gmail.com

August 3, 2024

To: City of Fort Pierce

Re: Reference of Bern Ryan and Holland Ryan Sunrise Theater Fort Pierce

To whom concerned,

I have had a vendor relationship with Bern Ryan for 20 years as I provided audio, lighting and staging services for the Delray Beach, then Palm beach Garlic Festival. He is still a part of that festival as am I. Working for Bern has always been a pleasure and he has always put the show quality above all else. He is a very knowledgeable producer and manager in my experience, and his food and beverage experience and success is also critical to a venue , in my opinion.

I have had a long relationship with Holland Ryan. He was at Old School Square where Garlic Festival was held holding various positions. Over the years, I serviced Old School Square for Holland as well, as he moved up in position eventually managing the complex.

He has also worked for me as a freelance engineer over the years.

Holland also always puts quality first and managed the shows, as well as the venue in a highly professional manner and knows what tools to put in place to make shows run smoothly.

Both have separate as well as overlapping skills in various areas of venue, concert and event management as well as booking, and I believe would do a great job of managing your theater schedule when given the tools required. I am always happy to serve either of them whenever they call.

If I can provide any further input, please let me know

Michael (Jack) Wilke

A handwritten signature in black ink, appearing to read "M Wilke".

Jack Hammer Live Audio

March 13, 2025

To Whom It May Concern:

It is my pleasure to give an enthusiastic recommendation of Holland Ryan for employment.

I had the opportunity to work with Holland while serving on the board of Old School Square Cultural Arts Center in Delray Beach, where I previously served as mayor.

Holland was a pleasure to work with and would be an asset to any organization seeking someone with a wide range of skills.

Knowing that most cultural institutions require someone who can wear many "hats" I feel it's important to outline some of Holland's assets as follows:

- Operational Leadership & Financial Stewardship:
 - o Successfully managed day-to-day operations at Old School Square Center for the Arts, overseeing a \$3.8 million annual budget while generating an economic impact of \$101 million. (Americans for The Arts Economic Impact Study 2017).

Old School Square served as a significant economic driver for our city bringing arts and culture to our residents, neighbors and tourists. Our business community relied on a strong and vibrant center to drive commerce in our downtown and build Delray's brand. Holland was integral in this important mission and did a wonderful job as a financial steward of a large organization with many moving parts and a significant budget.

- Innovative Crisis Management:

Holland spearheaded the development and implementation of a fully socially distanced seating layout, enabling the venue to be the first in the nation to restart live programming on October 24, 2020, during the COVID-19 pandemic.

Holland was instrumental in producing the biggest ever concert in our city's history, a performance by the legendary Jimmy Buffett. To pull this off safely during Covid was a remarkable and important achievement. The event was a major success that received nationwide acclaim for the safety of the seat design for the event. Holland made it all happen. He showed tremendous creativity in a difficult set of circumstances.

- Digital Transformation & Virtual Programming:
 - o Created and executed the "Amplified" Virtual Concert Series, resulting in over 20 million online views and significantly expanding the theatre's audience both locally and nationally.

Holland's innovative leadership set the standard for this new program.

- Enhanced Programming & National Household Names:
 - o Implemented strategic changes to the programming lineup to include national household names such as Jimmy Buffett, among others, thereby elevating the venue's profile and drawing a wider, more diverse audience.

Holland's programming skills created relevant cultural programs that drew large crowds of happy patrons.

- Cultural Impact & Community Engagement:
 - o Attracted over 1.2 million visitors annually and orchestrated 3,600 diverse events, contributing to the vibrant cultural and economic growth of the Delray Beach community.
- Food & Beverage Innovation:
 - o Revamped food and beverage operations by introducing new policies, dynamic event pricing, and mobile ordering, leading to a remarkable 537% revenue increase from Q1 2020 to Q1 2021.
- Collaborative & Visionary Leadership:
 - o Worked closely with the Board and local stakeholders to execute a transformative organizational vision, establishing Delray Beach as a National cultural arts hub.

