



Audience participation in a performance
by Atimevu at International Festival.
Photo by Martin Saunders Photography



Overture Center
FOR THE ARTS

2012/13

REPORT TO THE COMMUNITY



Members of Los Angeles based Diavolo Dance Theater lead a workshop at Madison East High School. Photo by John Maniaci

OVERTURE'S MISSION

Overture Center for the Arts enriches the lives of individuals and the community by creating, encouraging and catalyzing extraordinary experiences.

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WELCOME

Dear Friends,

As CEO, I do my best to attend almost every event that happens here. That's something I've always tried to do over the last thirty-plus years as I've led arts organizations and venues around the country. I've spent a lot of time in a lot of performance venues, including a lot of time at Overture Center since I arrived a year and a half ago.

I've spent enough time taking in stunning orchestral performances, big Broadway spectacles and intimate dance performances that I feel I can say without hesitation... Madison, we have something really special here.

I don't just mean the building, though it is a masterpiece. Madison has a reputation as a creative, artistic city — and it is well-deserved. I feel I can say that now, with firsthand experience of the professionalism, talent and mesmerizing skill of Overture's resident companies. We are proud to call two orchestras, a chamber music ensemble, three dance companies, two theater companies, an opera company and a visual gallery members of our family and to help support their work through a strong partnership and an incredible venue in which to produce their work.

Overture's eighth season — and second as a fully private non-profit organization — was, in many ways, a banner year. We welcomed two Broadway blockbusters, saw unprecedented participation in community programs (including 51 schools in our Tommy Awards program), launched a new program for seniors, and produced a National High School Musical Theater Awards finalist. We ended the year in the black.

I hope that you were able to join us for a performance or event — or several — and that you feel we hold a valuable place in our community. I thank you very sincerely for your support, and would welcome your thoughts on how we might continue to earn it.

Sincerely,

Ted DeDee





Karen Olivo shows her Tony Award® to Tommy performers. Photo by Karra Beach

“DID THAT JUST HAPPEN?”

COMMUNITY AND EDUCATIONAL PROGRAMS LEAD TO MAGICAL MOMENTS

When Martha Hellermann walked out onto the darkened stage in July, she was nowhere near the safe confines of Shorewood High School, where she is a senior. In fact, she was nowhere near Shorewood, or even Wisconsin.

She was on Broadway, on the stage of the Minskoff Theater, alongside a handful of the nation’s best and

brightest high school musical performers visiting New York for a week of intensive training and friendly competition at the National High School Musical Theater Awards.

“It was a lot of hard work, a lot of long hours,” she says of the days leading up to her performance. “The instructors wanted us to do well so they pushed us

pretty hard. When it’s happening, you’re overwhelmed and you don’t know how to feel about it, but afterward you realize what an experience it was.”

And the work paid off when her name was announced as a finalist for the week’s top honor — making her one of the four best female high school performers in the nation.

“I turned to the girl next to me and asked, ‘Did they just call my name? Did that just happen?’ I was completely in shock,” she says of the moment.

Martha was in New York with Overture’s Vice President of Programming, Tim

Sauers, and recent New Berlin High School grad Billy Krager. Martha and Billy had both received Tommy Awards from Overture Center for their outstanding leading performances in their schools’ musicals, along with 40 other students in the area. Those awards qualified them to audition at Overture for the national awards. This was the second year that Overture sent representatives to the national awards.

“It was an absolutely amazing experience,” says Billy. “It’s your Broadway debut. It’s unbelievable that a high school student could have that opportunity. It just reaffirms that I love

performing, and it’s really what I want to do for the rest of my life.”

