

First Community Forum: The “Intermission” at Kahilu Theatre

June 12th, 2012



> Introductions

History of Kahilu Theatre

Kahilu Theatre Foundation

Programs of Kahilu Theatre

Issues Facing the Theatre

Things You May Not Know

Next Steps

Q&A

- **Kahilu Theatre was built by Richard Smart in 1980. It seats 490.**
- **The Kahilu Theatre Foundation was formed in 1980 as a not-for-profit 501(c)(3) organization. Its initial Board of Directors were the same as the directors for Parker Ranch.**
- **Richard Smart died in 1992.**
- **Until 2001, monies from Parker Ranch helped balance the Kahilu Theatre budget.**
- **Richard Smart did not provide an endowment for Kahilu Theatre.**



- **Kahilu Theatre Foundation (KTF) was founded in 1980.**
- **It was established as a 501(c)(3) not-for-profit, charitable organization under State and Federal laws.**
- **A volunteer board of directors oversees theatre management.**
- **Kahilu Theatre Foundation entered into a lease with Parker Ranch to operate the theatre in 2000.**
- **Theatre operates with a paid Managing Director, 5 regular full- and part-time staff, and additional casual staff as needed.**



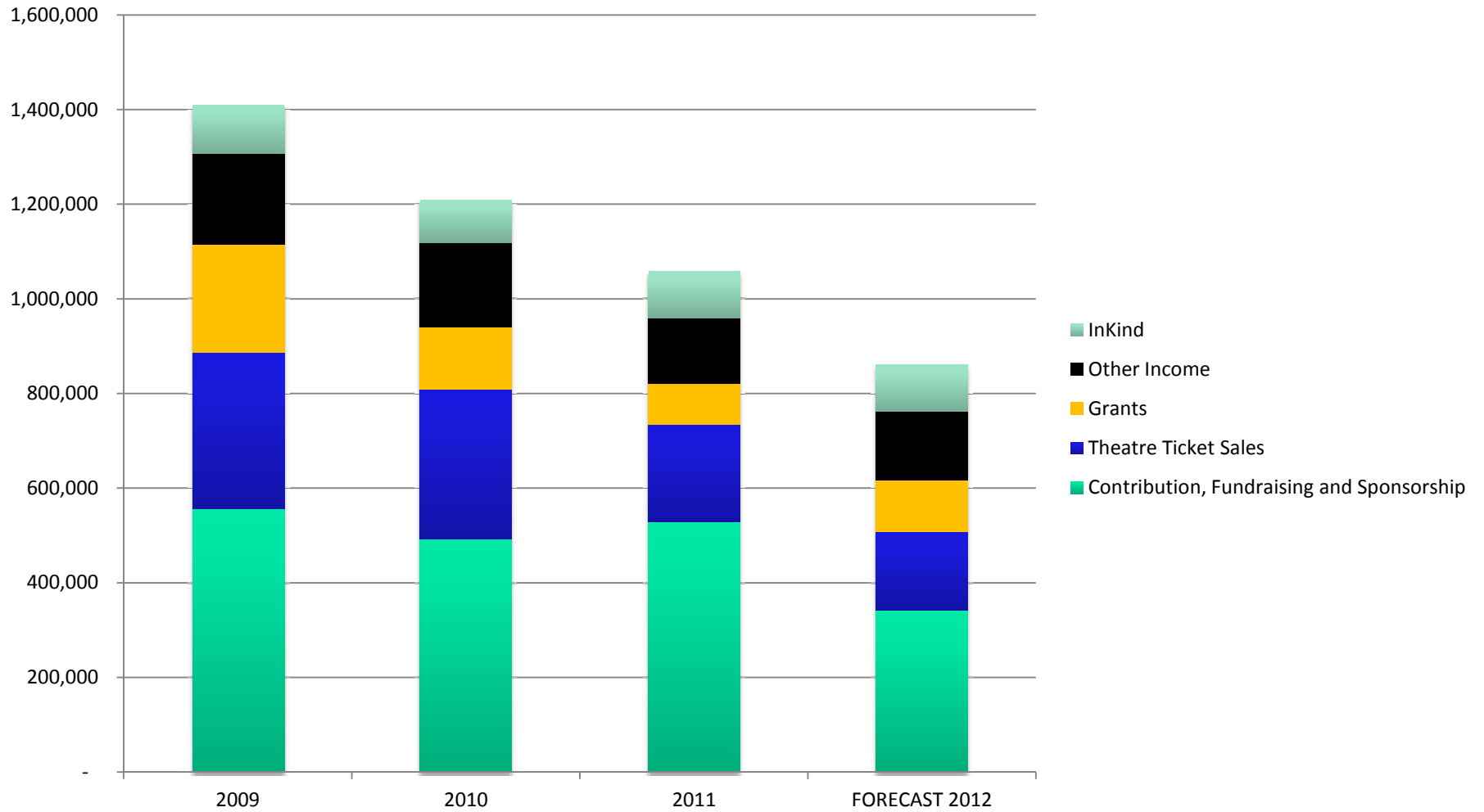
- **Main Performance Season**
- **5 for 5 Series**
- **Makana “free” series (independent films, Kamuela Philharmonic, Keck presentations, Hawai`i Youth Symphony, `Ukulele Institute, etc.)**
- **Gallery (artist receptions, exhibitions, docent program)**
- **Outreach in the Schools - 53 events at 13 schools in 2011-2012**
- **Youth Concert Series at Kahilu – 14 in 2011-2012**
- **K-Arts – afterschool arts at Waimea Middle School**
- **Waimea `Ukulele and Slack Key Institute**
- **Keiki Art Show – 100 young artists**
- **Theatre rentals**