As a former mayor, I can't overstate the value of Holland's contributions to our civic brand.

- Commitment to Excellence:
 - o Demonstrated a consistent ability to innovate, adapt, and lead in challenging environments, setting new benchmarks for operational excellence in the arts and entertainment sector.

In closing, I can't think of a better person to lead an organization. Holland is not only highly skilled, but he's also personable, knows how to build and maintain a motivated team and can interact comfortably with a wide range of stakeholders. Thanks for your kind consideration. If I can be of further assistance please call me at 561-706-6165.

Sincerely,

Jeff Perlman

Former Mayor of Delray Beach,

Executive Director of the Carl Angus DeSantis Foundation

Past Board member of Old School Square.



August 6, 2024

To: City of Ft. Pierce

Re: Letter of Recommendation for Holland Ryan

It is my great pleasure to provide a heartfelt letter of recommendation for Holland Ryan.

I have worked with Holland for many years, and I consider him to be one of the most comprehensively professional people in the business. His broad-based knowledge of the entertainment industry is unmatched, and he has a stellar reputation in the business. His reputation translates into expanded opportunities for high-quality acts that will generate the significant revenue streams necessary to support an operation of the scale of the Sunrise Theater.

Holland brings a tremendous basket of skills to the table, and these skills are presented by a person of high character, wrapped in a personality that has consistently opened doors. He is beloved by his coworkers, and he is able to get high performance out of everyone on staff. His knowledge of every aspect of the financial, logistical, contractual, technical, promotional, and community relational nature of performing arts center management is exceptional.

In the short time Holland has been a part of the Sunrise Theater team, I have noticed his influence on the programming and execution of the exciting events hosted at the theater, consistently bringing a smile to my face.

I offer my highest recommendation for Holland Ryan to lead the Sunrise Theater to a level of success that has long been elusive. If I were in your position, I would hire Holland to lead the institution without hesitation. I would welcome the opportunity to answer any questions you might have or provide further clarification.

Sincerely,

Robert Steele, President & CEO
Historical Society of Martin County

30/90/120-Day Plan for Sunrise Theatre Operations Transition

Opening: RMG's Commitment to the City, Community, and Its Residents

Ryan Management Group, Inc. (RMG) is honored to take on the management and revitalization of the **Sunrise Theatre**, a historic and cultural gem in the heart of **downtown Fort Pierce**. Our **primary focus** is on the **betterment of the city, its community, and its residents**, ensuring that the theatre serves as both an artistic hub and an economic driver for the region. RMG understands that the **Sunrise Theatre is more than just a venue**—it is a gathering place for the community, a source of pride for Fort Pierce, and a key contributor to the **city's cultural and economic vitality**.

With a **proven track record** of revitalizing historic venues and turning them into thriving arts and entertainment destinations, RMG will apply its **expertise, strategic vision, and commitment to excellence** to enhance the Sunrise Theatre's operations, expand programming, and elevate guest experiences. Our goal is to create a **world-class entertainment destination** that not only attracts visitors but also supports **local artists, businesses, and cultural organizations**. By focusing on **quality programming, superior hospitality, community engagement, and economic growth**, we will ensure that the **Sunrise Theatre flourishes** as the **beating heart of downtown Fort Pierce**.

To accomplish this, RMG has developed a **comprehensive 30/90/120-day transition plan** that prioritizes:

- ✔ **Operational Excellence:** Hiring top-tier talent, streamlining processes, and implementing industry best practices.
- ✔ **Expanded Programming:** Curating a diverse lineup of performances that cater to all audiences, from Broadway to rock and comedy.
- ✔ **Enhanced Guest Experience:** Upgrading food and beverage offerings, security measures, and overall customer service.
- ✔ **Economic Growth & Community Impact:** Increasing foot traffic, supporting local businesses, and providing job opportunities.

