

2021 thru 2022 ANNUAL REPORT



belle fourche area
Community Theater



Boise, Idaho

PRESIDENT'S WELCOME

The Belle Fourche Area Community Theater welcomes all to our annual meeting. At this time we revisit our 2021-2022 season, introduce what we have in store for 2022-2023, and look to fill outgoing board seats. We also celebrate our members, our volunteers, and our supporters. Thank you for your continued support as we look forward to another year of showcasing talent in our community.

BOARD OF DIRECTORS

PRESIDENT

Toi Lyn Flick

SECRETARY

Rebecca Tinsley

FUNDRAISING CHAIR

Heather Pittman

VICE-PRESIDENT

Nathan Schreier

TREASURER

Kelsey Gronlund

PUBLIC RELATIONS CHAIR

Angela Hastings

MEMBERSHIP CHAIR

Emma Tinsley

EXECUTIVE DIRECTOR

Derek Olson



"A man can't give up his business."

"Why not? You've got all the money you need. You can't take it with you."

Mr. Kirby speaking to Grandpa
You Can't Take It With You

MISSION STATEMENT

Our Mission is to stimulate, promote, teach, and develop interest in the theater arts. We strive to share in providing cultural opportunities that serve the educational and entertainment needs of our community. And so, we welcome and provide opportunities of participation for all volunteers interested in the theater arts.

PRESIDENT'S REPORT

The Belle Fourche Area Community Theater's 2021-2022 season has been a good one. At our last annual meeting, I took over officially as president to finish out Robert Soderstrom's term as he had moved out of state. From that time until this, BFACT has produced 8 shows of one kind or another...a very busy season! The board of directors have met consistently each month, with the creative committee meeting several times as well. Our finances have remained solid and our attendance at shows has begun to see an upward trend.

Toi Lyn Flick
BFACT President

VICE-PRESIDENT'S REPORT

The 2021-2022 season was a great success for BFACT, with it being a season where we put on more performances than we have in any other season previously with consistently rising attendance. Our late summer show, *You Can't Take it With You* broke our organization's record for highest attended show since we reformed in 2019, only to have that record be broken once again by our Christmas show, *A Christmas Carol*. We are hoping that this trend upward continues, by investing much time and energy into maintaining an active public presence. These efforts included minting a new tradition of a collaborative night of one acts with neighboring theaters, an involved partnership with the city of Belle Fourche's citywide Christmas events, participation in our local 4th of July parade, expansion in our newspaper and radio outreach, and attendance at numerous more local festivals and fundraisers; a task mostly accomplished by Public Relations Chair, Angela Hastings.

Financially, the organization was also successful. We are headed into the next year well in the black, and I fulfilled my duties as VP to audit our financial records with our treasurer, Kelsey Gronlund. The reviews of our spending has demonstrated that we are not only financially stable, but also practicing responsible spending habits. All of our shows have been successfully budgeted for with board approval, and all other spending has been limited and always discussed and voted upon at board meetings.

Our organization is facing challenges with volunteer engagement, and we did struggle to

fill rosters for each performance. This may have been partially due to the volume of shows that we put on, and hopefully will improve. A positive note is the strong turnout of first time actors to our stage for the Christmas show, and the inclusion of local talent from other community theaters. In the future, we need to look for new methods for drawing in and maintaining new volunteer activity to avoid burnout of our more dedicated actors who are, by necessity, involved with most of our productions.

Personally, I had a very enjoyable first term as VP. With the assistance of Reva Potter and Terry Hoscheid, we put together a fun and rather attractive promotional 4th of July float. This year also saw my first foray into directing a full production with *You Can't Take it With You*. The show was a great success, and I was very grateful for my very talented cast. We also had a beautiful set with a unique design I was glad to see translated well from my brain to reality, but never would have looked as incredible as it did without the massive volume of detailed set dressing orchestrated by Angela Hastings and Becky Tinsley. And credit for our period appropriate costuming goes to Reva Potter. It was a great experience that left me excited to direct another production!

The 2021-2022 season has ended with great optimism for the future, and I look forward to what we will accomplish in the 2023 season! (We also changed our bylaws this year so that our season runs Jan - Dec instead of Oct - Sep, thank goodness!)

