



Lake Eola

Source	Amount
Contributed Income	\$ 442,306.06
Earned Income	\$ 479,123.00
Lake Eola City Personnel	\$ (41,100.00)
Lake Eola Facility Rental	\$ (81,825.00)
Production Expense	\$ (388,657.86)
Salaries	\$ (528,693.20)
Balance	\$ (118,847.00)
Waiver Request	\$ 81,825.00
Net Balance	\$ (37,022.00)



Lake Eola

Source	Type	Account	Little Shop of Horrors	Midsummer Nights	Project Amount
Income	Contributed Income	4000 · Program Sponsorships	\$ 37,500.00	\$ 15,000.00	\$ 52,500.00
	Contributed Income	4005 · Support - Foundations		\$ 25,000.00	\$ 25,000.00
	Contributed Income	4015 · Support - State	\$ 4,436.36	\$ 4,436.36	\$ 8,872.73
	Contributed Income	4020 · Support - Local & County	\$ 21,500.00	\$ 21,500.00	\$ 43,000.00
	Contributed Income	4025 · Contributions - Community	\$ 17,500.00	\$ 15,000.00	\$ 32,500.00
	Contributed Income	4030 · Contributions - Miscellaneous	\$ 300.00	\$ 300.00	\$ 600.00
	Contributed Income	4035 · United Arts - Annual Campaign	\$ 175,500.00	\$ -	\$ 175,500.00
	Contributed Income	4045 · United Arts - General Operating	\$ 27,166.67	\$ 27,166.67	\$ 54,333.33
	Contributed Income	4045 · United Arts - General Operating (Venue Subsidy)	\$ 25,000.00	\$ 25,000.00	\$ 50,000.00
	Earned Income	4100 · Program Revenue (All Years)	\$ 301,200.00	\$ 177,923.00	\$ 479,123.00
Expense	Salaries	5000 · Staff Salaries	\$ (155,769.52)	\$ (155,769.52)	\$ (311,539.04)
	Salaries	5098 · FICA	\$ (4,499.65)	\$ (3,509.67)	\$ (8,009.32)
	Salaries	5099 · SUTA/FUTA	\$ (1,529.29)	\$ (1,192.83)	\$ (2,722.12)
	Salaries	5300 · Designer - Scenic	\$ (3,500.00)	\$ (2,500.00)	\$ (6,000.00)
	Salaries	5305 · Designer - Lighting	\$ (3,500.00)	\$ (2,500.00)	\$ (6,000.00)
	Salaries	5320 · Designer - Sound	\$ (3,500.00)	\$ -	\$ (3,500.00)
	Salaries	5325 · Designer - Video	\$ (1,500.00)	\$ -	\$ (1,500.00)
	Salaries	5330 · Guest Director	\$ (5,000.00)	\$ -	\$ (5,000.00)
	Salaries	5335 · Musical Director	\$ (8,000.00)	\$ -	\$ (8,000.00)
	Salaries	5340 · Coach Fight /Vocal	\$ -	\$ (750.00)	\$ (750.00)
	Salaries	5342 · Choreographer	\$ (3,000.00)	\$ (500.00)	\$ (3,500.00)
	Salaries	5355 · Actor - Equity	\$ (38,760.00)	\$ (32,550.00)	\$ (71,310.00)
	Salaries	5360 · Actor - Non Equity	\$ (5,700.00)	\$ -	\$ (5,700.00)
	Salaries	5365 · Stage Manager - Equity	\$ (12,359.00)	\$ (6,540.00)	\$ (18,899.00)
	Salaries	5370 · Stage Manager - Non Equity	\$ -	\$ (4,788.00)	\$ (4,788.00)
	Salaries	5375 · Pension - AEA Actor	\$ (3,100.80)	\$ (2,604.00)	\$ (5,704.80)
	Salaries	5380 · Health - AEA Actor	\$ (8,496.00)	\$ (8,496.00)	\$ (16,992.00)
	Salaries	5385 · Health - AEA Stage Manager	\$ (2,478.00)	\$ (1,239.00)	\$ (3,717.00)
	Salaries	5390 · Pension - AEA Stage Mgr	\$ (988.72)	\$ (523.20)	\$ (1,511.92)
	Salaries	5395 · SDC / USA Benefits	\$ (1,470.00)	\$ (525.00)	\$ (1,995.00)
	Salaries	5400 · Contractor - Scenic	\$ (1,500.00)	\$ (1,000.00)	\$ (2,500.00)
	Salaries	5405 · Contractor - Light	\$ (2,400.00)	\$ (1,000.00)	\$ (3,400.00)
	Salaries	5407 · Contractor - Sound	\$ (1,400.00)	\$ -	\$ (1,400.00)
	Salaries	5410 · Contractor - Costume	\$ (480.00)	\$ (375.00)	\$ (855.00)
	Salaries	5420 · Wardrobe - Program	\$ (2,000.00)	\$ (2,000.00)	\$ (4,000.00)
	Salaries	5440 · Musicians	\$ (24,000.00)	\$ -	\$ (24,000.00)
	Salaries	5445 · Understudy Stipends	\$ (2,700.00)	\$ (2,700.00)	\$ (5,400.00)