With this **strategic and community-first approach**, RMG will **seamlessly transition into leadership** while laying the groundwork for **long-term success and sustainability** at the Sunrise Theatre.

First 30 Days: Transition & Assessment

Objective: Establish operational control, assess existing systems, and implement immediate improvements.

Facility & Maintenance

- Conduct a **comprehensive facility assessment** ensuring safety, compliance, and operational efficiency.
- Review **HVAC, electrical, plumbing, and structural systems**, developing a **short- and long-term maintenance plan**.

Technical Equipment & Production

- **Hire a new Technical Director** to oversee all production and technical aspects.
- **Hire a Head Sound Engineer and Master Electrician** to ensure high-quality performances.
- Evaluate **sound, lighting, and rigging systems** for upgrades and optimization.

Programming & Event Scheduling

- Review the **existing event calendar** and ensure smooth execution of scheduled performances.
- Begin curating **expanded programming**, including:
 - **Broadway Concert Series**
 - **Comedy Series**
 - **Black Box Series**
 - **Rock, Country, and Reggae Concert Series**
- Establish relationships with **booking agents and promoters** for high-profile talent acquisition.

Food & Beverage Operations

- Assess **current bar and concession operations** for efficiency and profitability.
- Begin **planning for the full-service culinary kitchen**, which will enable in-house catering.
- **Hire a Full-Time Food & Beverage Manager** to oversee bar operations and catering services.
- Start hiring **part-time bartenders, barbacks, and concession staff** to support expanded offerings.

Security & Risk Management

- Conduct a **security audit** of existing infrastructure installed by the City.

- Develop updated **security protocols** and staff training programs.
- Begin **contracting with law enforcement and private security firms** based on event needs.

Marketing & Public Relations

- **Retain the full-time Marketing Director** for continuity.
- **Hire a part-time Marketing Assistant** to boost promotional efforts.
- **Review potential third-party public relations firms** for media outreach and promotional strategy.
- Begin executing **aggressive digital marketing campaigns**, utilizing:
 - **Social media** (YouTube, Facebook, Instagram, TikTok)
 - **Streaming service ads** (Hulu, Amazon Prime, HBO Max)
 - **Satellite and terrestrial radio** (iHeartRadio, SiriusXM)
- Continue **wedding and private event rental marketing campaigns** via **Wedding Wire, The Knot, and Eventective**.

Back-Office & Administrative Setup

- Transition **human resources, payroll, and financial management systems** to RMG.
- Ensure compliance with **GAAP accounting principles and regulatory requirements**.
- **Offer employment opportunities** to the current Theatre Executive Director, Technical Director, and Maintenance Manager.
- Begin hiring **finance, IT, and administrative staff** to support operations.

First 90 Days: Implementation & Expansion

Objective: Implement key operational improvements, expand programming, and enhance guest experiences.

- Begin **preventative maintenance and necessary repairs**.
 - Finalize contracts for **new performance series and festivals**.
 - Expand **community engagement initiatives** through partnerships with local artists and organizations.
 - Develop **outdoor festivals and free community events** to expand audience reach.
 - Begin construction of the **full-service culinary kitchen**.
 - Introduce **VIP food and beverage experiences**.
 - Fully implement updated **security protocols** and staff training programs.
 - Execute **expanded marketing campaigns** to boost ticket sales and rentals.
 - Establish **long-term vendor partnerships** for IT, HR, and legal services.
-

First 120 Days: Optimization & Growth

Objective: Achieve full operational efficiency, drive revenue growth, and establish the Sunrise Theatre as a premier cultural hub.