Nathan Schreier
BFACT Vice-President

“Only heaven knows how much harm my craziness has caused. But Sancho was my greatest fear. He believed as much as I did - and Sancho is not crazy.”

Don Quixote

Don Q and His Squire Sancho



SECRETARY'S REPORT

BFACT has met monthly since October 2021 for regular sessions. In 2022 the BOD voted to move the Fiscal Year of BFACT to match the calendar year. This change was made to benefit our patrons who make tax deductible donations. All meeting minutes and agendas continue to be stored electronically in a shared BOD folder as well as available to the membership through the BFACT website. In 2021 the BOD was able to resume in person meetings with BOD utilizing in person and virtual access. We will continue to use the Zoom platform so that BOD members can attend virtually as needed.

It was wonderful to be able to assist in front of the house operations for the majority of the productions this year. I appreciate the

Rebecca Tinsley

BFACT Secretary

opportunity to learn more about the director role and back stage work as I assisted ToiLyn in the 2021 Christmas show and served as prop mistress for *You Can't Take It With You* during summer 2022. The 2021-2022 season was well received and attended by our audiences. The upcoming events of the next season will continue to showcase the talent in our community as it inspires the next generation of artists.

Pandora's Revenge



**OVER 1,300
TICKETS SOLD
THIS SEASON**



GRANT & FUNDRAISING CHAIR'S REPORT

Fiscal year 21-22 was our busiest year yet. With 6 productions throughout 2022, we were able to demonstrate advertising value for our sponsors and further prove the enduring longevity and solvency of BFACT. We plan to secure returning sponsors and seek new ones as well as pursue further grant funding opportunities for the upcoming 2023 season. The complete breakdown of fundraising revenues is as follows and is displayed visually on the next page:

Sponsorships: \$6,750 **Grants:** \$6,500 **Business Donations:** \$600

Community sponsorships, donations, and grants made up 75% of our fundraising intake this year. We used up the last of the COVID grants we received that were meant to keep arts organizations running through the pandemic but have current applications pending we are hopeful for and continue to look for grant opportunities suited to our organization. Individual contributions made up the other 25% of fundraising revenue. The breakdown of individual contributions is as follows and visually represented on the next page:

Amazon Smile: \$181.42 **Bake Sales:** \$1891.06

Donations: \$ 2230.89 **Quilt Raffle:** \$260

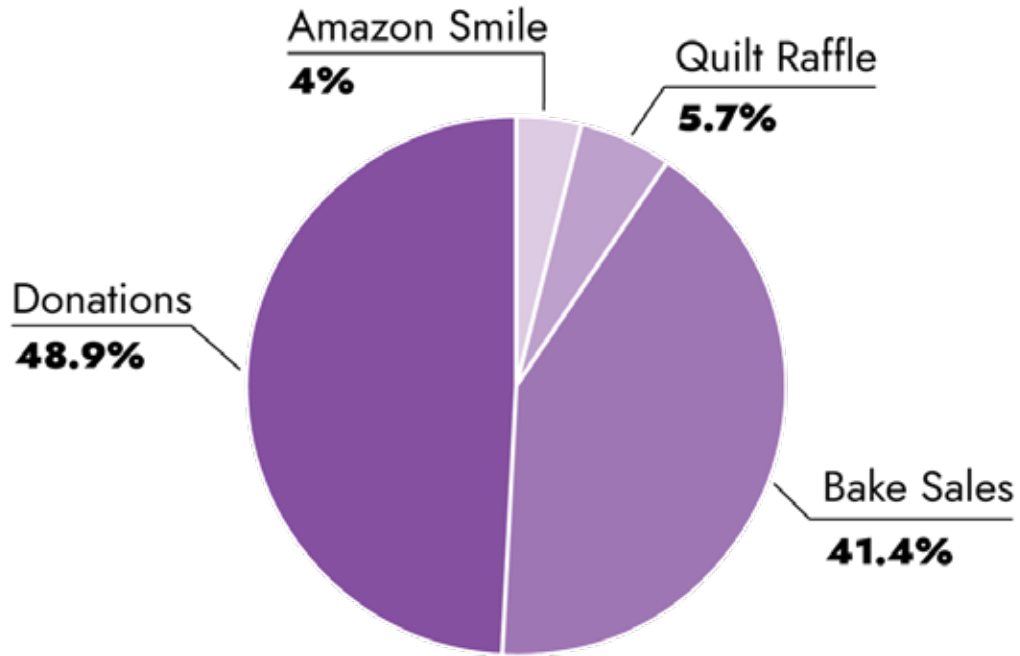
We are grateful that the local community continues to attend our shows and give generously. We are also very pleased with the dedication of our members and appreciate their annual contributions. Though Amazon Smile is not a direct contribution, we appreciate that our supporters remember us while they do their regular shopping and continue to choose us as their non-profit of choice. We look forward continuing to engage with our community and members and hope to build new relationships in the 2023 year.

