

**Milroy, Shannon**

**From:** noreply@civicplus.com  
**Sent:** Tuesday, September 30, 2025 11:12 AM  
**To:** ATax Communications  
**Subject:** Online Form Submittal: Accommodations Tax Grant Application

**WARNING!**

This email originated from outside of the Town of Bluffton's email system. DO NOT click any links or open any attachments unless you recognize the sender and know the content is safe.

## Accommodations Tax Grant Application

**TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION****TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

Accommodations Tax Grant Application Instructions [Accommodations Tax Grant Application Instructions](#)

Accommodations Tax Grant Application Instructions I have read and acknowledged the Town of Bluffton, SC Accommodations Tax Grant Application Instructions.

(Section Break)

Application Date 9/30/2025

Project Name Advertising and Royalty Funding 2026 Season

Project/Event Location May River Theatre/Ulmer Auditorium

Is this a new project or event? No

Project/Event Start Date: 1/1/2026

Project/Event End Date 12/31/2026

Multi-Year Project/Event? No

Total Project Costs	\$120,839
Total ATAX Funds Requested	\$49,764
Percent of Total Budget	41 Percent
Date the funds are needed:	1/1/2026
Full Legal Organization Name	May River Theatre, Inc
Address	20 Bridge Street
Street Address Line 2	<i>Field not completed.</i>
City	Bluffton
State	South Carolina
Zip Code	29910
Applicant must be designated as a non-profit entity to receive ATAX funds. Is your entity a non-profit organization?	Yes

### **TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

#### Organization Primary Point of Contact

First Name	Elizabeth
Last Name	Schlieger
Title	Board Chairperson
Phone Number	2627196912
E-mail Address	<a href="mailto:eschlieger@mns.com">eschlieger@mns.com</a>

(Section Break)

#### Organization Secondary Point of Contact

First Name	Cindy
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Last Name	Palko
Title	Board Member
Phone Number	8433041757
E-mail Address	<a href="mailto:cindypalko@yahoo.com">cindypalko@yahoo.com</a>

### **TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

**Project Description:** This project includes the Royalties and the Advertising expenses associated with producing three musicals and two plays at May River Theatre. These live performances provide an arts enriching experience for both Bluffton residents and visitors to the greater Bluffton area. This is a continuation of our larger initiative.

**List any required permits, if applicable. If none, type "N/A":** N/A

**Describe all planned advertising and marketing for this project/event:**

A detail graphic is included in the attachments that show the yearly balance of our print making plan with a primary focus on marketing our main season shows and will then be utilized to supplement marketing for our smaller events and happenings. Building on our current print partnerships MRT will continue to advertise through the following local magazines: CB2, Local Life, and Pink. Each of these magazines has an additional digital service that will be utilized to reach a broader audience. In addition to this MRT will place advertisements in the Bluffton Sun newspaper.

Beyond print media we continue to develop our social media footprint primarily through scheduled MRT Facebook and Instagram posts that are supported through tagging and posting on local social media pages focused on informing residents and visitors of current events. Utilizing the same materials from our social media posts MRT also sends out a minimum of four email blasts from our ticketing website as well as a quarterly digital newsletter to those that have signed up for our mailing list.

An area we continue to look to expand is partnerships with other theatre and community organizations where we can post advertisements within playbills and programs for upcoming events. Currently we are working with The Gullah Traveling Theatre, Hilton Head Choral Society, Ghosted Savannah Improv, and May River High School. In addition to this we are actively involved in the Bluffton Chamber and OTBMS and utilize the meetings and events to build connections.

Where it is still in discussions, we are working with the other two community theaters in the area to develop marketing and ticketing initiatives that will engage and benefit the community.

Finally we will continue to utilize our existing structure for poster and rack card placement through our partnership with Accurate Litho.

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Please list all media outlets you intend to utilize for your project/event (i.e. names of magazines, TV and radio stations, etc.):

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CB2, Local Life, Pink, Bluffton Sun

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**All advertising/marketing paid for with Town of Bluffton Accommodations Tax dollars must incorporate the branding shown here: **Town of Bluffton Brand Standards**. The use of the Town's logo must meet the design standards outlined at the aforementioned link and be approved by the Town. Designs may be submitted electronically using this **link**. Please allow five (5) business days for approval.**

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Impact on or Benefit to Tourism:

The current data available for the 2025 season continues to show that MRT's reach goes beyond the Bluffton community, bringing in visitors from Savannah, Charleston, Jacksonville and the many communities in between. We continue to bring in visitors from beyond that reach as well, including Charlotte and Atlanta. Due to our commitment to provide a compelling breadth of productions, we know of one group of individuals drive eight hours to see our summer production as we were the closest theatre producing that show, and they are now actively following us.

Because we are now able to announce and publish our tickets for an entire season we have also seen an increase in individuals vacationing to the greater Bluffton area reaching out to purchase their tickets months in advance. This is a trend we look to build on.

The following is based on the zip code data from our ticketing website, the 2025 shows that have been completed at this point show the following percentage of patron attendance from individuals outside of Bluffton: Full Monty: 59% - Sheila's Island: 58% - Spring Awakening: 60% - Baskerville: 41%. Next steps will be assessing if the increase in visitor attendance is

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coincides with various tourism trends or if it is dependent on the production.

Based on this data MRT is increasing its tourism audience based on the definition provided within this document.

**“Tourist” means a person who does not reside within the corporate limits of the Town or within a Town zip code that takes a trip into the corporate limits of the Town for any purpose, except daily commuting to and from work.**

**“Travel” and “Tourism” mean the action and activities of people taking trips outside their home communities for any purpose, except daily commuting to and from work.**

**Additional Comments:** MRT is on track to continue its impact on Bluffton tourism, specifically in the area of the performing arts. These funds will support the production of our five main season shows which include: La Cage Aux Folles, Intimate Apparel, Sweeney Todd, The Savannah Sippin Society and Young Frankenstein.

## **TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

### **FINANCIAL INFORMATION**

To download the Town’s required Line-Item Budget Form, click here:  
<https://www.townofbluffton.sc.gov/DocumentCenter/View/4295/ATAX-Grant-Application-Line-Item-Budget-Form>

Download and save the form and hit "Back" in your web browser to return to the application. Once the form is completed, attach it on the following line.

Town’s required Line-Item Budget Form: [2026 Production Expense Guide.pdf](#)

Most Recent Fiscal Year Balance Sheet and Profit and Loss Accounting Statement [PL and Balance Sheet.pdf](#)

Financial Guarantee [2026 Financial Guarantee.docx](#)

*Applicant must provide a copy of official minutes wherein the sponsoring organization approves the project and commits the organization to financial responsibility for carrying it out to the stage of completion.*

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Please attach Budget vs. [MRT Production Expenses 2023 \(1\).pdf](#)  
Actual statements for  
prior two years events.

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Please attach Budget vs. [2024 Production Expense Guide.pdf](#)  
Actual statements for  
prior two years events.

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(Section Break)

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Have you requested,  
received, or been  
awarded ATAX funding  
from other state or local  
entities for this  
project/event?

No

Have you received or  
been awarded ATAX  
funding from other state  
or local entities for any  
other project/event?

No

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## **TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

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### **PRIOR RECIPIENT'S REPORT**

If your organization has received ATAX funding from the Town of Bluffton in previous years, you must complete the below information.

If you have not received ATAX funding from the Town of Bluffton, please answer "No" and skip this section, and sign and submit your application.

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Has your organization  
previously received  
ATAX funds from the  
Town of Bluffton?