- Complete **any major renovations or facility upgrades**.
 - Launch **expanded concert series, Broadway performances, and seasonal festivals**.
 - Officially **launch the full-service culinary kitchen and in-house catering services**.
 - Fully integrate **expanded rental equipment offerings and technical upgrades**.
 - Conduct a **financial performance review** and refine budget planning.
 - Expand **regional and national press outreach** to enhance visibility.
-

Conclusion: A Long-Term Commitment to Fort Pierce's Cultural and Economic Growth

RMG is **deeply invested** in the **success and longevity** of the **Sunrise Theatre and the city of Fort Pierce**. Our commitment extends far beyond venue management—we aim to be an **active partner in the community's cultural and economic development**. By introducing **world-class programming, elevating food and beverage services, enhancing security, and streamlining back-office operations**, we will position the Sunrise Theatre as a **pillar of arts and entertainment** in the region.

With **leadership from Bern and Holland Ryan**, who have successfully transformed historic venues into thriving arts centers, RMG will apply its **expertise, passion, and community-driven approach** to ensure that the Sunrise Theatre not only survives but **thrives**. Through **expanded programming, partnerships with local businesses, and engagement with residents**, we will drive **tourism, local business growth, and economic development**, making downtown Fort Pierce a **must-visit cultural destination**.

Our mission is clear: **to honor the theatre's storied history while embracing a future of innovation, growth, and unparalleled entertainment experiences**. With the City of Fort Pierce and its residents as **our partners**, we will build a **bright and sustainable future for the Sunrise Theatre**—one show, one performance, and one unforgettable experience at a time.



PUBLIC ENTITY CRIMES AFFIDAVIT

SWORN STATEMENT UNDER SECTION 287.133(3)(a),
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with RFP No. 2025-017 for **Fort Pierce Sunrise Theatre Operations Concession**
2. This sworn statement is submitted by Ryan Management Company, Inc.
(name of entity submitting sworn statement)
whose business address is 2601 SE Morningside Blvd., Port St. Lucie, FL 34952
and (if applicable) its Federal Employer Identification Number (FEIN) is 99-4349863
(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: _____.)
3. My name is Holland Ryan my relationship to the entity
(please print name of individual signing)
named above is Secretary.
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in paragraph 287.133(1)(a), Florida Statutes, means:
 1. A predecessor or successor of a person convicted of a public entity crime: or
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The

term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
8. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement.
(Please indicate which statement applies.)

Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND **(Please indicate which additional statement applies.)**

There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list.
(Please attach a copy of the final order.)

The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. **(Please attach a copy of the final order.)**

The person or affiliate has not been placed on the convicted vendor list.
(Please describe any action taken by or pending with the Department of General Services.)

Signature: Holland Ryan

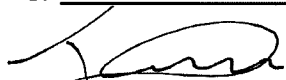
Date: 03/26/2025

Date:
STATE OF Florida

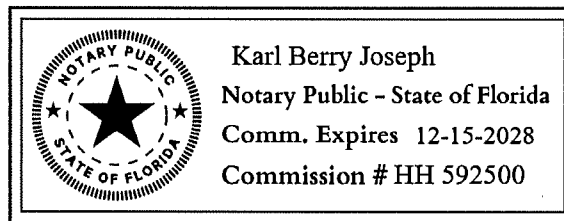
COUNTY OF Orange

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

HOLLAND RYAN who, after first being sworn by me, affixed his/her signature in (name of individual signing) the space provided above on this 26th day of March 2025. Type of ID: Driver License


Karl Berry Joseph

NOTARY PUBLIC SEAL:



My commission expires: 12/15/2028

Notarized Online with NotaryLive.com

END OF SECTION



Notarized by: Karl Berry Joseph
Time: 2025-03-27 02:04:18 UTC
URL: <https://notarylive.com/tu/cdp/HJ84CU>
Access ID: HJ84CU
Pin: NPVY9M



CITY OF FORT PIERCE
AFFIDAVIT REGARDING THE USE COERCION
FOR LABOR OR SERVICES

Vendor name: Ryan Management Company, INC.

Authorized Representative's Name and Title: Holland Ryan, Secretary

Address: 2601 SE Morningside BLVD.