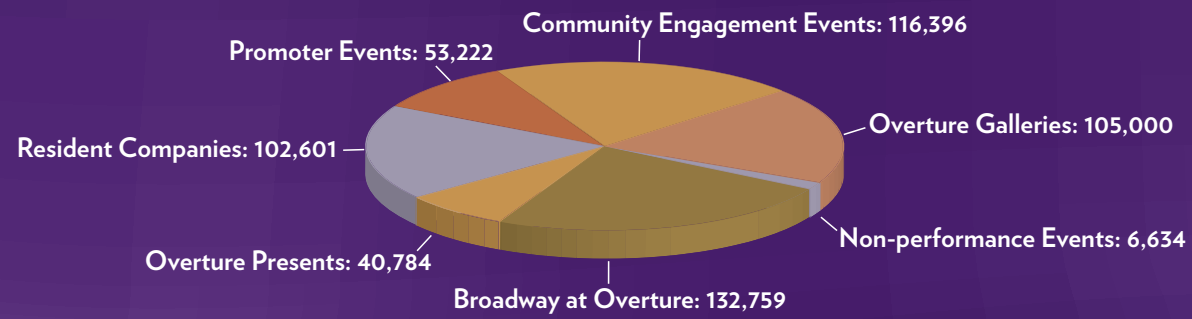
Billy began his vocal performance training at Oberlin College this fall.

Overture Center is a stunning, modern performance venue. But its heart lies in these stories. Our community and education programs provide opportunities for 60,000 children and nearly 200,000 people all together. This year, not only did two of the students make their Broadway debut, but tens of thousands of others experienced live professional performance which may not have been possible otherwise.

Hundreds got personal lessons from professional artists. Eight local bands got commercial radio airplay on one of Madison’s top stations, 105.5 Triple M. Dozens of local visual artists displayed their work for more than 100,000 pairs of discerning eyes.

And, through the brand new Overture EngAGES program, Madison seniors had new vitality injected into their lives through senior center concerts, lessons and workshops with visual artists and theater professionals, and a culminating experience at which they shared their stories on the stage of the historic Capitol Theater.

TOTAL ATTENDANCE



COMMUNITY PROGRAM ATTENDANCE	2010/11	2011/12	2012/13
Artist Residencies, Workshops & Pre-show Talks	1,263	710	565
Arts Education Initiative	420	420	557
Cocktails With Tim	N/A	N/A	796
Community Arts Access	20,741	20,608	24,152
Community Ticket Vouchers	4,227	1,434	1,648
Duck Soup Cinema	2,046	2,808	3,263
International Festival	6,500	14,097	11,837
Kids in the Rotunda	25,137	30,697	36,303
Meet the Artist	1,260	1,500	1,650
MadCity Sessions	1,975	2,900	4,600
Overture EngAGES	N/A	N/A	200
Overture OnStage	33,086	34,315	25,000
Take 10	262	200	556
Tommy Awards	3,600	5,100	5,269
TOTAL COMMUNITY PROGRAM ATTENDANCE	100,517	114,789	116,396



Kids in the Rotunda invites everyone to play along.
Photo by John Maniaci

The national tour of *Mary Poppins* delighted Madison audiences.
©2010 photographer Deen van Meer

A BANNER YEAR

MAINSTAGE PROGRAMMING REWRITES THE RECORD BOOK

As “the bigs” are to a young ballplayer, so Broadway is to the young performer. A real place, yet mythical; just a street in a city, but also *the* street in *the* city, but also... so much more. A concept, an ideal, an aspiration. And a juggernaut of the entertainment industry.

For performing arts centers, Broadway is a bellwether. Beyond the revenue generated by the big titles, a performing arts center is judged by its Broadway product. What we get each year depends a lot on outside influences — what’s touring, what dates Overture Hall is available, what our audience wants. But blockbuster titles are a mark of distinction, an explicit blessing from the movers and shakers of the arts and

entertainment industry, a recognition of a venue as world-class.

This year, for the first time, Overture hosted two multi-week blockbusters — *Jersey Boys* and *Wicked* — in addition to weeklong runs of *Rock of Ages*, *West Side Story* and *Mary Poppins*. Seventy-two performances — far more than the previous high of 60 — drew more than 132,000 people.

Having our main hall booked for Broadway so many nights, coupled with our commitment to make the hall available to our resident companies, affected our ability to program the one-night engagements of dance companies, musicians and other touring performers.