Yes

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Project/Event Name      Advertising and Royalty Funding for 2025 Season

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Year Awarded              2025

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Amount Awarded          42826

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Was a final report submitted?	No
If no please explain why and indicate when the final report will be submitted.	We still have one production that is in progress and utilizing funds from the 2025 grant. Final Report will be submitted at the completion of that production. Projected to be submitted end of November.
What was the event's total attendance	2233
What was the total number of tourists?	1218
What was the percentage of tourists?	56%
(Section Break)	
Please attach a copy of your organization's IRS Designation Letter showing your non-profit status .	<a href="#">MRT Legal Documents for ATAX20241004 (4).pdf</a>
Please upload a copy of your current Town of Bluffton Business License, which is required of all applicants.	<a href="#">BusinessLicense.pdf</a>
Additional Application Documents	<a href="#">2026 Marketing.docx</a>
Additional Application Documents	<a href="#">2026 Production Calendar.pdf</a>
Additional Application Documents	<a href="#">2026 Production Expense Guide 1.pdf</a>
Additional Application Documents	<a href="#">ATAX Grant Application Line-Item BudgetMRT.pdf</a>
Additional Comments	The 2026 Production Expense Guide provides a bit more insight into our expenses than the ATAX Grant Line-Item does. The Required line-item is attached as an additional document as I

was apprehensive about going back and attaching it in the correct spot.

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## **TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION**

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**All applicants will be required to come before the Accommodations Tax Advisory Committee (ATAC) and answer any and all questions when scheduled to do so.**

**Any organization awarded funds for advertising/marketing must incorporate the Bluffton Heart of the Lowcountry brand logo in all promotional materials and advertising.**

**The South Carolina Freedom of Information Act (FOIA) defines a “public body” as any organization or corporation supported in whole or in part by public funds or expending public funds. If awarded, your organization's acceptance of public funds from the Town of Bluffton may cause your organization to come within the meaning of “public body” as defined by the Freedom of Information Act. S.C. Code Ann. §30-4-10, et seq. (Supp. 2002). Accordingly, this is to advise that by accepting public funds, your organization may be subject to the South Carolina Freedom of Information Act.**

**By submitting this application, the organization certifies that it has read and understands the paragraphs above. The organization additionally certifies that it does not discriminate in any manner on the basis of race, color, national origin, age, sex, disability, religion, or language and that all funds that may be received by the applicant organization from the Town of Bluffton, South Carolina will be solely used for the purposes set forth in this application and will comply with all laws and statutes, including the South Carolina Code of Laws regarding Allocations of Accommodations Tax Revenues.**

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**By typing your name below, you are signing this application electronically. You agree that your electronic signature is the legal equivalent of your manual signature on this application.**

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Signature	Elizabeth R Schlieger
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Signatory's Title or Position	MRT Board Chairperson
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Email not displaying correctly? [View it in your browser.](#)



### **Current 2026 Event and Production Timeline**

**Town Event - January 19th** - Martin Luther King Day

**Musical - February 20 - March 8** - La Cage

**Play - April 17 - 26** - Intimate Apparel

**Musical - June 12 - June 28** - Sweeney Todd

**Gullah Event - July 11 and 12**

**10-Minute Play Festival** - July 24 - July 26

**Play - September 4 - 13** - Savannah Sippin' Society

**Musical - October 30 - November 15** - Young Frankenstein

Form **W-9**  
(Rev. October 2018)  
Department of the Treasury  
Internal Revenue Service

# Request for Taxpayer Identification Number and Certification

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

**Give Form to the  
requester. Do not  
send to the IRS.**

Print or type.  
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>May River Theatre Inc.</b>	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.  <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate  <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____ <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.  <input checked="" type="checkbox"/> Other (see instructions) ► <b>501(c)(3)</b>	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any) _____  Exemption from FATCA reporting code (if any) _____  <i>(Applies to accounts maintained outside the U.S.)</i>
5 Address (number, street, and apt. or suite no.) See instructions. <b>PO Box 1674</b>	Requester's name and address (optional)
6 City, state, and ZIP code <b>Bluffton, S.C. 29910</b>	
7 List account number(s) here (optional)	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
or									
<b>Employer identification number</b>									
0	3		-	0	4	1	1	7	8 6

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ► <i>Jeffrey H. Curry</i>	Date ► <b>10/31/2023</b>
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

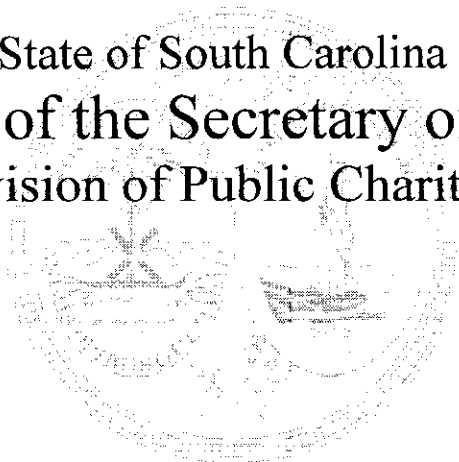
- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

State of South Carolina  
Office of the Secretary of State  
Division of Public Charities



TO: Public Charities Customer  
Charity Registration Statement

DATE: June 23, 2022

RE: May River Theatre Inc

We are sorry to inform you that the enclosed documents are being returned for the following reason(s):

- ☐ Filing fee of \$50.00 made payable to the Secretary of State is not included.
- ☐ We cannot accept starter checks. Your name, address, check number and account number must be pre-printed on the check.
- ☐ Registration Statement for a Charitable Organization form was not submitted with your payment.  
**This form can be found on our website at [www.sos.sc.gov](http://www.sos.sc.gov).**
- ☐ A copy of your determination letter recognizing your charitable organization's tax-exempt status from the IRS must be attached.
- ☐ One or more questions on the form were not completed. Please complete .
- ☐ The name and/or street address of the registered agent must be included on the form.
- ☐ IRS 990, IRS 990-EZ, IRS 990-PF or Annual Financial Report Form for fiscal year must be completed.
- ☐ The CEO / President and CFO / Treasurer sections must be completed and signed.
- ☐ The organization cannot register until an outstanding violation has been resolved.  
Violation # , fine amount due \$ , ☐ to be determined.
- ☒ Other: **This organization registered online. Nothing is due until 5/15/2023.**

**Please complete the required item(s) and return to us within 15 days.**

If you have any further questions, please contact us by phone at 803-734-1790 or by email at [charities@sos.sc.gov](mailto:charities@sos.sc.gov).

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2022 JUN 20 PM 5:07

**SOUTH CAROLINA  
SECRETARY OF STATE**

PUBLIC CHARITIES DIVISION

RECEIVED  
SC SECRETARY OF STATE

2022 MAY 12 AM 8:42

**REGISTRATION STATEMENT FOR A CHARITABLE ORGANIZATION**

**Filing Instructions**

- Pursuant to Section 33-56-30 of the South Carolina Code of Laws, failure to complete all sections of this form may cause your registration to be returned to you and may result in a possible violation and/or fine.
- If this is a renewal, this form cannot be accepted more than six (6) weeks prior to the current expiration.
- This form must be signed and accompanied by a filing fee of \$50.00 made payable to the Secretary of State.**
- If the annual financial report for the immediately preceeding fiscal year has not already been filed with the Secretary of State's Office, please submit it with this form. You may submit your financial report on the Annual Financial Report for a Charitable Organization which can be found on our website [sos.sc.gov](http://sos.sc.gov) or on IRS Form 990, 990EZ, or 990PF; **we cannot accept IRS Form 990-N**. If the financial report is not ready you must submit a copy of the extension request submitted to the IRS.
- Please contact our office with any questions regarding this form at 803-734-1790 or email [charities@sos.sc.gov](mailto:charities@sos.sc.gov).
- Mail to South Carolina Secretary of State, Attn: Division of Public Charities, 1205 Pendleton St., Suite 525, Columbia, SC 29201.
- Please type or print clearly.

Check one: ☐ Initial Registration ☒ Renewal

Current Fiscal Year Dates 01/01/22 to 12/31/22  
(mo/day/year) (mo/day/year)

Enter Federal Employer's Identification Number: 03 - 0411786 Charity Public ID: C10054  
(Renewal only)

1. Legal Name of Organization: May River Theatre Inc

- a. Doing Business As (DBA) Names: \_\_\_\_\_  
(If applicable)
- b. Former Names Used by the Charity: \_\_\_\_\_  
(If applicable)
- c. Organization's Website: \_\_\_\_\_  
(If applicable)
- d. Please provide a contact person for your organization:

<u>Jeff Corry</u>	<u>Treasurer</u>
Name	Title
<u>58 Crossings Blvd Bluffton, SC 29910</u>	
Address, City, State, Zip Code	
<u>843-705-3833</u>	
Daytime Phone	Email

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SC SECRETARY OF STATE  
2022 JUN 21 AM 7:06

2. Purpose for which this organization was formed. Attach a statement if necessary.  
Provide quality theatrical performances to the Bluffton community
3. Tax-exempt status under the Internal Revenue Code: ☒ YES ☐ NO  
If "Yes," please provide a copy of any determination letter recognizing the charitable organization's tax-exempt status from the Internal Revenue Service and any changes, amendments, or revocations to that letter.