City: Port St. Lucie State: FL Zip Code: 34952

Phone Number: (561) 504-5138 Email Address: Hcryan@gmail.com

Section 787.06(13), Florida Statutes, requires all nongovernmental entities executing, renewing, or extending a contract with a governmental entity to provide an affidavit signed by an officer or representative of the nongovernmental entity under penalty of perjury that the nongovernmental entity does not use coercion for labor or services as defined in that statute. As the person authorized to sign on behalf of Vendor, I certify that the company identified does not:

- 1. Use or threaten to use physical force against any person;
2. Restrain, isolate, or confine or threaten to restrain, isolate, or confine any person without lawful authority and against her or his will;
3. Use lending or other credit methods to establish a debt by any person when labor or services are pledged as a security for the debt, if the value of the labor or services as reasonably assessed is not applied toward the liquidation of the debt, the length and nature of the labor or services are not respectively limited and defined;
4. Destroy, conceal, remove, confiscate, withhold, or possess any actual or purported passport, visa, or other immigration document, or any other actual or purported government identification document, of any person;
5. Cause or threaten to cause financial harm to any person;
6. Entice or lure any person by fraud or deceit; or
7. Provide a controlled substance as outlined in Schedule I or Schedule II of section 893.03, Florida Statutes, to any person for the purpose of exploitation of that person.


Under penalties of perjury, I declare that I have read the foregoing document and that the facts stated in it are true.

By: Holland Ryan Holland Ryan, Secretary 03/26/2025
Authorized Signature Printed Name and Title Date

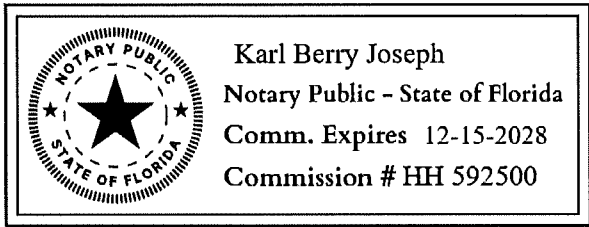
STATE OF FLORIDA
COUNTY OF Orange

Sworn (or affirmed) and subscribed before me by means of physical presence or online notarization
this 26th day of March, 2025 by HOLLAND RYAN, who is

personally known or
 produced identification (ID produced: Driver License).

Notary Public Signature:  (Seal)

Print Name: Karl Berry Joseph My Commission Expires: 12/15/2028



Notarized Online with NotaryLive.com



Notarized by: Karl Berry Joseph
Time: 2025-03-27 02:04:21 UTC
URL: <https://notarylive.com/tu/cdp/9QW4AK>
Access ID: 9QW4AK
Pin: 5JS9K7

February 28, 2025



CITY OF FORT PIERCE

RFP NO.2025-017

FT. PIERCE SUNRISE THEATRE OPERATIONS CONCESSION

The purpose of this addendum is to extend the submission due date from March 5, 2025, to

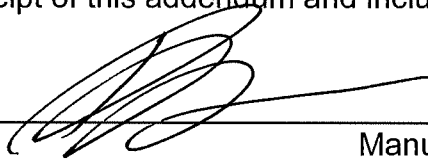
3:00PM, March 27, 2025

and provide an updated timeline as follows:

RFP Issue Date	January 28, 2025
Pre-Proposal Meeting	February 18, 2025
Deadline for Questions	March 18, 2025
Proposals Due/Opening	March 27, 2025
Evaluation Committee Process Completed	May 2025
Commission Approval Rankings	May 2025
Negotiations Commence	Immediately after Ranking Approval
Agreement Recommended to Commission	July 2025
Anticipated Start of Concession	August/September 2025

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature:  Manual

Signature: BERNARD RYAN Typed or Printed

Company Name: RYAN MANAGEMENT GROUP, INC.

Address: 2601 SE MORNING SIDE BLVD.