However, thirty-seven engagements, totalling 40 performances, still drew nearly 41,000.

Similarly, Overture Hall’s availability for outside concert promoter rentals was somewhat limited by the number of Broadway performances; however, we have seven performance venues to choose from, and arts groups and entertainers made the most of them. Big names like Willie Nelson, quirky shows like *Radiolab* and local performers like Fresco Opera Theater performed 78 times for a total audience of more than 53,000.

Our resident companies’ success is, as always, a highlight to our season. These local, professional, independent nonprofit arts organizations staged 176 performances for a collective audience of more than 102,000.

TOP FIVE MULTIPLE-NIGHT RUNS, Overture Hall

	DATE	ATTENDANCE
Wicked	5/22–6/9/2013	47,468
Jersey Boys	11/7–25/2012	39,227
Mary Poppins	3/12–17/2013	16,405
West Side Story	2/12–17/2013	15,861
Rock of Ages	12/4–9/2012	10,546

TOP FIVE ONE-NIGHT ENGAGEMENTS, Overture Hall

	DATE	ATTENDANCE
Bill Cosby	10/19/2012	2,244
MadHatters	4/19/2013	2,230
Willie Nelson	4/14/2013	2,228
Garrison Keillor’s Late Show	1/26/2013	2,135
A Prairie Home Companion	1/26/2013	1,806

TOP FIVE ONE-NIGHT ENGAGEMENTS, Capitol Theater

	DATE	ATTENDANCE
Old Crow Medicine Show	11/15/2012	1,195
Wisconsin Singers	11/30/2012	1,061
MadHatters	11/10/2012	1,042
Spank! The Fifty Shades Parody	2/23/2013	1,024
Four Bitchin’ Babes	5/11/2013	1,021

FINANCIAL INFORMATION

STATEMENT OF FINANCIAL POSITION

2012/13 SEASON
(June 30, 2013)

ASSETS

CURRENT ASSETS

Cash and Cash Equivalents	3,042,640
Accounts Receivable (net)	400,260
Pledges Receivable	620,461
Prepaid Expenses and Other Current Assets	203,859
TOTAL CURRENT ASSETS	\$4,267,220

INVESTMENTS AND OTHER NONCURRENT ASSETS

Investments (Endowment Fund)	1,196,441
Pledges Receivable (noncurrent net)	353,300
TOTAL INVESTMENTS AND OTHER NONCURRENT ASSETS	\$1,549,741

PROPERTY AND EQUIPMENT (NET)	\$156,951,466
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TOTAL ASSETS	\$162,768,427
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LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable	170,533
Accrued Liabilities	842,267
Due to the City of Madison	21,416
Unearned Revenue	2,877,629
TOTAL CURRENT LIABILITIES	\$3,911,845

OTHER NONCURRENT LIABILITIES

Due to the City of Madison	171,324
TOTAL LIABILITIES	\$4,083,169

NET ASSETS

Unrestricted	156,348,862
Temporary Restricted	1,491,396
Permanently Restricted	845,000
TOTAL NET ASSETS	\$158,685,258

TOTAL LIABILITIES AND NET ASSETS	\$162,768,427
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STATEMENT OF ACTIVITIES

2012/13 SEASON
(FY ended June 30, 2013)

REVENUE AND SUPPORT

Ticket Sales and Fees	12,480,776
Facility Rentals and Services	1,689,439
Other Revenue	837,062
Contributions, Grants and Sponsorships (net)	1,468,996
City of Madison Support Grant	1,800,000
TOTAL REVENUE AND SUPPORT	\$18,276,273

EXPENSES

Performance Presentations	10,370,287
Facilities Management and Services	2,205,646
Marketing and Sales	2,652,655
Management and General	1,843,753
Fundraising	384,891
Depreciation and Amortization	3,387,353
TOTAL EXPENSES	\$20,844,585