4. Enter the state and country in which the organization was legally established, as well as the date of establishment:  
 State SC Country Beaufort Date 07/19/2002  
 (mo/day/year)

5. Form of organization. Check one: ☒ \*\* Corporation (includes all nonprofit [i.e. 501(c)3] and for profit corporations)  
☐ Association ☐ Other \_\_\_\_\_  
 (Please Specify)

**\*\* All corporations must provide a name and street address for a registered agent.**

Jeff Corry

Name (This cannot be the name of the organization)

58 Crossings Blvd

Bluffton

SC

29910

Street Address (PO Box cannot be accepted)

City

State

Zip Code

6. Complete A or B, whichever applies: **(6A or 6B must be a street address, not a PO Box)**

A. Principal address of the organization:

20 Bridge Street Bluffton SC 29910

Street Address, City, State, Zip Code

B. If the organization does not maintain an office, please provide the name and address of the person having custody of the organization's financial records:

Jeff Corry

Name

58 Crossings Blvd Bluffton SC 29910

Street Address, City, State, Zip Code

7. Addresses of any of your organization's offices in South Carolina. Attach a list if necessary.

Name

Address, City, State, Zip Code

8. Names and addresses of any chapters, branches or affiliates of your organization in South Carolina. Attach a list if necessary.

Name

Address, City, State, Zip Code

9. **For the current fiscal year**, please provide the names and addresses of your organization's officers, directors, trustees, and board members. Attach a list if necessary.

Elizabeth Schlieger

32 Halsey Cr Bluffton SC 29910

President

Name

Address, City, State, Zip Code

Title

Jeff Corry

58 Crossings Blvd Bluffton SC 29910

Treasurer

Name

Address, City, State, Zip Code

Title

Jennifer Green

PO Box 1674 Bluffton SC 29910

Vice President

Name

Address, City, State, Zip Code

Title

Michelle McElroy Cox

277 Station Pkwy Bluffton SC 29910

Secretary

Name

Address, City, State, Zip Code

Title

10. Check all states in which your organization is authorized to solicit contributions.

AL		AK		AR		AZ		CA		CO		CT		DC		DE	
FL		GA		HI		IA		ID		IL		IN		KS		KY	
LA		MA		MD		ME		MI		MN		MO		MS		MT	
NC		ND		NE		NH		NJ		NM		NV		NY		OH	
OK		OR		PA		PR		RI		SC	✓	SD		TN		TX	
UT		VA		VT		WA		WI		WV		WY					

If any other governmental authority that is not listed above has authorized your organization to solicit contributions, enter the name of the governmental authority. Attach a list if necessary.

11. Check up to three boxes below that best describe the general purpose for which solicited contributions are to be used.

- |   |   |  |
|---|---|--|
| <input checked="" type="checkbox"/> <b>A. Arts, Culture, Humanities</b><br>(inc. historical)<br><input type="checkbox"/> <b>B. Educational Institutions</b><br>(inc. literacy)<br><input type="checkbox"/> <b>C. Environment, Beautification</b><br>(inc. gardening, outdoor education)<br><input type="checkbox"/> <b>D. Animal-Related</b><br>(inc. wildlife sanctuaries)<br><input type="checkbox"/> <b>E. Health-General, Rehabilitative</b><br>(inc. nursing, family planning)<br><input type="checkbox"/> <b>F. Mental Health, Crisis Intervention</b><br>(inc. alcoholism, services for rape and abuse victims)<br><input type="checkbox"/> <b>G. Disease, Disorders, Medical Disciplines</b><br><input type="checkbox"/> <b>H. Medical Research</b><br><input type="checkbox"/> <b>I. Crime, Legal-Related</b><br>(inc. prevention of abuse, delinquency)<br><input type="checkbox"/> <b>J. Employment, Job-Related</b><br>(inc. voc. rehabilitation, unions)<br><input type="checkbox"/> <b>K. Agriculture, Food, Nutrition</b><br>(inc. livestock breeding) | <input type="checkbox"/> <b>L. Housing, Shelter</b><br>(inc. senior citizen housing)<br><input type="checkbox"/> <b>M. Public Safety, Disaster Preparedness and Relief</b><br>(inc. rescue squads, auto safety)<br><input type="checkbox"/> <b>N. Recreation, Sports, Leisure, Athletics</b><br>(inc. social clubs, Special Olympics)<br><input type="checkbox"/> <b>O. Youth Development</b><br><input type="checkbox"/> <b>P. Human Services</b><br>(inc. thrift stores, YMCAs and YWCAs, hearing- or sight-impaired orgs.)<br><input type="checkbox"/> <b>Q. International, Foreign Affairs, National Security</b> (inc. cultural exchange)<br><input type="checkbox"/> <b>R. Civil Rights, Social Action, Advocacy</b> (inc. right to life and right to die, reproductive rights)<br><input type="checkbox"/> <b>S. Community Improvement, Capacity Building</b><br>(inc. neighborhood associations, service clubs, bus. development) | <input type="checkbox"/> <b>T. Philanthropy, Volunteerism, Grant-making</b> (inc. foundations)<br><input type="checkbox"/> <b>U. Science and Technology Research Institutes</b><br>(inc. computer science, engineering)<br><input type="checkbox"/> <b>V. Social Sciences Institutes</b><br>(inc. institutes for studies on population, minorities and economics)<br><input type="checkbox"/> <b>W. Public Affairs, Society Benefit</b><br>(inc. citizen participation, consumer protection, veterans' orgs., leadership development)<br><input type="checkbox"/> <b>X. Religion, Spiritual Development</b><br>(inc. religious broadcasters and interfaith coalitions)<br><input type="checkbox"/> <b>Y. Mutual / Membership Benefit</b><br>(inc. fraternal organizations, cemeteries)<br><input type="checkbox"/> <b>Z. Unknown, Other</b><br>Please Specify: _____ |
|---|---|--|

12. Is your organization currently, or has it in the past, been the subject of a legal or administrative action concerning a charitable solicitation, fundraising campaign, or campaign with a commercial co-venturer by another local, state or federal governmental authority including, but not limited to, registration or license revocation or denial, fines, injunctions or suspensions? [ ] YES [✓] NO If "Yes," please attach an explanation of all actions.
13. Have any of the organization's officers, directors, trustees or board members been the subject of a criminal conviction, including guilty or nolo contendere pleas, involving any charitable solicitations act, fraud, dishonesty, or false statement in a jurisdiction within the United States? [ ] YES [X] NO If "Yes," please attach a description and date of any such conviction.
14. If any of the charitable organization's officers, directors, trustees or board members are related to one another by blood, marriage or adoption, please provide a statement as to the relationship(s).  
 N/A
15. If any of the charitable organization's officers, directors, trustees or board members are related by blood, marriage or adoption to a director or officer of a professional fundraising counsel or professional solicitor under contract with the charitable organization, please provide a statement as to the relationship(s).  
 N/A

16. If your organization intends to use a professional solicitor, professional fundraising counsel, or commercial co-venturer, or hire individuals to solicit, please list their names and contact information. Attach a list if necessary.

Name

Phone

Address, City, State, Zip Code

I certify that the information furnished in this application and all attached supplementary information is true and correct to the best of my knowledge, information and belief. I understand that the giving of false or incorrect information may constitute a misdemeanor carrying a penalty upon conviction of a fine of not more than two thousand dollars or imprisonment for not more than one year, or both, for a first offense. A second or subsequent offense may constitute a felony carrying a penalty upon conviction of a fine of not more than five thousand dollars or imprisonment of not more than five years, or both.