	Production Expense	6005 · Scenery - Storage	\$ (2,000.00)	\$ -	\$ (2,000.00)
	Production Expense	6010 · Scenery - Program Costs	\$ (20,000.00)	\$ (20,000.00)	\$ (40,000.00)
	Lake Eola Facility Rental	6015 · Facility Rental Lake Eola	\$ (40,912.50)	\$ (40,912.50)	\$ (81,825.00)
	Lake Eola City Personnel	6015 · Lake Eola - City Personnel	\$ (20,550.00)	\$ (20,550.00)	\$ (41,100.00)
	Production Expense	6025 · Props - Program Cost	\$ (3,000.00)	\$ (1,300.00)	\$ (4,300.00)
	Production Expense	6030 · Props - Weapons & Spec	\$ (15,000.00)	\$ -	\$ (15,000.00)
	Production Expense	6045 · Light -Equip Rental	\$ (37,500.00)	\$ (37,500.00)	\$ (75,000.00)
	Production Expense	6050 · Lighting - Program Cost	\$ (2,200.00)	\$ (500.00)	\$ (2,700.00)
	Production Expense	6060 · Light - Special Effects	\$ (1,600.00)	\$ -	\$ (1,600.00)
	Production Expense	6066 · Sound Equip Repair	\$ (500.00)	\$ -	\$ (500.00)
	Production Expense	6068 · Sound-Equip Rental	\$ (37,500.00)	\$ (37,500.00)	\$ (75,000.00)
	Production Expense	6070 · Sound - Program Cost	\$ (1,000.00)	\$ (100.00)	\$ (1,100.00)
	Production Expense	6085 · Costume - Program Cost	\$ (10,000.00)	\$ (15,000.00)	\$ (25,000.00)
	Production Expense	6090 · Costume-Hair, Wigs & Masks	\$ (2,000.00)	\$ (1,500.00)	\$ (3,500.00)
	Production Expense	6095 · Costume - Dry Cleaning	\$ (800.00)	\$ (1,000.00)	\$ (1,800.00)
	Production Expense	6100 · Costume - Specialty Items	\$ (100.00)	\$ (500.00)	\$ (600.00)
	Production Expense	6115 · Production - Misc	\$ (10,300.00)	\$ -	\$ (10,300.00)
	Production Expense	6130 · Company - Meals	\$ (300.00)	\$ (180.00)	\$ (480.00)
	Production Expense	6190 · Design - Expense	\$ (100.00)	\$ (100.00)	\$ (200.00)
	Production Expense	6200 · Scripts	\$ (3,125.00)	\$ (50.00)	\$ (3,175.00)
	Production Expense	6210 · Royalties	\$ (33,132.00)	\$ -	\$ (33,132.00)
	Production Expense	6315 · Insurance - Worker's Comp	\$ (1,751.96)	\$ (1,292.23)	\$ (3,044.19)
	Production Expense	6331 · Payroll Expenses	\$ (1,106.00)	\$ (896.00)	\$ (2,002.00)
	Production Expense	6400 · Travel - Mileage	\$ (400.00)	\$ -	\$ (400.00)
	Production Expense	6450 · Parking Services	\$ (2,000.00)	\$ (2,000.00)	\$ (4,000.00)
	Production Expense	6500 · Brand Advertising	\$ (700.00)	\$ (700.00)	\$ (1,400.00)
	Production Expense	6550 · Media - Print	\$ (2,750.00)	\$ (2,750.00)	\$ (5,500.00)
	Production Expense	6555 · Media - TV	\$ (7,843.67)	\$ (8,000.00)	\$ (15,843.67)
	Production Expense	6560 · Media - Radio	\$ (6,257.00)	\$ (6,257.00)	\$ (12,514.00)
	Production Expense	6565 · Media - Internet	\$ (9,297.00)	\$ (5,000.00)	\$ (14,297.00)
	Production Expense	6570 · Media - Out of Home	\$ (5,218.00)	\$ (218.00)	\$ (5,436.00)
	Production Expense	6575 · Video Production	\$ (263.00)	\$ (12,263.00)	\$ (12,526.00)
	Production Expense	6580 · Lobby Display	\$ (69.00)	\$ (69.00)	\$ (138.00)
	Production Expense	6590 · Direct Mail - Postage	\$ (2,000.00)	\$ (1,600.00)	\$ (3,600.00)
	Production Expense	6595 · Direct Mail - Mailhouse	\$ (425.00)	\$ (425.00)	\$ (850.00)
	Production Expense	6600 · Photography	\$ (300.00)	\$ (300.00)	\$ (600.00)
	Production Expense	6605 · Programs	\$ (500.00)	\$ (500.00)	\$ (1,000.00)
	Production Expense	6607 · Accessibility Services	\$ (9,550.00)	\$ (300.00)	\$ (9,850.00)
	Production Expense	6620 · Miscellaneous - Marketing	\$ (135.00)	\$ (135.00)	\$ (270.00)