Heather Pittman

BFACT Fundraising Chair

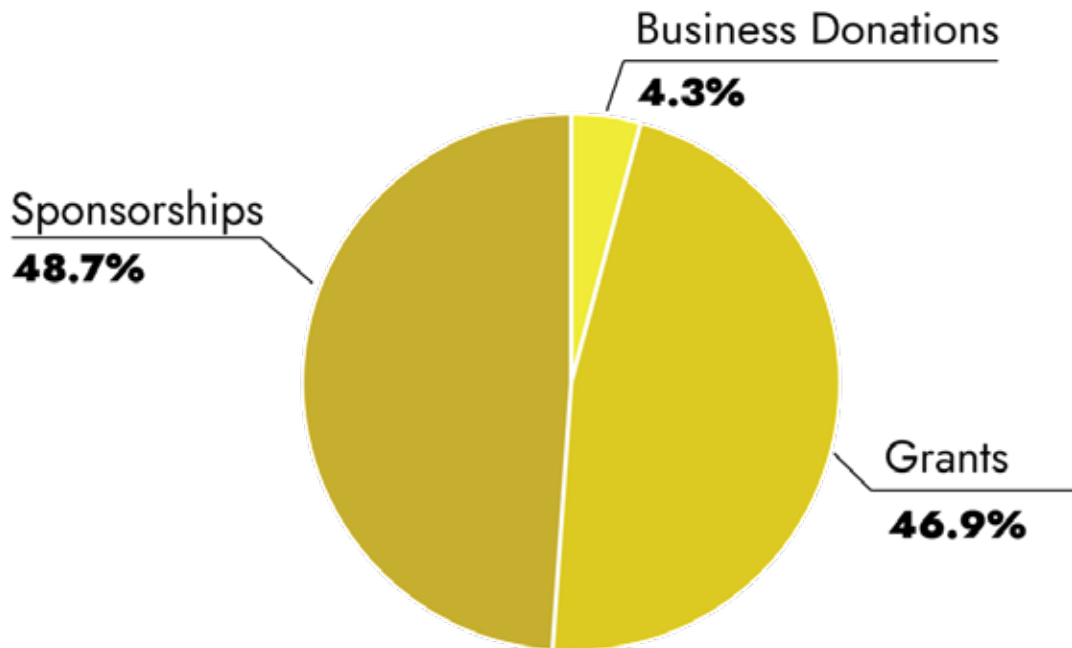
INDIVIDUAL CONTRIBUTIONS FY 21-22

TOTAL: \$4,563.37



CORPORATE & GRANT REVENUE FY 21-22

TOTAL: \$13,850





Endings Are Hard

MARKETING CHAIR'S REPORT

During my first year fulfilling Marketing Chair responsibilities, emphasis was placed upon Public Relations. BFACT had a physical presence at many community events throughout the year, beyond productions. We strove to both meld with and support our community and took advantage of 9 opportunities to advance our Mission by participating in: 1) Community Variety Show in March, 2) Wellness fair in April, 3) River Fest in June, 4) Independence Day Parade in July, 5) Rec Center Fall Kick-Off in September, 6) Pumpkin Fest in October, 7) BFACT Friendsgiving in November, 8) Kick-Off Soup Dinner for the Give Big Campaign in December, and 9) FAB Christmas Belle in December.

