

4660 Bauer Farm Dr. • Lawrence, KS • 66049  
785.843.7469 • Fax: 785.832.0695

## TESTIMONY REGARDING SALES TAX EXEMPTION REQUEST

Theatre Lawrence is one of a handful of Kansas theaters that function as 501(c)(3) institutions and operates as a small independent business. We are not part of a larger organization such as the city, county or a university. Therefore, we are dependent on earned revenue from ticket sales, educational class fees for children and adults, and rentals. We also receive donations from local supporters and occasional grants.

Theatre Lawrence was established in 1977, and moved into a renovated church in 1984 for a 30 year span. By 2013 Theatre Lawrence had raised \$7.2 million in private gifts and grants to construct and open a 35,000 square-foot theater/education facility in West Lawrence. Less than 2% of this funding came from public sources.

Theatre Lawrence partners with volunteers to create and deliver extraordinary theatre and education programs that engage community members of all ages and backgrounds as audience members and participants. We strive to provide performers opportunities to hone their talents, to encourage youth of all ages and backgrounds to explore their theatrical interests, and to engage our audiences with entertaining and thoughtful productions.

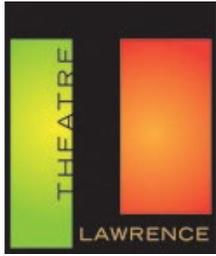
Currently, Theatre Lawrence pays sales tax on everything it purchases as well as on every ticket it sells. In our location that means that we are paying **10.3%** on everything we buy and sell.

Our budget prior to the pandemic was close to \$1 million. We employed five full-time and four part-time staff members and approximately 40 contract and teaching artists. Our payroll exceeded \$330,000. For the past two years government disaster relief programs including PPP & SVOG have helped Theatre Lawrence maintain most of its staff and continue to provide what theatrical productions and education opportunities were possible to the Lawrence and Douglas County community.

However, after almost three years of severely restricted attendance by government mandate and continuing public concerns about Covid, our attendance remains down about 30% and our ability to retain employees and purchase needed materials in the future is in jeopardy.

A sales tax exemption would help Theatre Lawrence enormously. Our 9-year-old facility is beginning to have strong maintenance needs. Our parking lot just needed major crack reduction and repaving. The state sales tax bill alone was over \$2000 for that work. The same \$2000 reinvested in our local budget could pay a part-time office assistant for 6 weeks or purchase enough plywood to build an entire season of shows. It could have stretched a recent state grant to allow us to purchase 2 additional stagelights or license 3 children's shows.

*Board of Directors: Tom Beisecker, Christine Bial, Justin Cordova, Brandon Eisman, Genee Figueras, Jane Henry, Amy Kelly, Teresa Kempf, Joseph Mastro Simone, Bob Newton, Secily Rees, Beth Rundquist, Jean Shepherd, Sherri Soule, Jeff Sigler, Rob Sturgeon, Debbie Walker, Executive Director, Mary Doveton*



4660 Bauer Farm Dr. • Lawrence, KS • 66049  
785.843.7469 • Fax: 785.832.0695

We have watched prices soar and are having to redesign and reduce the quality of our sets and costumes, and as a result, cut back on those local purchases. We estimate that the proposed sales tax exemption would provide us with an additional \$30,000.

Having the proposed sales tax exemption would enable us to maintain the quality of our productions and educational services while reinvesting that money in our community's economy.

The arts hold a unique position in their ability to bring communities together to help each other, laugh, share empathy, and sing. We are committed to providing Lawrence, Douglas County and the surrounding areas quality theatrical productions that both entertain and stimulate our audience. We strive to serve our community and to enhance its general quality of life.

While my understanding is that this exemption will not have a substantial impact on state revenues, it would have a huge impact on our Theatre's daily operations.

Respectfully,  
Mary Doveton  
Executive Director, Theatre Lawrence