PORT ST. LUCIE, FL 34952

Date: 3/26/2025

/gc



CITY OF FORT PIERCE

RFP NO.2025-017

FT. PIERCE SUNRISE THEATRE OPERATIONS CONCESSION

ADDENDUM NO. 2

This addendum serves to modify and clarify the Request for by providing the detailed evaluation criteria, associated points, and responses to questions submitted by potential proposers.

Evaluation Criteria and Points

The following comprehensive evaluation matrix assigns numerical values to the specified criteria outlined in section 1.9 of the RFP.

Criteria	Description	Points
Relevant Experience and Organizational History	Evaluates the proposer’s demonstrated success in delivering services similar to those outlined in the RFP within comparable event venues. It also considers the proposer’s overall business history, including company longevity, growth, stability, and legal/claims history.	25
Team Qualifications	Evaluates the qualifications, experience, and professional backgrounds of the key project team members, as well as their ability to contribute to the success of the theatre.	15
Financial Projections and Economic Impact	Assesses the proposer’s projections related to exceeding the City’s expectations for revenue, operating profitability, and community economic impact as well as their overall financial stability and capacity to manage the theatre effectively.	15
Implementation Plan	Evaluates the proposer’s ability to effectively implement the scope of services through a clear and detailed plan. The evaluation will focus on the proposer’s approach to managing key resources related to physical maintenance, technology, financial management, marketing, event management, community engagement – and their ability to execute a sustainable programming strategy. Proposals will also be assessed on the detailed 30/90/120-day rollout plans, and evaluation of their in-house capabilities and reliance on subcontractors.	30
Alignment with Preferred Elements	Assesses the extent to which the proposer has incorporated or addressed the preferred elements outlined in § 1.3 of the RFP.	10

Questions and Answers

Budget Questions:

- **We see an approved 2023 annual budget, is it possible to receive a finalized 2023 budget. We see a proposed 2024 annual budget, is it possible to see the approved final budget for 2024.**
 - See attached approved budget from the FY 24/25 book. It includes the actual numbers from the 22/23 budget as well as the approved budget for 23/24.
- **What was the approved FPRA financial support for 2024/2025 and what of that amount remains**
 - The approved allocation from the FPRA for the Fiscal Year 2025 is \$500,000
- **What are the YTD ticket sales?**
 - Current YTD ticket sales on record are: \$1,452,848.77. That does not include the deferred revenue from Fiscal Year 2024 in the amount of \$504,391.14 OR the deferred revenue from Fiscal Year 2026 in the amount of \$20,766.81.
- **Does "packed sales" refer to F&B packaged goods?**
 - "Packed Sales" refers to the alcohol sales as well as other beverages and concession sales.
- **How long is your current credit card processing contract and who is it with?**
 - The Sunrise Theatre is contracting with the company Fortis for their credit card processing. It is on an annual lease that is currently set to expire on 2/6/26.

Under the Scope of Services tab regarding marketing:

- **Who will own the Sunrise Theatre . Com website and social media accounts? Are they to be transferred to the new operator or is it expected that the operator will create new accounts/websites?**
 - The ownership of the Sunrise Theatre website and social media accounts will be considered as part of the negotiation process.
- **Will the new operator receive the members and patrons email/marketing lists?**
 - This information is public record and therefore can be shared.
- **Would be possible to receive a list of current sponsors/donors and any term lengths/current contracts?**
 - This information is public record and therefore can be shared.

General Questions:

- **Status of roof and A/C repairs/replacement, and scheduled completion?**
 - The RFP for AC chiller replacement has closed, and the City is currently in the process of reviewing the submitted proposals. At this time, no roof repairs are scheduled but will be evaluated as part of future planning.
- **When was the last rigging inspection completed, can the last known report be sent for review?**
 - 2020. Report attached.
- **When was the last termite inspection done?**
 - 2019.
- **Who will manage the exterior of the building to ensure its up-keep, maintenance, and what exactly is within their purview?**
 - It is expected that the City, as the building owner, will remain responsible for the exterior upkeep of the Sunrise Theatre, including major building components as outlined in the City's Capital Improvement Plan (Exhibits C and D). This includes planned HVAC replacements and other

structural maintenance. Final responsibilities will be subject to negotiation with the successful proposer.