This Chair attended regularly scheduled, in person, meetings with several entities and organizations throughout 2022, towards fostering a positive network of mutually supportive, like minded resources. Time was spent in monthly meetings with the Belle Fourche Chamber, the Belle Fourche Arts Council, the Belle Fourche Writers Group, the Tri-State Museum, and the Belle Fourche Fine Arts Boosters. In addition, regular conversations were engaged in with local business owners, family members, and community leaders.

Marketing for both audition opportunities and productions was achieved through a myriad of venues. Use of Social Media platforms to include Facebook, Twitter, and Tik-Tok raised awareness of both BFACT and other regional theater shows. Newspaper, radio, printed show posters, community calendars, e-mails, phone calls, and personal invitations were also used to spread the word about volunteer opportunities and ways to support and participate in productions.

The BFACT Executive Director created an original show poster for each production and the BFACT Vice-President printed posters for each show. It was a team effort to hang posters at over 30 local businesses for each production. The Board thanks those businesses for their consistent support of BFACT and their willingness to help get the word out about our 2022 Season. The Board also thanks Doug Cole and the Belle Fourche Beacon for steadfast support of artistic endeavors in our community and consistent, positive coverage of all our BFACT productions. Thanks also go out to the Pioneer, Dirt Road Radio, KSLT Radio, and those who shared positive feedback that brought others out to our shows.

Angela Hastings
BFACT Marketing Chair

PAGE & PROFILE VISITS

FACEBOOK PAGE VISITS

4,097 Up **154.6%**
Over 2021

INSTAGRAM PROFILE VISITS

50 Up **212.5%**
Over 2021

SOCIAL MEDIA REACH

FACEBOOK PAGE REACH

42,102 Up **101.5%**
Over 2021

INSTAGRAM REACH

281 Up **3.9K%**
Over 2021

“To begin with. There is no doubt whatever about that. This must be distinctly understood or nothing wonderful can come of the story I am going to relate. Old Marley was as dead as a doornail.”

Narrator

A Christmas Carol

MEMBERSHIP CHAIR'S REPORT

This 2021-2022 season, we grew in terms of Members! Our Public Relations Chair significantly helped in this, which I give a tremendous thank you to! This year we experimented with Arts People (our membership/ ticket program) to be able to send out a monthly newsletter, which sadly did not pan out. We have several great ideas as perks to membership that we eventually would like to incorporate.