32 years ago, we had a dream to create a professional theater company that would produce the highest quality productions here in Orlando. We launched our dream at the Lake Eola Amphitheater and soon became an important part of the cultural landscape of our city, growing to become the largest professional theatre company in Central Florida with our own building for year-round productions in Loch Haven Park. Now faced with a pandemic that has devastated the arts in our community, Orlando Shakes is faced with limitations that jeopardize the dream upon which we built our company. The current pandemic has led to drastic changes in how Orlando Shakes operates as a professional live theater venue.

While we have remained steadfast in our mission to *enrich our community with engaging professional theater, inspiring educational experiences, and thought-provoking new plays*, services have been unavoidably interrupted. We immediately and creatively adapted programming online in a best effort to contribute to the overall mission and to our community throughout this pandemic. As we look towards 2021, we must return to the stage. We need to bring the magic of live theater back to Orlando. To do this, we must find a safe way to perform for our actors and audiences. After a 15-year absence, Orlando Shakes would like to return in grand-style to Lake Eola Amphitheater. Together, the City of Orlando and Orlando Shakes can resuscitate the arts in Central Florida.

The Lake Eola Amphitheater is the heartbeat of downtown. Bringing art safely to the stage of our city center would show in no uncertain terms that the City of Orlando is alive and well despite the pandemic. The arts have kept spirits high online in our homes throughout this crisis. Together, we can bring the arts back in person to carry us through these uncertain times with an optimistic view of a bright safe future.

Orlando Shakes is graciously requesting that the facility rental fees at Lake Eola of \$81,825 be waived to help bring these productions to the Lake Eola stage.

About the Productions

In March of 2021, Orlando Shakes will transport its audiences into the world of one of Shakespeare's most beloved comedies, "A Midsummer Night's Dream." Drenched in moonlight and filled with lovers and dreamers, this play is meant to mesmerize its audience. It will be a rare presentation for audiences to experience this delightful fast-paced love story in the beautiful outdoor setting at Lake Eola.

Following the success of Midsummer, Orlando Shakes will continue performances at Lake Eola Park with the hilarious comedy rock musical, "Little Shop of Horrors." This sci-fi smash premiered Off-Broadway in 1982 and ultimately became one of the longest-running productions in Off-Broadway history. In our version, the carnivorous plant alien, Audrey II, will use our cast to retell this story with memorable songs, live musicians, special effects and big laughs as a means to take over the outdoor amphitheater and ultimately, the world in this family favorite.

Financial Impact

At the time of the Orange County shutdown in March 2020, Orlando Shakes took steps to become as small and lean as possible to preserve its funds and financial health, first furloughing all staff directly associated with production of plays since that was on hiatus. More than 35 employees were laid off and an additional 40 seasonal contracts were terminated. These decisions had extremely drastic effects, in most cases leaving just one person per department remaining, mainly director-level staff, and sending over 75 employees to struggle with a difficult and rocky road of unemployment claims.

Back to Work - 100 Jobs

These productions mean a return to work for our 30 full-time employees. It also ensures contracts for more than 75 artists and craftspeople in our community that are struggling from the lack of employment in all creative spaces, bringing over 100 people back to work.