**CHIEF FINANCIAL OFFICER / TREASURER**

Jeff Corry

Print Name

*Jeffery K. Corry* 5/9/22  
Signature Date

58 Crossings Blvd  
Mailing Address

Bladensburg, S.C. 29910  
City, State, Zip

703-946-7740  
Phone Number

**CHIEF EXECUTIVE OFFICER / PRESIDENT**

Elizabeth Schlieger

Print Name

*Elizabeth Schlieger* 5/9/22  
Signature Date

32 Halcyon Circle  
Mailing Address

Bladensburg, S.C. 29910  
City, State, Zip

262-719-6912  
Phone Number

\* The persons signing this form as CEO/President and CFO/Treasurer must be designated as such on the current fiscal year's list of officers, directors, trustees, and board members. If not, the registration will be returned for correction.

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

## DEPARTMENT OF THE TREASURY

Date: JUN 19 2002

MAY RIVER THEATRE INC  
7 BUTTONBUSH LN  
HILTON HEAD ISLAND, SC 29926

Employer Identification Number:  
03-0411786

DLN:

17053141049042

Contact Person:

GREGORY K OLWINE

ID# 31382

Contact Telephone Number:

(877) 829-5500

Accounting Period Ending:

December 31

Foundation Status Classification:

509(a)(1)

Advance Ruling Period Begins:

February 19, 2002

Advance Ruling Period Ends:

December 31, 2006

Addendum Applies:

No

Dear Applicant:

Based on information you supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from federal income tax under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3).

Because you are a newly created organization, we are not now making a final determination of your foundation status under section 509(a) of the Code. However, we have determined that you can reasonably expect to be a publicly supported organization described in sections 509(a)(1) and 170(b)(1)(A)(vi).

Accordingly, during an advance ruling period you will be treated as a publicly supported organization, and not as a private foundation. This advance ruling period begins and ends on the dates shown above.

Within 90 days after the end of your advance ruling period, you must send us the information needed to determine whether you have met the requirements of the applicable support test during the advance ruling period. If you establish that you have been a publicly supported organization, we will classify you as a section 509(a)(1) or 509(a)(2) organization as long as you continue to meet the requirements of the applicable support test. If you do not meet the public support requirements during the advance ruling period, we will classify you as a private foundation for future periods. Also, if we classify you as a private foundation, we will treat you as a private foundation from your beginning date for purposes of section 507(d) and 4940.

Grantors and contributors may rely on our determination that you are not a private foundation until 90 days after the end of your advance ruling period. If you send us the required information within the 90 days, grantors and contributors may continue to rely on the advance determination until we make

Letter 1045 (DO/CG)



STATE OF SOUTH CAROLINA

COUNTY OF BEAUFORT

## LICENSE AGREEMENT

THIS NON-EXCLUSIVE LICENSE AGREEMENT (the "*Agreement*") is made and entered into as of the latest date of the execution of this Agreement by all of the Parties (the "*Effective Date*") by and between the TOWN OF BLUFFTON, a South Carolina municipal corporation (the "*Town*") and MAY RIVER THEATRE, INC., a South Carolina nonprofit corporation (the "*Organization*"), with the consent of the BEAUFORT COUNTY SCHOOL DISTRICT, a South Carolina political subdivision (the "*District*").

WHEREAS, the District is the record owner of certain real property located with the Town of Bluffton, South Carolina, as identified in Exhibit "A" hereto (the "*Property*"); and,

WHEREAS, on December 31, 2000, the District and the Town entered into a Lease Agreement whereby the Town leased the Property from the District, a copy of which is attached hereto as Exhibit "B" (the "*Lease*"); and,

WHEREAS, the District and the Town have executed multiple amendments to the Lease, in which the Town and the District have extended the term of the Lease through and including December 31, 2099; and,

WHEREAS, the Organization is a 501(c)(3) nonprofit corporation, incorporated pursuant to the laws of the State of South Carolina, that operates a community theater within the Town of Bluffton and produces between four (4) and five (5) shows a year with multiple showings; and,

WHEREAS, the Organization has approached the Town regarding the Organization's desire to use a portion of the Property consisting of Ulmer Auditorium and related facilities, as more fully set forth in Exhibit "C" attached hereto (the "*Premises*"), subject to the terms and conditions of this Agreement; and,

WHEREAS, the Town, by and through its Town Council, has determined that it is in the public interest to permit the Organization to use the Premises for the limited purposes described herein, as the Organization's use of the Premises will not interfere with any municipal business, will contribute to the social capital of the Town, and will serve to develop and promote cultural facilities in accordance with the Town of Bluffton's Comprehensive Plan, as amended; and,

WHEREAS, the District, as owner of the Property and consistent with the terms of the Lease, hereby executes this Agreement for the sole purpose of acknowledging its approval and consent of the terms of this Agreement; and,

WHEREAS, the execution of this Agreement has been authorized by Town of Bluffton Ordinance No. 2016-13

NOW, THEREFORE, in consideration of the mutual agreements herein contained and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereby covenant and agree as follows:

1. **License.** Town hereby grants to Organization a non-exclusive license (the "License") to use and occupy the Premises and rights of access thereto for the purposes hereinafter provided along with the right to use all equipment, furniture and fixtures, including communications and information systems equipment, cabling and appurtenant items that are owned by Town and located on the Premises as of the "Effective Date" (as such term is defined hereafter), for the applicable "License Period" (as such term is defined in paragraph 2 hereof), subject to the following conditions:

(a) Organization may use and occupy the Premises for the purposes stated forth herein, provided that the Premises are not needed for any Town-related purpose.

(b) Organization has inspected and is familiar with the Premises and accepts same and the contents thereof in their "AS IS" condition as of the Effective Date. Town shall not be required to perform any work or furnish any materials in order to prepare the Premises for Organization's use or occupancy.

(c) Organization shall ensure that all proceeds generated from the Organization's use of the Premises as a community theater shall be utilized to promote the arts, improving the quality of life of the citizens of Bluffton by producing or supporting cultural activities, or enhancing Bluffton's reputation as a local arts destination.

(d) The Parties agree that the Town reserves the right, through its Town Manager and his authorized representatives, to eject any objectionable person or persons from the Premises and upon the exercise of this authority by the Town Manager, Town staff, agents, or Town of Bluffton police officers, Organization hereby waives any right and all claim for damages against the Town for any said ejection.

(e) Organization shall secure a complete Release from all individuals providing any services to Organization at the Premises, whether as volunteers, agents, officers, employees or temporary paid contractors, that completely waives and releases the Town and the District from any and all liability and claims for injury or damage during the Organization's use of the Premises and said volunteer, employee, agent or officer's presence on the Property. The Organization shall provide said executed Releases to the Town prior to allowing such individual to use the Premises.

2. **License Period.** The License Period shall commence on the Effective Date and, subject to the provisions of subparagraphs (a) and (b) below (as and to the extent applicable), shall expire (subject to sooner termination as hereinafter provided) at 11:59 P.M. on the two-year anniversary of the Effective Date (the "Expiration Date"), unless sooner terminated pursuant to any term or provision hereof or pursuant to law. This In the event that this Agreement is not terminated by either party prior to the Expiration Date, then this Agreement shall automatically renew for an additional one-year term and shall thereafter renew annually for additional one-year

terms, unless sooner terminated pursuant to any term or provision hereof or pursuant to law. License to use the Premises will be temporary, revocable and conditional. The Town reserves the authority to revoke the license in its sole discretion at any time prior to expiration without penalty or liability, and to impose conditions upon the license as are in the public interest.

(a) Notwithstanding the foregoing, the Town shall have the right to terminate this Agreement by delivery to Organization of written notice delivered not less than three (3) months prior to the desired early termination date.

(b) In the event the term of the Lease shall sooner terminate in accordance with the provisions thereof (e.g., by reason of casualty or condemnation, and the landlord under the Lease shall exercise a right of termination contained in the Lease, or the Town, as the tenant thereunder shall exercise a right of termination thereunder), the licenses granted under this Agreement shall automatically terminate on the date of such termination of such Lease.