Emma Tinsley

BFACT Membership Chair





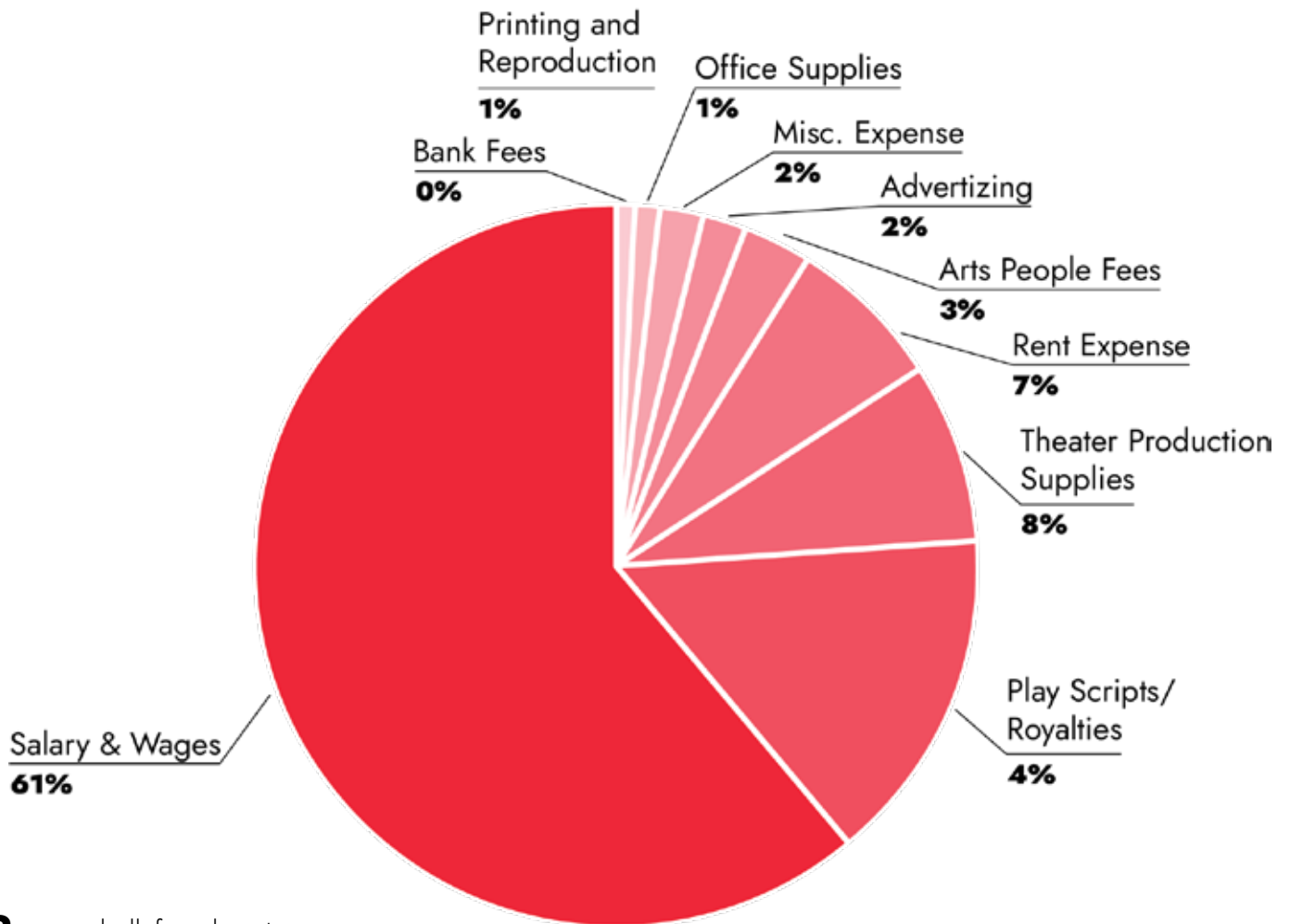
TREASURER'S REPORT

This year we had a change to our fiscal year. We moved to having the calendar year be our fiscal year. These reports capture October 2021 to December 2022.

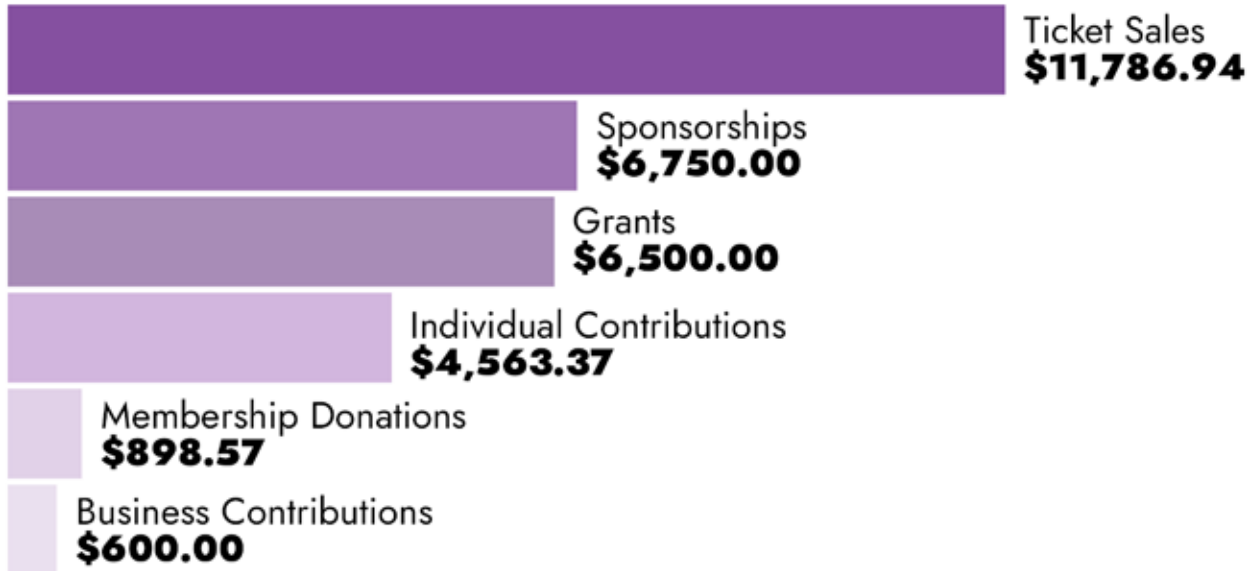
Our success wouldn't have been possible without the amazing community we live in! From all of us we want to thank you for the continued support.