- **Kahilu joins with other performing arts venues around the State sharing costs to bring performers to Hawai`i.**
- **Selection of artists is limited by fees, given the small size of our venue.**
- **With rare exception, ticket sales DO NOT cover direct costs of performance.**

- **Since the economic downturn in 2008, Kahilu Theatre has struggled.**
- **Expenses were trimmed and staff took payroll cuts.**
- **Board members actively solicited donations and held fundraisers in an attempt to close the gap between income and expenses.**

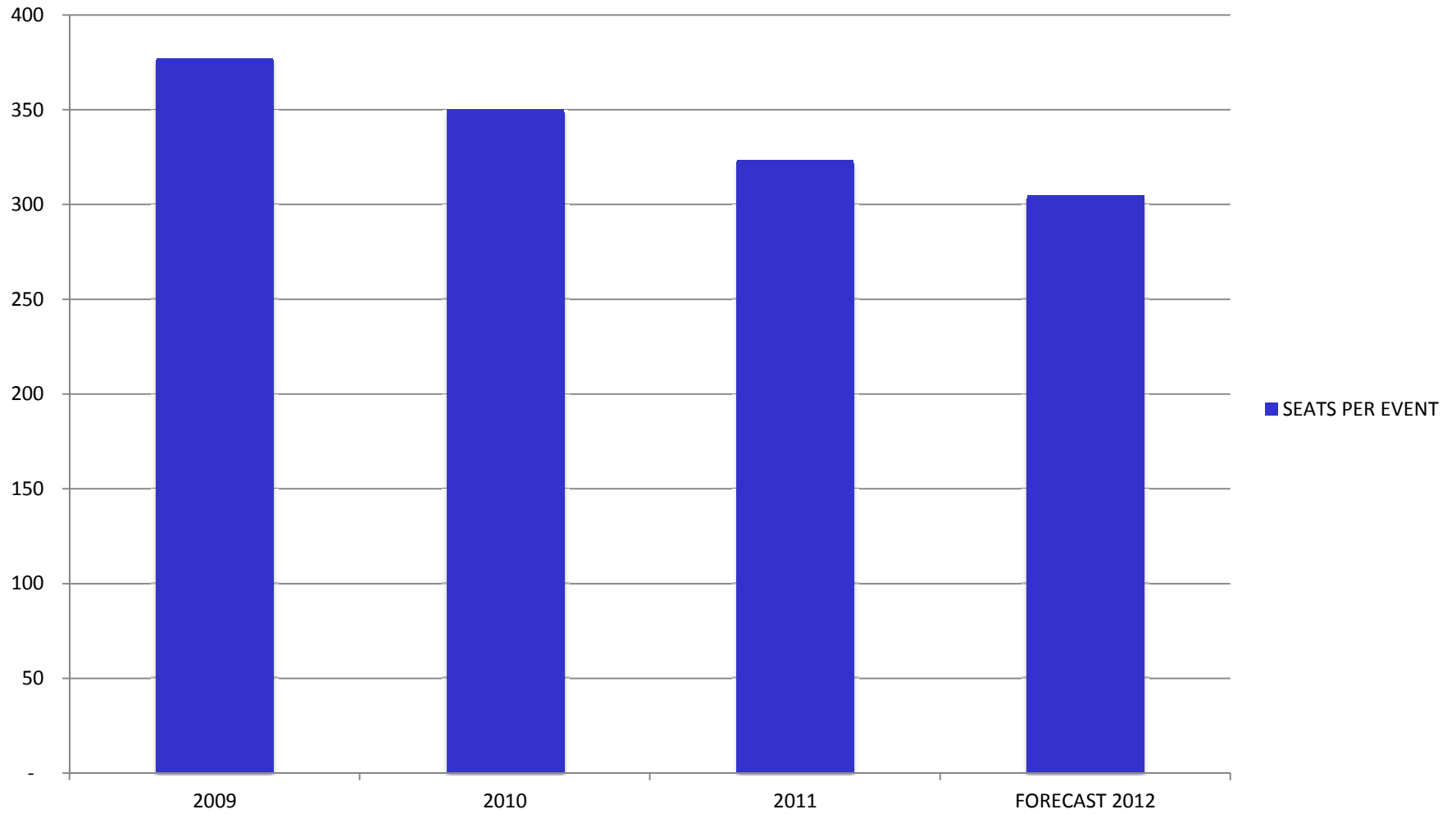


REVENUE BY YEAR BY CATEGORY



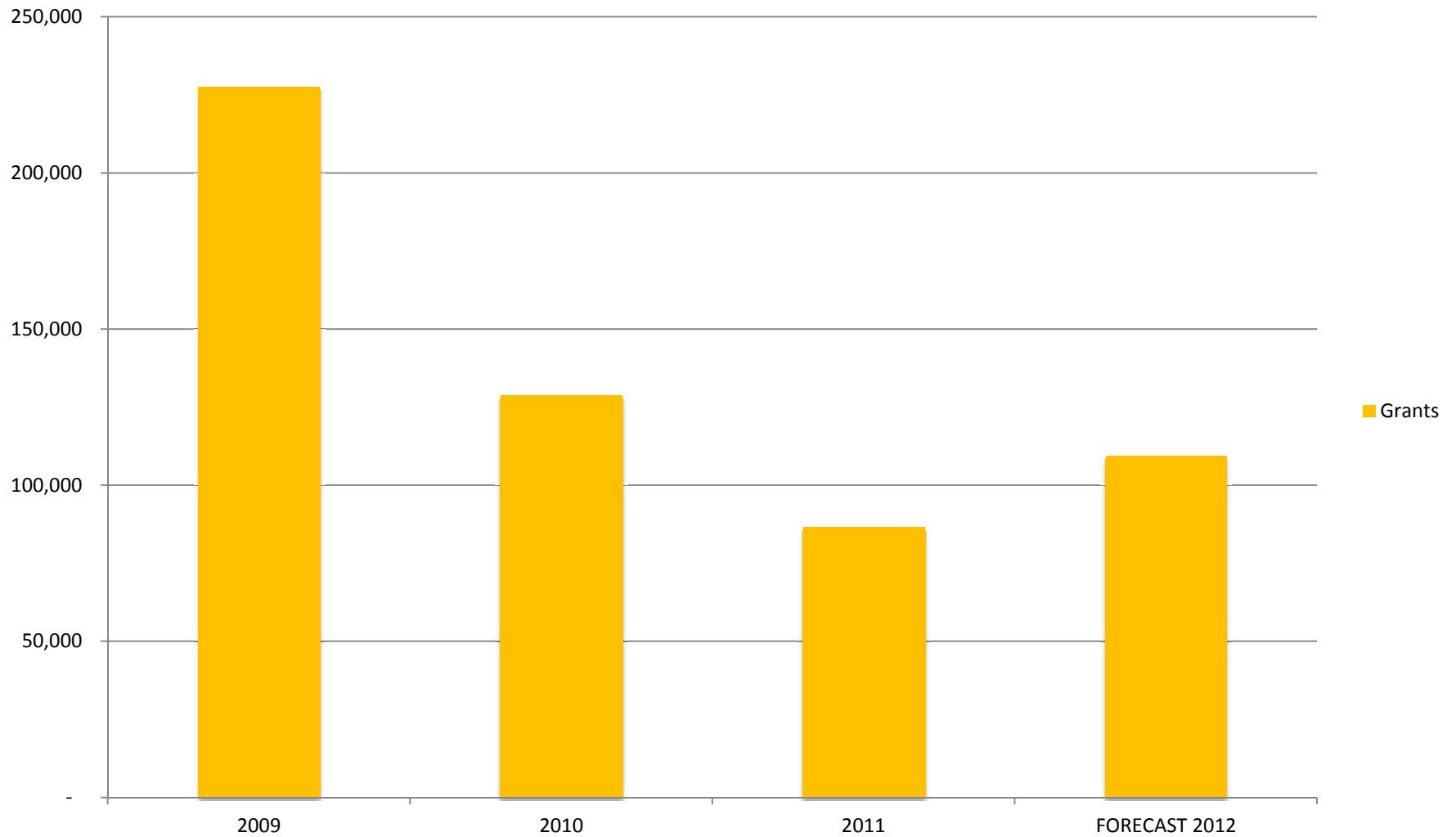


SEATS PER EVENT



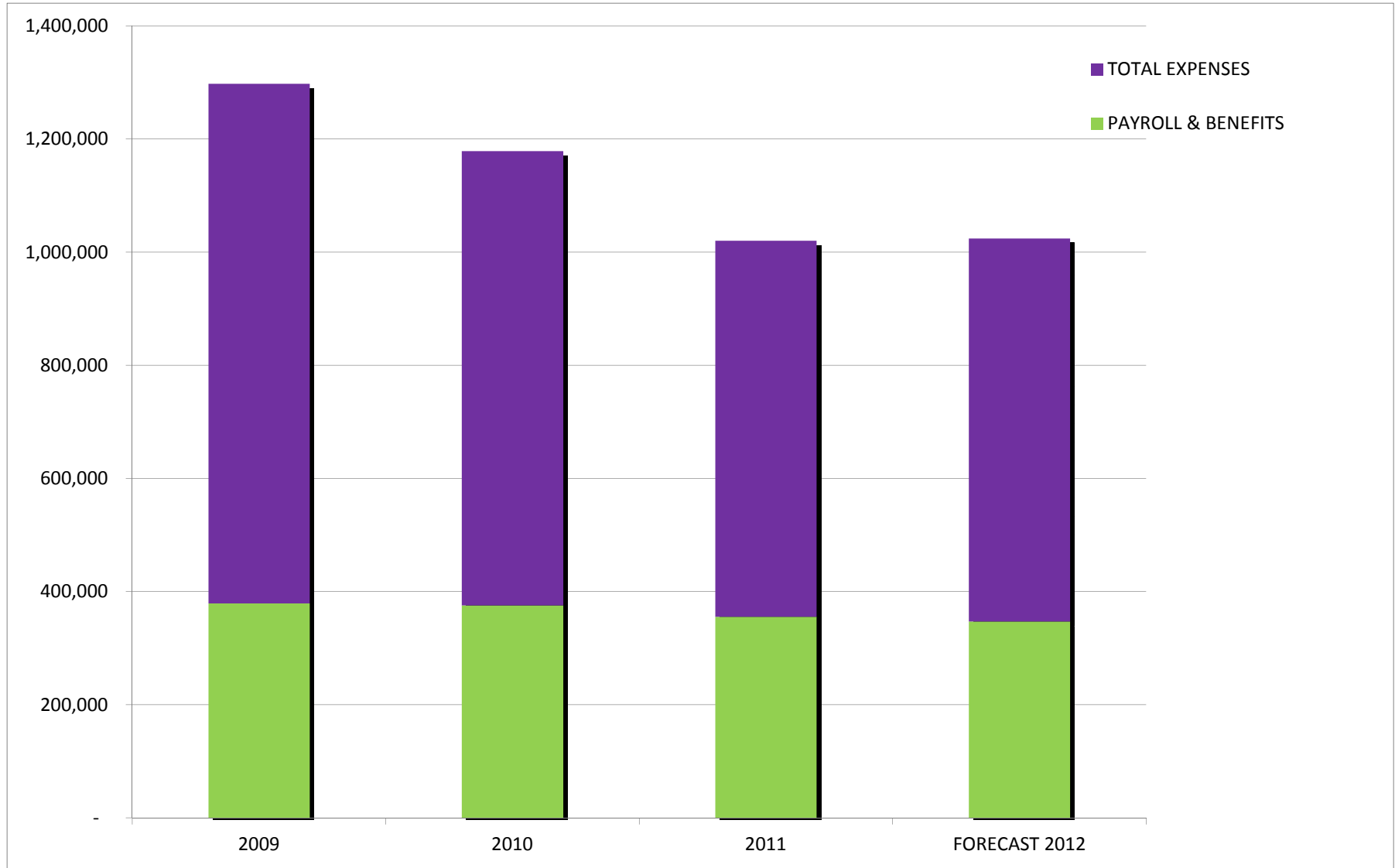


GRANTS