Consumer Confidence - Downtown Resurgence

Consumer confidence is stifling the city and county rebound. We have learned from theaters across the country that finding outdoor alternatives has proven to be a way to bring back patrons. Not only will this benefit our attendance but downtown restaurants are struggling - so bringing people to Lake Eola would benefit those establishments and re-establish the habit of coming downtown for entertainment.

City of Orlando Support

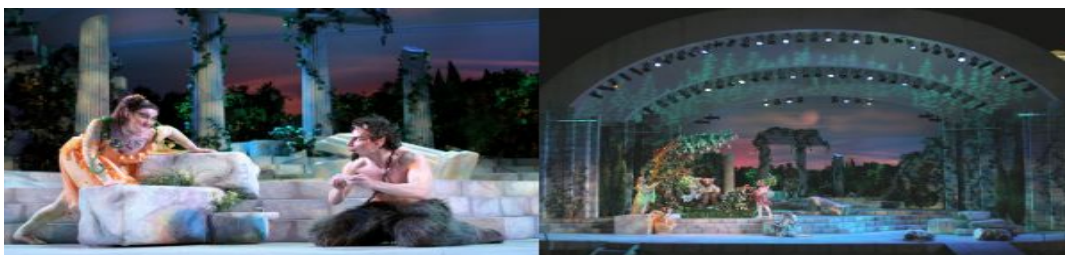
The additional costs to performing outdoors are massive in scope. In addition to the rental fees for the amphitheater, we will have \$150,000 in additional audio-visual rental equipment, plus extra transportation costs, PPE, Union mandated COVID testing each week and additional personnel to run the operation and safety protocols required. That is added to the reduced seating capacity that will limit our potential income. We need assistance in making this project possible. A waived or reduced rental fee from the City of Orlando would provide Orlando Shakes the support it needs to successfully execute its triumphant return to Lake Eola Park and serve as a beacon of sustainability for the entire Orlando arts community.

This effort comes with increased expense during a time that the organization is experiencing a significant income loss. If we can overcome the challenges that come with forced change, our artists, students, and audience members can continue to experience Orlando Shakes high level of quality and the excitement and joy that live theater brings.

By the Numbers

Orlando Shakes anticipates at least 12,000 patrons to attend our Lake Eola productions. A *Midsummer Night's Dream* will have an anticipated 5,290 patrons including 1,130 at senior matinees. *Little Shop of Horrors* will have an anticipated 6,714 patrons including 1,244 at senior matinees. In addition, free seating will be available to community members on the grass incline immediately behind the amphitheater.

Orlando Shakes hopes to host students for field trips to each of these productions but understands this may not be possible during the pandemic. We will substitute field trips with opportunities to livestream our productions from the amphitheater. At this time, "A Midsummer Night's Dream" is scheduled to be recorded for live streaming in Spring 2020, and we have funding from Arts Midwest through the Shakespeare in American Communities grant to provide this to Title 1 classrooms in Orange County Public Schools.



Keeping our Community Safe

While Orlando Shakes utilizes the beautiful Walt Disney Amphitheater at Lake Eola, we will create a safe environment in rehearsal and performance. We will maintain adherence to all union, municipal and CDC requirements. We have added COVID-19 safety and health guidelines to our company first-day orientation protocol, and keep social distancing, hand-washing, mask-wearing, and other all other safety measures in place, as we commit to making our audience, staff, performers, and volunteers the focus of our health and safety.

Sanitization stations will be located throughout the amphitheater, audience, backstage, and surrounds. Orlando Shakes does not plan to sell food concessions due to COVID, masks will be worn by all patrons and staff, touch free ticketing and digital programs will be utilized along with social distanced seating and queueing cutting the ampitheater's capacity by 50 percent.

Our Managing Director, Douglas Love-Ramos, will supervise all Safety and COVID efforts. Love-Ramos serves on the Orange County Economic Recovery Task Force - briefed by the County Health Commissioner and medical directors of our largest hospitals. Our COVID protocol coordinator is Richie Akers, Operations and Safety Manager. Orlando Shakes has worked with local authorities on the development of our safety plan adhering to all CDC guidelines, developing a partnership with AdventHealth as our Healthcare Partner to review safety guidelines and protocols.

Financial Support

Orlando Shakes seeks funding for our productions from diverse sources. We have already secured several corporate sponsors for these events including Massey Services and A. Brian Phillips P.A. In addition, these productions have received grant support from Arts Midwest, Orange County's Arts and Cultural Affairs program, and through the State of Florida's Division of Cultural Affairs.