Kelsey Gronlund
BFACT Treasurer

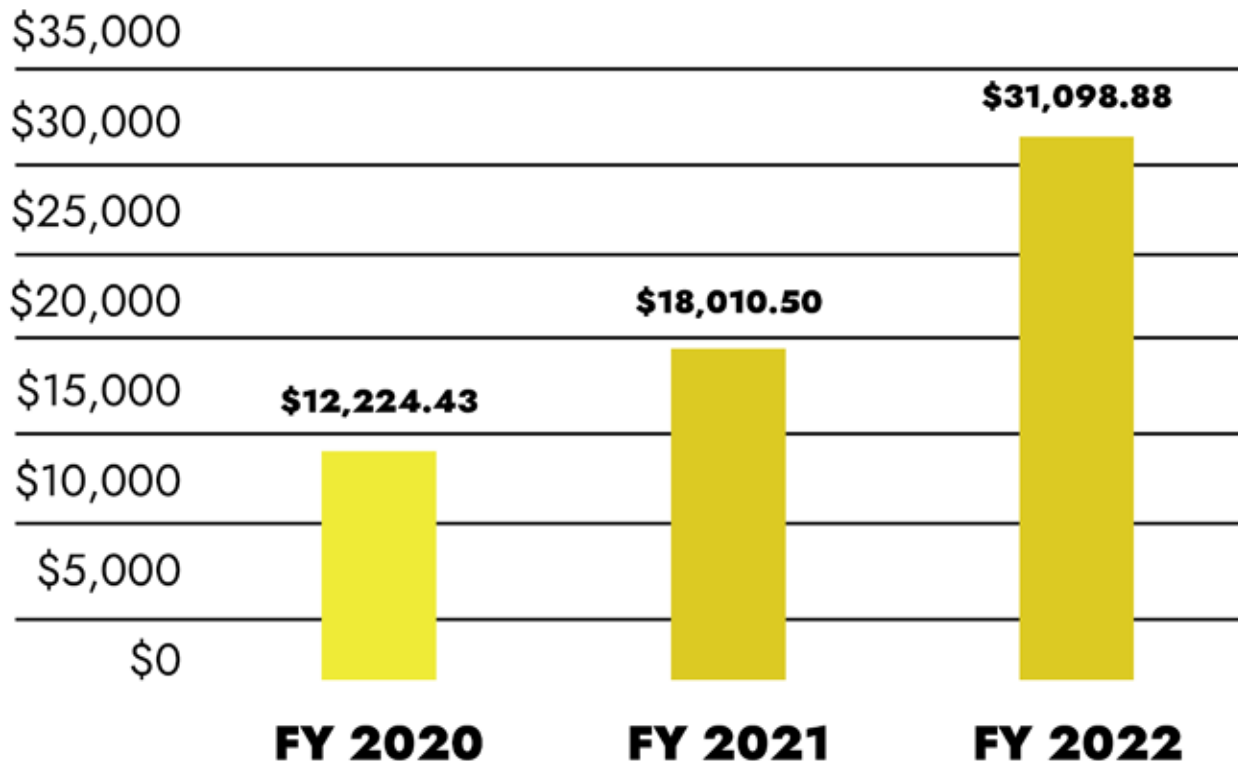
2021 - 2022 EXPENSES



2021 - 2022 REVENUES



REVENUE GROWTH BY YEAR



Balance Sheet

Belle Fourche Area Community Theater

As of Dec 31, 2022

| ACCOUNTS | Dec 31, 2022 |
|---|--------------------|
| Assets | |
| Cash and Bank | |
| First Interstate Bank Checking | \$11,828.43 |
| Total Cash and Bank | \$11,828.43 |
| Other Current Assets | |
| Total Other Current Assets | \$0.00 |
| Long-term Assets | |
| Total Long-term Assets | \$0.00 |
| Total Assets | \$11,828.43 |
| Liabilities | |
| Current Liabilities | |
| Total Current Liabilities | \$0.00 |
| Long-term Liabilities | |
| Total Long-term Liabilities | \$0.00 |
| Total Liabilities | \$0.00 |
| Equity | |
| Retained Earnings | |
| Profit for all prior years | \$13,899.19 |
| Profit between Jan 1, 2022 and Dec 31, 2022 | -\$2,070.76 |
| Total Retained Earnings | \$11,828.43 |
| Equity | |
| Total Equity | \$11,828.43 |



Vintage Hitchcock: A Live Radio Play



Cash Flow

Belle Fourche Area Community Theater

Date Range: Oct 01, 2021 to Dec 31, 2022

| CASH INFLOW AND OUTFLOW | Oct 01, 2021 to Dec 31, 2022 |
|--|---------------------------------|
| Operating Activities | |
| Sales | |
| PETTY CASH | \$0.00 |
| Direct Public Support - Sponsorships | \$6,750.00 |
| Direct Public Support – Business Contributions | \$600.00 |
| Direct Public Support – Individual Contributions | \$4,563.37 |
| Grants | \$6,500.00 |
| Program Income – Membership Donations | \$898.57 |
| Ticket Sales | \$11,786.94 |
| Total Sales | \$31,098.88 |
| Purchases | |
| Advertising | -\$500.60 |
| Arts People Fees | -\$820.05 |
| Bank Fees | -\$26.47 |
| Misc Expense | -\$489.35 |
| Office Supplies | -\$153.48 |
| Play Scripts/Royalties | -\$3,628.59 |
| Printing and Reproduction | -\$191.08 |
| Rent Expense | -\$1,600.00 |
| Theater Production Supplies | -\$1,935.89 |
| Total Purchases | -\$9,345.51 |
| Inventory | |

| CASH INFLOW AND OUTFLOW | Oct 01, 2021 to Dec 31, 2022 |