3. **License Fee.** Organization shall pay the Town an annual license fee of ONE AND NO/100 (\$1.00) DOLLARS for the use and possession of the Premises (the "License Fee") for the License Period. The License Fee shall be due and payable in the currency of the United State of America, payable in full within 30 days of the Effective Date, without deductions and setoffs and without prior demand therefore, and on the first (1<sup>st</sup>) day of each subsequent renewal term during the License Period.

4. **Uses.** Organization shall only use and occupy the Premises for and as a nonprofit community theater for the Bluffton community and as theater instructional space.

5. **Compliance with Law.** Organization shall promptly comply with all present and future applicable laws and regulations of all state, Federal, municipal and local governments, departments, commissions and boards and any direction of any public officer pursuant to law, and all orders, rules and regulations of any Board of Fire Underwriters or any similar body (all of the foregoing being hereinafter collectively referred to as "Laws") having jurisdiction.

6. **Observance of Lease Provisions.** This License Agreement is subject to, and Organization accepts this License Agreement subject to all the terms, covenants, provisions, conditions and agreements contained in the Leases. This License Agreement shall also be subject to, and Organization accepts this License Agreement also subject to, any amendments and supplements to the Leases hereafter made between the District and Town. Organization covenants and agrees (i) to perform, observe and be bound by each and every covenant, condition and provision of the related Leases as applicable to the related License Area (including the Building rules and regulations) and (ii) that Organization will not do or cause to be done or suffer or permit its agents or employees to do any act or thing to be done which would or might cause the District or the rights of Town as tenant thereunder to any Lease be cancelled, terminated or forfeited or make Town liable for any damages, claim or penalty.

7. **Repairs.** Organization, throughout the License Period, shall take good care of the Premises and the fixtures and appurtenances therein. Required maintenance of Premises and

fixtures as a result of normal wear and tear will be accomplished by the Town. Notwithstanding the foregoing, Organization is solely responsible for making any and all improvements to the Premises necessary for compliance with any applicable building code for the Organization's use of the Premises with such improvements to be first approved by the Town in writing.

8. **Damage and Destruction.**

(a) Town shall have no responsibility to Organization in the event of any damage to or theft of any equipment or property of the Organization and the Organization shall look to its own insurance coverage, if any, for recovery in the event of any such damage, loss or theft.

(b) If the Premises are destroyed or damaged by fire or other casualty, the License Fee as to such Premises shall abate from the date of the casualty to the date by which the District or Town shall have repaired and restored the Premises or damaged portion thereof (but not Organization's property and equipment therein) to substantially the same condition it was in prior to the occurrence of such casualty. If the casualty or damage occasioned to the Premises shall be so extensive as to entitle either or both of the District and Town to terminate the Lease, and either the District or Town shall terminate the Lease, then this Agreement shall automatically terminate on the Lease termination date, as provided for herein.

9. **Insurance/Indemnity.** The Organization hereby releases the Town and holds the Town harmless, and shall indemnify the Town against any and every claim, damage, loss, obligation, liability and responsibility, including attorneys' fees and costs, for loss or damage to persons or property occurring on or about the Premises occasioned by the use, occupancy, maintenance, or repair of the Premises by Organization, or out of any act of Organization, its agents, employees, volunteers or invitees. In order to comply with this provision, Organization shall purchase at its own expense public liability insurance coverage from an insurance company authorized to conduct business in the State of South Carolina with limits of \$1,000,000.00 for injury or damage to any one person and a limit of \$2,000,000.00 for injury or damage resulting from any one accident and a limit of \$100,000.00 for injury or damage to property. Such insurance coverage shall be evidenced by a certificate of insurance which shall be filed by Organization with the Town prior to the beginning of the term of this Agreement. Such insurance policy shall contain a provision naming the Town as additional insured, that the Town of Bluffton shall be held harmless from liability as provided herein and that said policy shall not be cancelled or modified without 30 days written notice to Town prior to any cancellation or modification.

10. **Assignment; Sublicensing.** The License granted hereby is personal to Organization and shall not be assigned nor shall Organization sublicense or otherwise permit or suffer the occupancy of any/all License Area(s) by any third party without first obtaining the prior written consent of Town and if required by the related Lease, the District.

11. **Alterations; Restoration.** No alterations may be made by Organization to the Premises without first obtaining the prior written consent of Town, which may be withheld in its

sole discretion. In the event Organization shall desire to make any alterations to the Premises, Organization shall provide Town prior written notice thereof, specifying in Organization's notice the scope and location of the desired alteration(s) as necessary to enable Town to formulate a judgment as to the effect such alteration(s) would have upon the building and its systems, and Town's use of, and operation within, that portion of the Property not constituting the Premises. Any costs associated with making such alterations, including, but limited to, construction or increased operating costs shall be borne by Organization.

12. **Default.** If either party defaults in the performance of any of its obligations hereunder and such default continues for more than thirty (30) days, in all cases after receipt of written notice from the non-defaulting party (except that if such nonmonetary default cannot be reasonably cured with the exercise of reasonable diligence during said 30-day period, such period shall be extended for reasonable additional time, provided that the defaulting party has commenced to cure such default within the 30-day period and proceeds diligently thereafter to effect such cure), the non-defaulting party shall have the right to terminate the License herein granted with respect to the Premises and pursue any other remedies available at law or in equity.

13. **Notices.** Any notices required under this Agreement shall be deemed given if mailed or hand-delivered to the parties as follows:

TOWN OF BLUFFTON  
c/o Town Manager's Office  
20 Bridge Street  
Bluffton, SC 29910

MAY RIVER THEATRE, INC.  
c/o President  
[Street Address]  
Bluffton, SC 29910

Or such other address with respect to either party as that party may, from time to time, designate in writing and forward to the other party as provided in this section.

14. **Warranties.** EXCEPT AS SET FORTH IN THIS LICENSE AGREEMENT, THE PARTIES DO NOT MAKE ANY WARRANTIES, EXPRESS OR IMPLIED, WITH RESPECT TO THIS LICENSE AGREEMENT, INCLUDING THE WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

15. **Inability To Perform.** Neither party shall be responsible for delays in the performance of its obligations caused by events beyond that party's reasonable control, including, but not limited to, acts of God.

16. **Signage.** Subject to the Lease, Town may permit Organization to install wall signs (whose size, composition and content shall be subject to Town's prior approval, which approval may be withheld in the sole discretion of Town) on the Premises (including the lobbies of such Premises).

17. **Parking.** Organization shall have nonexclusive access to the parking areas on the Property that are not otherwise reserved. The Town, in its sole discretion, may limit or reserve portions of the Property, including parking areas, for the Town of Bluffton use only.

18. Miscellaneous.

(a) **Counterparts.** This License Agreement may be executed in two or more counterparts, each of which will be deemed to be an original, but all of which together will constitute one and the same instrument.

(b) **Governing Law.** This License Agreement shall be governed by and construed in accordance with the laws of the particular area in which the Premises are located.

(c) **Section Headings.** The section titles herein are for convenience only and do not define, limit or construe the contents of such sections.

(d) **Attachments and Exhibits.** All attachments and exhibits to this License Agreement are hereby made a part hereof as if fully set out herein.

(e) **Severability.** If any provision or provisions in this License Agreement is/are found to be in violation of any law or otherwise unenforceable, all other provisions will remain unaffected and in full force and effect.

(f) **Other.** Time is of the essence with respect to the performance of every provision of this License Agreement in which time of performance is a factor. When a party is required to do something by this License Agreement, it shall do so at its sole cost and expense without right of reimbursement from the other party unless specific provision is made therefor. Whenever one party's consent or approval is required to be given as a condition to the other party's right to take any action pursuant to this License Agreement, unless another standard is expressly set forth, such consent or approval shall not be unreasonably withheld or delayed. This License Agreement may be executed in counterparts. Any executed copy of this License Agreement shall be deemed an original for all purposes.

(g) In the event either party resorts to litigation to protect or enforce its rights set forth herein, the prevailing party is entitled to recover its reasonable attorneys' fees and costs.