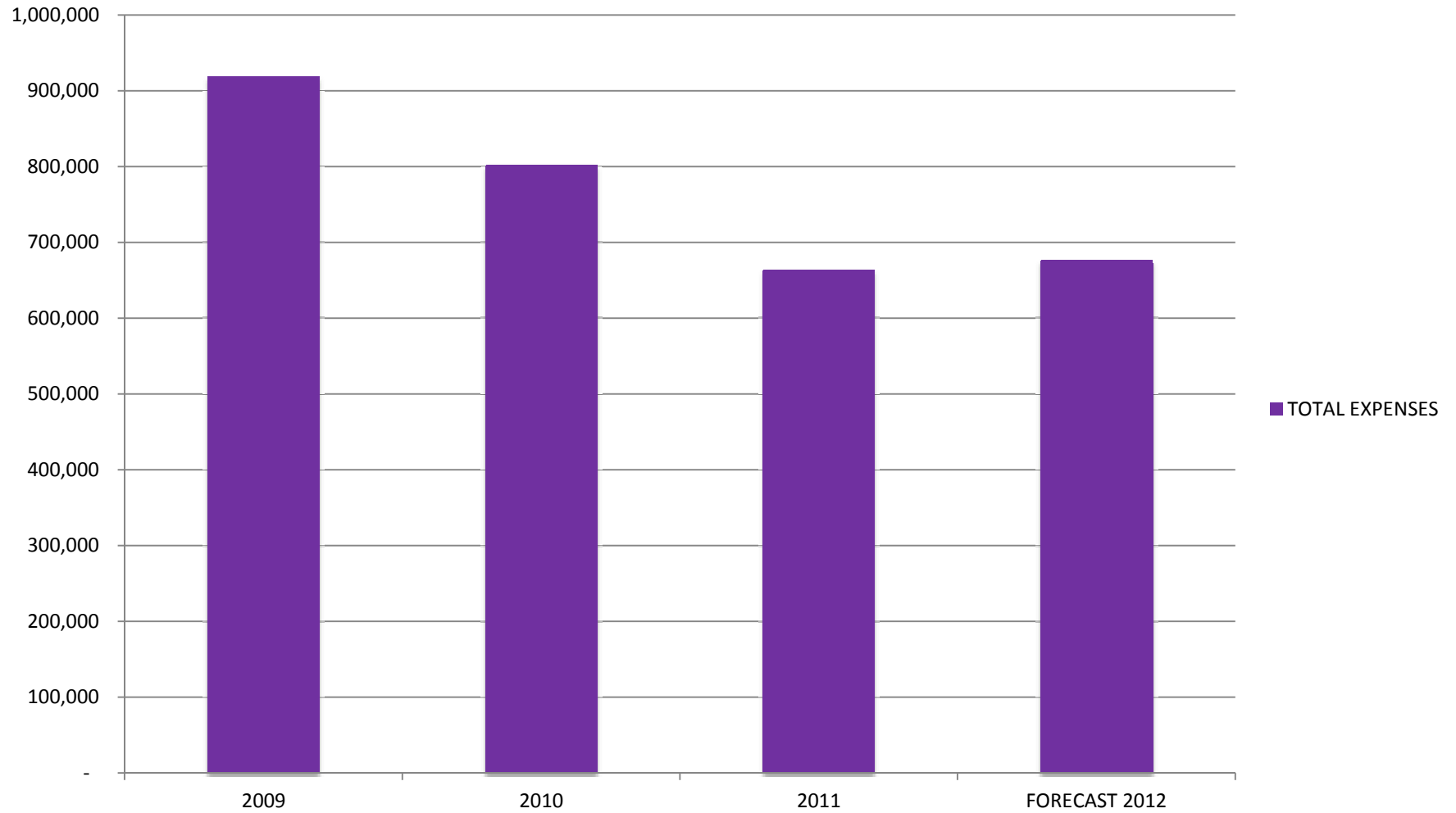


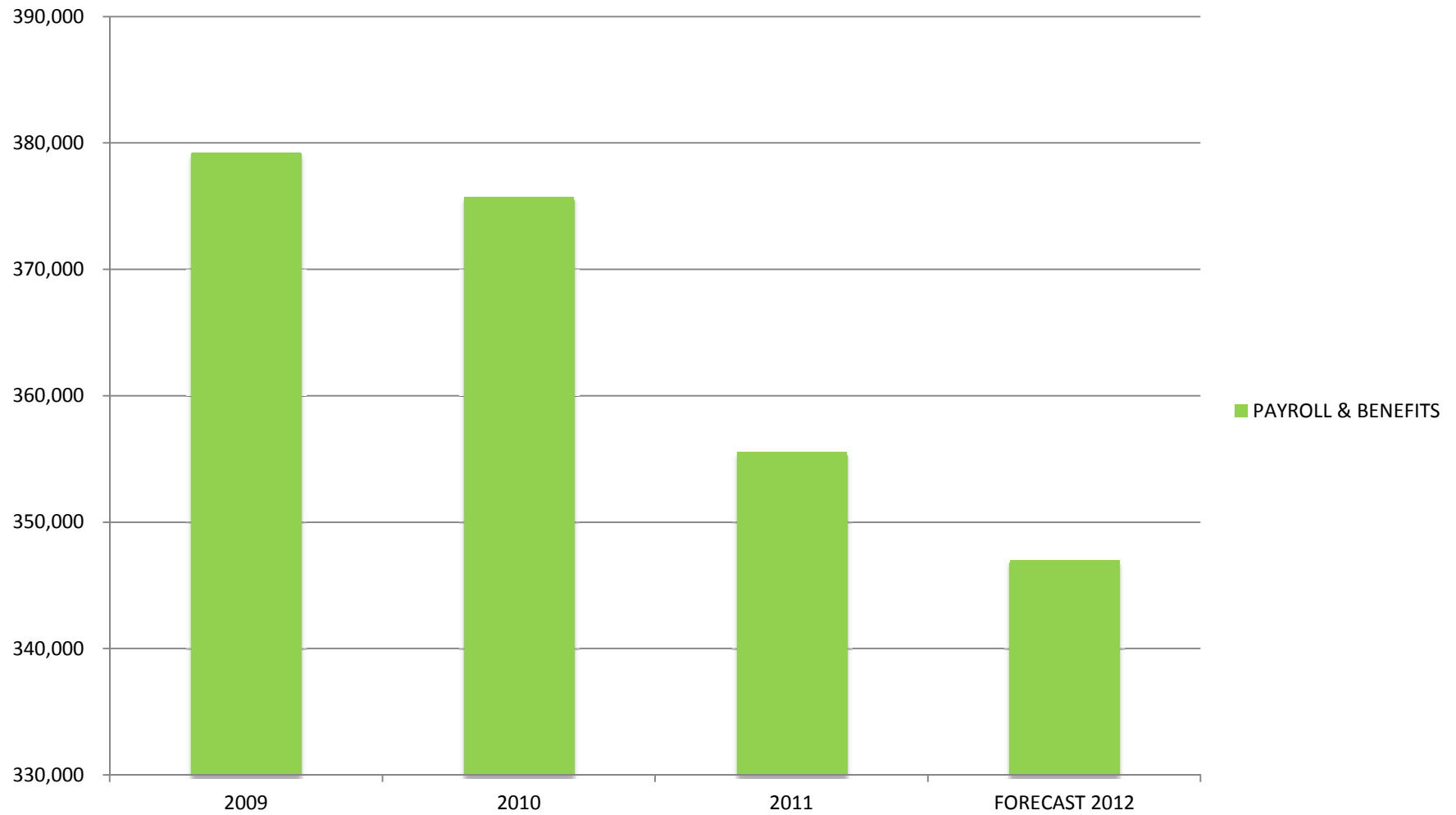
TOTAL EXPENSES & PAYROLL





TOTAL EXPENSES



PAYROLL & BENEFITS

CURRENT DEBT

Current debt is approximately \$225,000, because:

- **Donations and sponsorships have decreased;**
- **Ticket sales have decreased;**
- **Grants have decreased;**
- **“Seasonal” nature of the Theatre (timing of income versus expenses in our business cycle); and**
- **Commitments to performances are made months in advance (harder to react to economic changes).**

- **Kahilu Theatre has NO endowment.**
- **Kahilu Theatre is a not-for-profit organization managed by a volunteer board of directors.**
- **Ticket sales currently represent only 20-30% of total revenue. Kahilu Theatre Foundation has tried to get sponsors for each performance to supplement revenue from ticket sales.**
- **Rental charge for Theatre covers direct BUT NOT indirect expenses.**
- **Kahilu IS the community's Theatre.**



- **The Board will focus immediately on its fiduciary responsibilities to the Theatre and creditors.**
- **In upcoming months, we will begin to restructure/ reorganize Theatre operations.**
- **There will be opportunities for community input throughout this process (e.g., community forums, advisory committees, etc.)**





Thank you for your time!

Please forward any thoughts or suggestions to:

future@kahilutheatre.org

Join our Group on Facebook: **Save the Kahilu Theater**

Look for a new Fan page on Facebook – coming soon