

SALINA COMMUNITY THEATRE SALES TAX RELIEF REQUEST

Salina Community Theatre was created 61 years ago with one employee, no home, and produced four plays in its first season. SCT has evolved since then with seven full-time, and three part-time artists who work with over 400 volunteers annually to create fourteen productions. This includes seven mainstage subscription show in two theatres, four youth productions, an original choreography show, and one additional show each season.

In the past 25 years, our audiences have grown to include patrons from more than 50 counties and 80 towns in Kansas as well as every surrounding state. Additionally, we have patrons from more than 30 other states. In the past decade, SCT has grown its out of county patronage from 30% of total sales to over 40%.

Each year, more than 90% of every dollar that comes into our theatre is spent in the local economy. The only expenditures that migrant out of our area are for royalties for productions (only available through a few companies located only in New York City), and equipment that cannot be found through a vendor in Kansas.

All of our employees are Saline County residents. All of our teachers, directors, choreographers, musical directors, and musicians are Kansas residents. We will occasionally bring in artists with a history in Salina. These guest artists have included Tyrees Allen (Salina native, actor on Broadway and television), Jernard Burks (KWU alumnus, actor on film and television), George Murdock (late Salina native, best known for his work in "Barney Miller"), and Nathan Tysen (Broadway lyricist for "Tuck Everlasting", "Amelie", and opening "Paradise Square" this Spring). Each guest artist is brought in through grant or foundational contributions. Each artist also provides an educational component with their residency. These workshops and classes are provided free of charge to all students.

We are governed by a Board of Directors who are volunteers from the community. Because this is a governance Board, we endeavor to have a number of skill sets represented on the Board: legal, accounting, banking, real estate, insurance. Each of seven committees is currently chaired by a member of the Board. Board members are nominated, interviewed, and elected to the Board for a three-year term.

At current purchasing levels, SCT makes purchases that result in a sales tax level between \$11,000-14,000 annually. This annual savings would be returned to the operational budget. This amount represents one of the following over the past year:

1. The royalties for our holiday production of "White Christmas".
2. 342 hours of teaching time in classrooms.
3. The stipends of directors, choreographers, and musical directors for two shows.
4. Salary increases for three key employees.

Salina Community Theatre invests every dollar earned or donated into production and education. Every set is constructed in our scene shop. Every costume is designed, cut, altered, and stitched in our costume shop. Each bit of original marketing is created by a local graphic artist. Directors, musical directors, choreographers, and musicians are local artists.

All savings realized through sales tax relief remains in the local economic ecosystem. Patrons from Salina and Saline County regularly have “date night” with dinner and a show. Out-of-town patrons dine, buy gas, and use local hotels for every production we do.

With the exception of occasional guest artists, we do not contract with acts for fees that migrant out of the local economy. Theatres that create their own product are ultimately a more effective investment because a far higher percentage of income stays local, stays in Kansas. Theatres that educate local students have a more resonant impact on their communities over a longer period than organizations that do not create.

On behalf of the students, volunteers, Board, and community, we respectfully request your strongest consideration for this measure.

Michael Spicer
Executive Director
Salina Community Theatre