(h) The above recitals are hereby incorporated herein and are made an integral and substantive part of this Agreement.

*[REMAINDER OF PAGE INTENTIONALLY OMITTED,  
EXHIBIT(S) AND SIGNATURE PAGE(S) TO FOLLOW.]*

Witness our hands and seals this 25 day of January 2019

## ORGANIZATION:

May River Theatre, Inc.

By: Jennifer Harden GreenName: Jennifer Harden Green

Title: President

## TOWN:

Town of Bluffton

By: Marc Orlando

Name: Marc Orlando

Title: Town Manager

In accordance with the Lease, the Beaufort County School District, as record owner of the Property, hereby consents to the within License and Agreement by the above-named parties.

BEAUFORT COUNTY SCHOOL DISTRICT

By: Herbert M. BergName: Herbert M. BergIts: Herbert M. Berg

# TOWN OF BLUFFTON

## TOWN OF BLUFFTON -

**Expires:04/30/2026**

**License No.** 25-03-7459

**Business Name:** May River Theater, Inc.

**Date Issued:** 03/25/2025

**NAICS Title:** Promoters of Performing Arts, Sports, and Similar Events with Facilities

**Business DBA Name:** May River Theater, Inc.

**Business Type:**  
COMMUNITY THEATRE

**Physical Address:**

20 BRIDGE ST  
BLUFFTON SC  
29910

**NON-TRANSFERABLE | TO BE PLACED IN A CONSPICUOUS PLACE**

### Section 6-21 Purpose and Duration of Business License

ALL BUSINESSES LOCATED IN THE TOWN OF BLUFFTON MUST POST THE BUSINESS LICENSE IN A VISIBLE LOCATION WITHIN THE BUSINESS LOCATION AS REFERENCED ABOVE AND IS VALID FOR THIS LOCATION ONLY. ALL BUSINESSES LOCATED OUTSIDE THE TOWN OF BLUFFTON MUST KEEP A CURRENT COPY WHILE CONDUCTING BUSINESS INSIDE THE TOWN OF BLUFFTON. CHANGE IN LOCATION OR OWNERSHIP REQUIRES A NEW LICENSE. IF THE BUSINESS IS CLOSED, CONTACT OUR OFFICE AT 843-706-4501 TO UPDATE ACCOUNT.

Jeffrey Corry  
May River Theatre  
58 Crossings Blvd PO Box 1674  
Bluffton, SC 29910



**TOWN OF BLUFFTON**  
**ACCOMODATIONS TAX GRANT APPLICATION BUDGET**  
**REVENUES**

**Revenues - Cash**

Sponsorships	\$	0
Donations	\$	0
ATAX Grants/Funding from Other Entities*	\$	0
<i>* Do <b>NOT</b> include anticipated award funds requested in this application</i>		
Other Grants (please name):	\$	0
Vendor Fees	\$	0
Registration Fees	\$	0
Other Fees (please name):	\$	
Other Fees (please name):	\$	
Mercandise Sales	\$	0
Other Sales (please name):	\$	
Other Sales (please name):	\$	
Other Revenue (please name): Ticket Sales (60% conservative)	\$	136539
Other Revenue (please name):	\$	

**Revenues - In-Kind Contributions**

Volunteer Hours	\$	0
Donated Items	\$	0
Donated Services	\$	0
Other (please name):	\$	
Other (please name):	\$	
Other (please name):	\$	

**Total All Revenue Sources:**      \$      136539

**TOWN OF BLUFFTON**  
**ACCOMODATIONS TAX GRANT APPLICATION BUDGET**

**EXPENSES**

*Eligible Tourism-Related Expense Categories (per SC Code of Laws)*

**Amount**

**Advertising & Promotion of Tourism or Arts and Cultural Events**

Local Newspaper/Digital Advertising	\$	3030
Regional Newspaper/Digital Advertising	\$	0
National Newspaper/Digital Advertising	\$	0
Local Magazine/Digital Advertising	\$	23314
Regional Magazine/Digital Advertising	\$	0
National Magazine/Digital Advertising	\$	0
Local Radio Advertising	\$	0
Regional Radio Advertising	\$	0
National Radio Advertising	\$	0
Local Television Advertising	\$	0
Regional Television Advertising	\$	0
National Television Advertising	\$	0
Billboards	\$	0
Social Media Advertising	\$	500
E-mail and/or Text Blasts	\$	0
Postcards/Mailers	\$	750
Posters/Banners/Signage	\$	750
Graphic Design of Marketing/Writing or Press Releases	\$	1000
Web Hosting for <b>Event</b> (not organization)	\$	0
Other (please name):Production Royalties	\$	20420
Other (please name):	\$	
Other (please name):	\$	
Other (please name):	\$	
Other (please name):	\$	

**Facilities for Civic and Cultural Events**

Rentals: Tables, Chairs, Stages, Tents	\$	0
Rental: Sound, Audio Equipment	\$	0
Construction	\$	0
Repairs to Facilities	\$	0
Maintenance of Facilities	\$	0
Other (please name):	\$	
Other (please name):	\$	
Other (please name):	\$	

**TOWN OF BLUFFTON**  
**ACCOMODATIONS TAX GRANT APPLICATION BUDGET**  
**EXPENSES**

*Eligible Tourism-Related Expense Categories (per SC Code of Laws)*

**Amount**

**Tourist Transportation**

Company Name:	\$	0
Company Name:	\$	0

**Public Facilities**

Temporary/Portable Restrooms	\$	0
Permanent Restrooms	\$	0
Parks	\$	0
Parking Lots	\$	0
Other (please name):	\$	
Other (please name):	\$	

**Municipality and County Services**

Dumpster Rental/Trash Hauling	\$	0
Security Provided by Bluffton Police Department	\$	0
Security <b>NOT</b> Provided by Bluffton Police Department	\$	0

**Total of ATAX Eligible Expenses:** \$ 49764

**Other/Ineligible Expenses**

*Applicants should list all other project/event expenses that are not eligible for ATAX funds and not listed above.*

Item	Amount
See 2026 Production Expense Spreadsheet	\$ 67431
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$

**Total of Other/Ineligible Expenses:** \$ 67431

**Total Project/Event Budget:** \$ 117195

**Total Project/Event Profit or Loss** \$ 19344

CATEGORY	MUSICALS	PLAYS	
PERSONEL			
Director	2000	1500	
Musical Director	1500	NA	
Choreographer	1000	NA	
Set Design / Construction Lead	1000	1000	
Light Design	750	500	
Sound Design	500	250	
Sound Tech	300	200	
Light Tech	300	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	750	500	
Assistant Stage Manager	Volunteer Position	Volunteer Position	
Prop Master	250	250	
Stage Hands	Volunteer Position	Volunteer Position	
Crew	Volunteer Position	Volunteer Position	
Band Member #1	\$1,000	NA	
Band Member #2	\$1,000	NA	
Band Member #3	\$1,000	NA	
Band Member #4	\$1,000	NA	
Band Member #5	\$1,000	NA	
Additional Band Members	TBA		
Other			
Total Personnell Expenses	9350/14,350 w/pit	\$4,400	
PRODUCTION	3 Weekends (9)	2 Weekends (6)	
Royalties	5000 - 7000	1000 - 2000	
Scripts	500	200	
Costumes	1500	1000	
Props	500	500	
Set	1000	1000	
Lighting	250	250	
Audio (Include Mic Batteries)	\$500	NA	
Rentals	1500	NA	
Programs	750	750	
Concessions	450	250	
Opening Weekend Cast Meal (Sat)	\$150	\$150	
Cast Party (Food)	650	500	
Total	\$12,750 / \$14,750	\$5600 / \$5700	
MARKETING			
Graphic Design	250	250	
Magazine Ads (Print)			
Local Life - 6 Months	\$1,450	1/2 Page and Cube	\$1150 + \$300
Pink - 6 Months	\$819	1/2 Page and website banner	\$819
CB2 - 6 Months	\$1,350	1/2 Page with eblasts	\$900 + \$400
Newspaper Ads (Bluffton Sun)	\$505	1/2 Page ad	
Posters	150	150	
Rack Cards	150	150	
Billboards	NA	NA	
MRT Social Media Push	100	100	
OTBMS Social Media/Map	Free with Membership	Free with Membership	
Town of Bluffton Events	Free with Membership	Free with Membership	
Monthly	\$4774 Partial based on month		