|---|--|
| Payroll | |
| Payroll – Salary & Wages | -\$14,615.98 |
| Total Payroll | -\$14,615.98 |
| Sales Taxes | |
| Other | |
| Net Cash from Operating Activities | \$7,137.39 |
| Investing Activities | |
| Property, Plant, Equipment | |
| Other | |
| Net Cash from Investing Activities | \$0.00 |
| Financing Activities | |
| Loans and Lines of Credit | |
| Owners and Shareholders | |
| Other | |
| Net Cash from Financing Activities | \$0.00 |
| OVERVIEW | |
| Starting Balance | |
| First Interstate Bank Checking | \$4,691.04 |
| Total Starting Balance | \$4,691.04 As of 2021-10-01 |
| Gross Cash Inflow | \$32,398.88 |
| Gross Cash Outflow | \$25,261.49 |
| OVERVIEW | |
| Net Cash Change | \$7,137.39 |
| Ending Balance | |
| First Interstate Bank Checking | \$11,828.43 |
| Total Ending Balance | \$11,828.43 As of 2022-12-31 |

Profit and Loss

Belle Fourche Area Community Theater

Date Range: Oct 01, 2021 to Dec 31, 2022

| ACCOUNTS | Oct 01, 2021 to Dec 31, 2022 |
|--|---------------------------------|
| Income | |
| Direct Public Support - Sponsorships | \$6,750.00 |
| Direct Public Support - Business Contributions | \$600.00 |
| Direct Public Support - Individual Contributions | \$4,563.37 |
| Grants | \$6,500.00 |
| Program Income - Membership Donations | \$898.57 |
| Ticket Sales | \$11,786.94 |
| Total Income | \$31,098.88 |
| Total Cost of Goods Sold | |
| | \$0.00 |
| Gross Profit | \$31,098.88 |
| As a percentage of Total Income | 100.00% |
| Operating Expenses | |
| Advertising | \$500.60 |
| Arts People Fees | \$820.05 |
| Bank Fees | \$26.47 |
| Misc Expense | \$489.35 |
| Office Supplies | \$153.48 |
| Payroll - Salary & Wages | \$14,615.98 |
| Play Scripts/Royalties | \$3,628.59 |
| Operating Expenses | |
| Printing and Reproduction | \$191.08 |
| Rent Expense | \$1,600.00 |
| Theater Production Supplies | \$1,935.89 |
| Total Operating Expenses | \$23,961.49 |
| Net Profit | \$7,137.39 |
| As a percentage of Total Income | 22.95% |