Revenues and Support Less Expenses	(2,568,312)
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OTHER REVENUES AND EXPENSES

Interest Income	10,673
Endowment Income (net of expenses)	124,297
TOTAL OTHER REVENUES AND EXPENSES	\$134,970

CHANGE IN NET ASSETS	(2,433,342)
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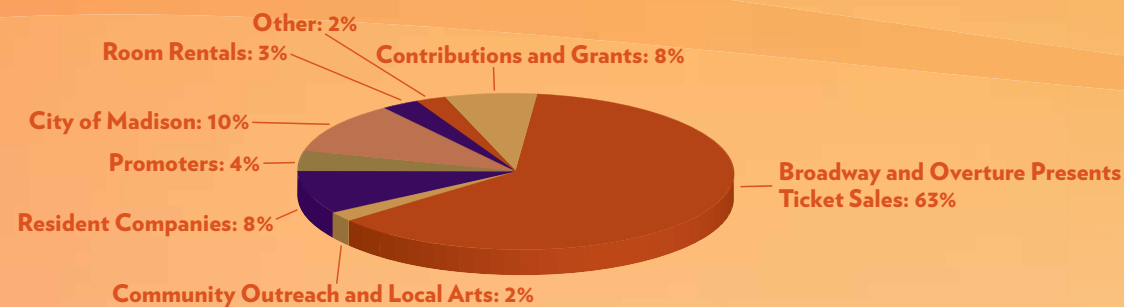
NET ASSETS – BEGINNING OF YEAR	\$161,118,600
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NET ASSETS – END OF YEAR	\$158,685,258
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Audited Financial Statements are available at overturecenter.com or by contacting the Overture Center Administrative Office.

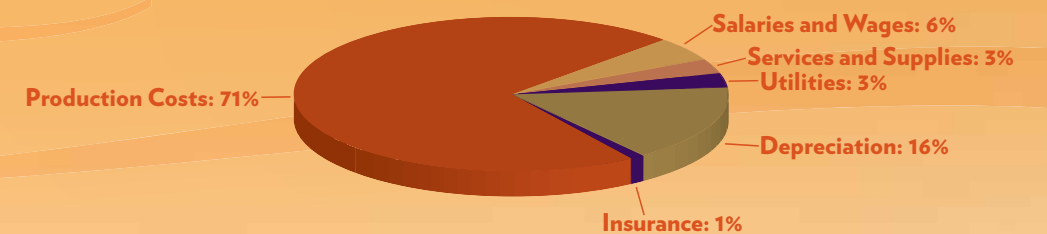
REVENUES BY SOURCE

(July 1, 2012–June 30, 2013)



EXPENSES BY SOURCE

(July 1, 2012–June 30, 2013)





International Festival
Photo by John Maniaci

STEPPING UP, YEAR TWO

COMMUNITY FINANCIAL SUPPORT COMES THROUGH AGAIN

The bottom line: in a tight economy, the community stepped up again. In our second year as a fully private nonprofit, we had our second-best fundraising year in the more than three decades of the organization's history, bringing in \$1.47 million in contributions and pledges.

This year, 2,139 donors supported Overture, up from 1,790 last fiscal year. As always, the support ranged widely from 1,037 who gave \$100 or less to 187 who gave \$1,000 or more. And as always, every dollar counts, and every dollar is appreciated.

Additionally, we received more than \$560,000 in donations pledged last year, putting our total income contributed from individuals and businesses well over \$2 million.

THANK YOU

Overture gratefully acknowledges the following contributors to Overture Center for the Arts. Generous contributions help us:

- Support our free and low cost community and educational programs like Kids in the Rotunda, International Festival, Tommy Awards and MadCity Sessions
- Offer eclectic and quality programming that appeals to a wide array of audience members
- Maintain the home for our performances, community events and the activities of other local arts organizations
- Provide stability and sustainability for Overture's long term success

PUBLIC SUPPORT

Overture received \$1.8 million in total grant funding from the City of Madison in 2012/13, which helped support community engagement programs.

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