CATEGORY	La Cage	Actual Cost
PERSONEL		
Director / Wigs	2500	
Music Director	1500	
Choreographer	1000	
Set Design / Construction Lead	1000	
Light Design	750	
Sound Design	500	
Sound Tech	300	
Light Tech	300	
Costume Design / Wardrobe Sup.	1500	
Stage Manager	750	
Assistant Stage Manager	Volunteer Position	
Large Prop Master	500	
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Projection/Tech Design	500	
Band Member #1	NA	
Band Member #2	NA	
Band Member #3	NA	
Band Member #4	NA	
Band Member #5	NA	
Other	Makeup and Hair Volunteers	
Total Personnell Expenses	<b>\$11,100</b>	
PRODUCTION		
Royalties	\$5,583	
Scripts	500	
Costumes	1500	
Props	500	
Set	1000	
Lighting	250	
Audio (Include Mic Batteries)	500	
Rentals/Rights for Music/Tracks	1500	
Programs	750	
Concessions	450	
Opening Weekend Cast Meal (Sat)	\$150	
Cast Party (Food)	\$750	
Total	<b>13,433</b>	
MARKETING		
Graphic Design	200	

Newspaper Ads (Print)		1,010	
Magazine Ads (Print)		3644	
Posters		150	
Rack Cards		150	
Billboards	x		
Social Media Push		100	
Total		<b>\$5,254</b>	
Total Production		29,787	
Potential ATAX Reimbursement		10,837	
Total Expenses		<b>\$18,950</b>	

CATEGORY	Sheila's Island	Actual Cost
PERSONEL		
Director	1500	
Musical Director	na	
Choreographer	na	
Set Design / Construction Lead	750	
Light Design	500	
Sound Design	500	
Sound Tech	200	
Light Tech	200	
Costume Design / Wardrobe Sup.	1000	
Stage Manager	500	
Projection/Tech Design	500	
Prop Master	250	
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Band Member #1	na	
Band Member #2	na	
Band Member #3	na	
Band Member #4	na	
Additional Band Members		
Other		
Total Personnell Expenses	<b>\$5,900</b>	
PRODUCTION		
Royalties	\$1,377	
Scripts	200	
Costumes	1000	
Props	500	
Set	1000	
Lighting	200	
Audio (Include Mic Batteries)	na	
Rentals	na	
Programs	500	
Concessions	250	
Cue to Cue Lunch	\$150	
Cast Party (Food)	450	
Total	<b>\$5,627</b>	
MARKETING		
Graphic Design (Logo)	200	
Newspaper Ads (Print)	505	
Magazine Ads (Print)	3644	
Posters	150	

Rack Cards	150	
Billboards	NA	
Social Media Push	100	
Total	<b>\$4,749</b>	
Production Total	\$16,276	
Potential ATAX Reimbursement	\$6,126	
Total Expenses	<b>\$10,150</b>	



CATEGORY	Sweeney Todd	
PERSONEL		
Director	2000	
Musical Director	1500	
Choreographer	500	Adj. for minimal dancing
Set Design / Construction Lead	1000	
Light Design	750	
Sound Design	500	
Sound Tech	300	
Light Tech	300	
Costume Design / Wardrobe Sup.	1000	
Stage Manager	750	
Projection/Tech Design	500	
Prop Master	250	
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Band Member #1	1000	
Band Member #2	1000	
Band Member #3	1000	
Band Member #4	1000	
Band Member #5	1000	
Additional Band Members		
Other	Spotlight Operator - Volunteer	
Total Personnel Expenses	<b>\$9350 / 14,350 w/pit</b>	
PRODUCTION		
Royalties	\$5,350	
Scripts	500	
Costumes	1500	
Props	500	
Set	1000	
Lighting	NA	
Audio (Include Mic Batteries)	500	
Rentals (Tracks)	1500	
Programs	500	
Concessions	250	
Opening Weekend Cast Meal (Sat)	\$150	
Cast Party (Food)	650	
Total	<b>\$12,400</b>	
MARKETING		
Graphic Design (Logo Pack)	200	
Newspaper Ads (Print)	505	

Magazine Ads (Print)	3,644	
Posters	150	
Rack Cards	150	
Billboards	N/A	
Social Media Push	100	
Total	<b>\$4,749</b>	
Total Prouction	<b>\$26,499</b>	
Potential ATAX Reimbursement	10,099	
Total Expenses	<b>16,400</b>	

Savan	Baskerville	Actual Cost
PERSONEL		
Director	1500	
Musical Director	na	
Choreographer	na	
Set Design / Construction Lead	750	
Light Design	500	
Sound Design	500	
Sound Tech	200	
Light Tech	200	
Costume Design / Wardrobe Sup.	750	
Stage Manager	500	
Projection/Tech Design	Added based on need	
Prop Master	250	
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Band Member #1	na	
Band Member #2	na	
Band Member #3	na	
Band Member #4	na	
Additional Band Members		
Other		
Total Personnell Expenses	<b>\$5,150</b>	
PRODUCTION		
Royalties	\$2,310	
Scripts	200	
Costumes	1000	
Props	500	
Set	1000	
Lighting	200	
Audio (Include Mic Batteries)	na	
Rentals	na	
Programs	500	
Concessions	250	
Opening Weekend Cast Meal (Sat)	\$150	
Cast Party (Food)	450	
Total	<b>\$6,560</b>	
MARKETING		
Graphic Design (Logo)	200	
Newspaper Ads (Print)	505	
Magazine Ads (Print)	3644	

Posters	150	
Rack Cards	150	
Billboards	x	
Social Media Push	100	
Total	<b>\$4,749</b>	
Production Total	\$16,459	
Potential ATAX Reimbursement	7059	
Total Expenses	<b>\$9,400</b>	

CATEGORY	Young Frankenstein
PERSONEL	
Director	2000
Musical Director	1500
Choreographer	1000
Set Design / Construction Lead	1000
Light Design	750
Sound Design	500
Sound Tech	300
Light Tech	300
Costume Design / Wardrobe Sup.	1000
Stage Manager	750
Projection/Tech Design	500
Prop Master	250
Stage Hands	Volunteer Position
Crew	Volunteer Position
Band Member #1	NA
Band Member #2	NA
Band Member #3	NA
Band Member #4	NA
Band Member #5	NA
Additional Band Members	NA
Other -	
Total Personnel Expenses	<b>\$9,850</b>
PRODUCTION	
Royalties	\$5,800
Scripts (Addition to base package)	175
Costumes	1000
Props	500
Set	1000
Lighting	250
Audio (Include Mic Batteries)	\$500
Rentals	1500
Programs	350
Concessions	250
Opening Weekend Cast Meal (Sat)	\$150
Cast Party (Food)	650
Total	<b>\$12,125</b>
MARKETING	
Graphic Design	200
Newspaper Ads (Print)	505

Magazine Ads (Print)	5,094
Posters	150
Rack Cards	150
Billboards	x
Social Media Push	100
Total	<b>\$6,199</b>
Total Production	\$28,174
Potential ATAX Reimbursement	11,999
Total Expenses	<b>\$16,175</b>

## Print Media - 2026 Season Guide

The goal is to utilize funds to continue with four print publications and expand digital options during key performance times. We will also be looking to expand our social media presence.  
Color coded: Orange/LC - Yellow/IP - Green/ST - Blue/SS - Purple/YF - White/Season

### TOTAL PRINT MARKETING: \$26,344

Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec
X \$819		X \$819			X \$819		X \$819		X \$819	X \$819	
	X \$1450		X \$1450		X \$1450		X \$1450	X \$1450	X \$1450		X \$1450
X \$1375		X \$1375		X \$1375		X \$1375		X \$1375		X \$1375	
X \$505	X \$505		X \$505		X \$505		X \$505		X \$505		
<b>\$2699</b>	<b>\$1955</b>	<b>\$2194</b>	<b>\$1955</b>	<b>\$1375</b>	<b>\$2774</b>	<b>\$1375</b>	<b>\$2774</b>	<b>\$2825</b>	<b>\$2774</b>	<b>\$2194</b>	<b>\$1450</b>

### LOCAL MAGAZINE ADVERTISEMENT

Pink - Six ½ Page Advertisement with - no change in monthly fee - \$819

Full year of digital advertisement added - no charge

- Yearly Expense: \$4914

#### Print Ad Rates

	3x	6x	12x
2 Full Pages	\$2,800*	\$2,500*	\$2,299*
Full Page	\$1,649*	\$1,499*	\$1,399*
1/2 Page	\$885	\$819	\$729
1/3 Page	\$729	\$679	\$599
1/4 Page	\$639	\$559	\$499
1/6 Page	\$479	\$429	\$379

\*Premium placement positions are available.