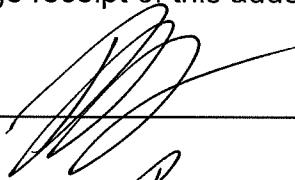
- Can the City please clarify how the City would like vendors to submit proposals? The RFP tells vendors to submit via Demandstar on pages one and three, but on page fifteen vendors are told to also ship the following: “(1) original printed proposal, (5) printed copies and a digital copy on a flash drive one (1) electronic version on a USB drive, in a shipping envelope or box clearly labeled Proposal for Sunrise Theatre RFP 25-017...”
 - Proposals should be submitted electronically via Demandstar website. Please disregard the instructions provided on page fifteen of the proposal document.

Clarifications

- **Liquor License**
 - The Theatre’s liquor license is good until March 31, 2026.
- **Post Remediation Verification Certificate, see attached**
- **Air Quality Report, see attached**

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature:  _____
Manual

Signature: BERNARD RYAN _____
Typed or Printed

Company Name: RYAN MANAGEMENT GROUP INC _____

Address: 2601 SE MORNINGSLIDE BLVD _____
PORT ST. LUCIE, FL 34952 _____

Date: 3/26/2025 _____

/gc

- Attachments:**
- Air Quality Results 12.31.24
 - Budget FY 2025
 - Post Remediation Verification Certificate
 - Rigging Inspection Report

March 19, 2025



CITY OF FORT PIERCE

RFP NO. 2025-017

FT. PIERCE SUNRISE THEATRE OPERATIONS CONCESSIONS

ADDENDUM NO. 3

The purpose of this addendum is to provide additional information to proposers, as well as respond to an inquiry received by a potential proposer.

QUESTION: What is Sunrise's fiscal year? It looks like October 1, but can you confirm?

ANSWER: **October 1 - September 30**

QUESTION: Will the concessionaire take over the existing budget mid-year?

ANSWER: **No, they will not take over the existing budget mid-year, they will need their own finances to operate.**

QUESTION: In the proposal, should the year 1 budget be the remainder of 2024 - 2025 or should year 1 be 2025-2026?

ANSWER: **Based on the timeline in Addendum 1, the anticipated start of the concession agreement is August or September, which would require the year 1 budget be 2025-26 to begin on October 1, 2025.**

QUESTION: Will the FPRA financial resource continue year to year? If so, is it a set amount or does it change each year?

ANSWER: **The FPRA allocation will not remain for operating costs beyond this fiscal year.**

QUESTION: Is there a restricted fund that can be used toward operational expenses? If so, is it a set amount each year or is it need-based?

ANSWER: **There is not a restricted account to be used for operational expenses. Currently, there is a restricted account that is used for capital expenses and funds are generated from tickets sales. This is based on the City's ticketing system and only used by the City.**

QUESTION: Are there committed city or state grants beyond this current year?

ANSWER: **No**

QUESTION: Will the concessionaire take over the existing operating bank account or begin their own?

ANSWER: **No, they will need their own bank account.**

QUESTION: In either instance, will the concessionaire begin with an operating cash balance?

ANSWER: **No**

QUESTION: Is there a mortgage or rent, or not applicable due to the building being city owned?

ANSWER: **The building is owned by the City and there is not a mortgage.**

QUESTION: Are there property taxes or not applicable due to the building being city owned?

ANSWER: **Property taxes would not be applicable to the concessionaire.**

All other conditions of this proposal remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____

Signature:  Manual
BERNARD RYAN

Company Name: ^{Typed or Printed} RYAN MANAGEMENT GROUP, INC.

Address: 2601 SE MORNINGSIDE BLVD.

PORT ST. LUCIE, FL 34952

Date: 3/26/2025

/lh