EXE. DIRECTOR'S REPORT

Not only was this past season our longest ever, due to us changing our fiscal year in 2022, it was our biggest as well with six stage shows as well as several other events. At the end of 2022 we brought back one of our favorite events, *Mr. Beautiful Fork*, and our very own, Nathan Schreier, was crowned. After that we held a Christmas show, *Four To Go For Christmas*. In spring 2023 we held a night of one-acts, *Take a Bow*, unfortunately for us mother nature decided it was time for a blizzard. Originally planned as a two night show at BF Community Hall but as soon as the final bows happened the cast and crew quickly tore down the set and moved it to storage then had the second night half a week later back at the Rec Center. Even with all of that mess, it was a blast to put on that show. In June, against the backdrop of a horrible summer storm, we put on our first kids-only show with the very fun musical *Don Q and His Squire Sancho*. In late summer we put on the classic *You Can't Take It With You* and had the biggest attendance at a show since 2018, a record that didn't last long. Once the fall started a gauntlet of shows began. We were so excited to work with other local theaters to put on a night of one-acts in Spearfish, Lead and of course Belle Fourche. As soon as that was done *Vintage Hitchcock* happened, a live radio play just in time for Halloween. That wasn't enough, so as soon as that was done we were right into the classic *A Christmas Carol* that we teamed up with the Chamber of Commerce for A Dickens of a Christmas. *A Christmas Carol* smashed our numbers for even *You Can't Take It With You* and was a huge success for us. We were about to

opening night for our first dinner theater ever when we had to cancel the show due to COVID which was a shame. All told we sold over 1,300 tickets and almost 100 volunteers this season.

We may have a smaller season planned this season, but it will be no less exciting and fun. We have planned the classic *Pride & Prejudice*, *Mamma Mia!*, another night of Northern Hills one-acts and a spooky Halloween show to round it out. We are also hoping for other various events throughout the season we will announce as they happen.

This past season I feel like BFACT really hit a groove. Since we formed as a nonprofit organization in 2019, it has been an uphill battle. Not only did we start from scratch but we also ran into the worst pandemic in over a hundred years. Even with all of those hardships, BFACT is thriving. Our attendance and shows and volunteers have both been increasing from a low last season. We hope that trend continues into this upcoming season.

My job as Executive Director is to oversee all things BFACT and I am happy to report everything has been running smoothly. We had a great year of business sponsorships and donations. Memberships have been up and we have big plans for that part of the organization this year. Ticket sales are way up as is our social media reach and impact. This coming year I hope to improve communication with volunteers, increase business sponsorships, increase marketing efforts, reach out to more local organizations, increase the amount of grants we apply for and make this upcoming season the best ever.

Derek Olson

BFACT Executive Director

PROPOSED 2023 SEASON

Pride & Prejudice

May 12 - 14

Mamma Mia!

July 27 - 30

Getting Our Acts Together

August

Halloween Show

October

ASSISTANT-DIRECTOR SPONSORS



ACTOR SPONSORS



A DIGITAL AGENCY



PATRON SPONSORS



A Christmas Carol



You Can't Take It With You

CONTACT BELLE FOURCHE AREA COMMUNITY THEATER

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INSTAGRAM: instagram.com/bf.act/

Belle Fourche Area Community Theater is a South Dakota Nonprofit Corporation (#31954) a 501(c)(3) exempt Public Charity

“Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it’s the only thing that ever has.”

Margaret Mead

American Anthropologist 1901 – 1978



Don Q and His Squire Sancho