#### Ad Sizes

	Width (inches)	Height (inches)
2 Page Spread (bleed)	22	x 15
Full Page (bleed)	11	x 15
Full Page (trim size)	10.75	x 14.75
Full Page (non-bleed)	9.75	x 13.5
1/2 Page Vertical	4.75	x 13.5
1/2 Page Horizontal	9.75	x 6.5
1/3 Page Vertical	4.75	x 8.875
1/3 Page Horizontal	9.75	x 4.25
1/4 Page	4.75	x 6.5
1/6 Page	4.75	x 4.25

Position requests are given full consideration however, not guaranteed. The publisher cannot be held liable for failure to accommodate these requests.

#### Web Ad Rates

Placement	3x	6x	12x
Premium Banner Ad	\$579	\$499	\$399
Premium Side Bar Ad	\$349	\$299	\$249
Banner Ad	\$549	\$399	\$299
Side Bar Ad	\$319	\$249	\$199

**Let's Get Social!**

Like Us: [f PinkMagazineHHI](#)  
[PinkMagazineHHI](#)

Hashtag Us: [#pinkmagazine](#) [#womentality](#)  
[#itsallpinkhhi](#) [#pinkpartini](#)

## Local Life - ½ Vertical Page with Magic Cube Advertisement on Local Life Website

- Yearly Expense: \$10,150 (\$1450 Monthly - Same as previous year.)

Product	Rate	Discount	Taxable	Net
<b>Print Magazine LOCAL Life</b>				
Dec 2025 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Feb 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Apr 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Jun 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Aug 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Sept 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
Oct 2026 - 1/2 V page - 4.5 x 10.875 Inches	\$1,150.00	\$0.00		\$1,150.00
<b>Website LocalLifeSC.com</b>				
Magic Cube Dec 01, 2025 - Dec 31, 2025	\$300.00	\$0.00		\$300.00
Magic Cube Feb 01, 2026 - Feb 28, 2026	\$300.00	\$0.00		\$300.00
Magic Cube Apr 01, 2026 - Apr 30, 2026	\$300.00	\$0.00		\$300.00
Magic Cube Jun 01, 2026 - Jun 30, 2026	\$300.00	\$0.00		\$300.00
Magic Cube Aug 01, 2026 - Aug 31, 2026	\$300.00	\$0.00		\$300.00
Magic Cube Sep 01, 2026 - Sep 30, 2026	\$300.00	\$0.00		\$300.00
Magic Cube Oct 01, 2026 - Oct 31, 2026	\$300.00	\$0.00		\$300.00

## CB2 - 6 ½ page advertisements (\$975) with 6 eblasts

- Added the eblasts (\$400 each)
- Yearly Expense: \$8,250 ((\$1375 Monthly)

## 2026 MEDIA KIT

## 2025 RATES &amp; SPECS

**PAYMENT FOR AD IS REQUIRED PRIOR TO PRINT DEADLINE.** Yes, sir, even for you. And for you as well, madam. A **3% SERVICE CHARGE** will be added to all credit card/ debit card transactions. You can send a check FOR .49 CENTS. (Tee.Hee.)

## 2025 AD RATES

RATES	1X	3X	6X	12X
2 PAGE SPREAD	\$4600	\$4370	\$4025	\$3565
FULL	\$2245	\$2185	\$1850	\$1725
2/3	\$1840	\$1822	\$1500	\$1400
HALF	\$1185	\$1127	\$975	\$900
THIRD	\$1010	\$950	\$795	\$700
QUARTER	\$800	\$740	\$585	\$475



## LOCAL NEWSPAPER ADVERTISEMENT

Bluffton Sun - 6 ½ Page Ads - \$505 (Waiting on 2026 rates and dates, which will be out at the end of October. Went with 2025 Rates.)

Yearly Expense - \$3030

**The  
Bluffton Sun**

**2025 Rate Card  
& Ad Specs**

Sizes	1 Time	3x	6x	12x	18x	24x
Business Cards 3.25" x 2"	\$92	\$82	\$78	\$73	\$68	\$62
1/8 Page v 2.4" x 4.8" h 4.9" x 2.325"	\$165	\$155	\$145	\$135	\$125	\$120
1/4 Page v 4.9" x 4.8" h 9.96" x 2.325"	\$308	\$278	\$268	\$258	\$248	\$228
1/2 Page v 4.9" x 9.765" h 9.96" x 4.8"	\$595	\$535	\$505	\$485	\$455	\$435
Full Page v 9.96" x 9.765"	\$1130	\$1020	\$970	\$920	\$870	\$820

## WHAT'S NEXT?

In an effort to expand our sponsorship and playbill advertising we have welcomed a new board member with decades of sales and marketing experience within the corporate world. We have set goals for the 2026 season to increase both our Sponsors and Playbill Advertisers.

Throughout this process we are striving to build business partnerships that can benefit each entity along with new experiences for our patrons.

### New Sponsorship Framework:

TIER	SUPPORTING	LEADING	HEADLINER	GRAND SEASON
Season Tickets (5 Shows)				4 Season Tickets
Individual Show Tickets	2 Tickets	6 Tickets	10 Tickets	
Dress Rehearsal Show Tickets	2 Tickets	6 Tickets	10 Tickets	20 Tickets
VIP Event Tickets			2 tickets to a May River Theatre VIP event	4 tickets to an "exclusive" Grand Season VIP event
Playbill Advertisement		1/4 Page	1/2 Page	Full Page
Digital Media Logo and Link	★	★	★	★
Website Logo and Link	★	★	★	★
Event Logo and Link		★	★	★
Email Blast Logo and Link		★	★	★
Curtain Speech Recognition			★	★
ANNUAL COST	\$500	\$2,500	\$5,000	\$10,000

All tickets are to season shows and excludes special events

### New Ticket Prices:

To align with the other community theatres in the area we will be raising our ticket prices from a \$25/\$30 structure to a \$30/\$35 framework. With this increase we believe we can add additional group, senior, student and veteran discounts to attract additional patrons within the greater Bluffton area.

6:40 PM

09/29/25

Cash Basis

**May River Theatre Co**  
**Profit & Loss**  
 January through December 2025

	Jan - Dec 25
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Ad Sales	250.00
Donations	1,130.00
<b>Grants</b>	
Bluffton ATAX	32,608.59
<b>Total Grants</b>	32,608.59
Interest Income	132.00
Miscellaneous Income	38.93
Ticket sales	66,849.78
<b>Total Income</b>	101,009.30
<b>Gross Profit</b>	101,009.30
<b>Expense</b>	
031721 PCI PCI Fee	330.37
<b>Administration Expense</b>	
Automobile Expense	
Fuel	12.51
<b>Total Automobile Expense</b>	12.51
board meeting	141.92
Computer and Software	1,419.00
Dues and Subscriptions	884.08
General Supplies	6,763.21
Meals	1,102.02
Postage and Delivery	101.28
Tax Preperation	525.00
<b>Total Administration Expense</b>	10,949.02
<b>Advertising Expense</b>	
Newspaper and Magazine	5,441.00
other	525.00
Photography	640.93
Posters	973.41
Printing and Reproduction	891.46
Web Design and Hosting	77.25
Advertising Expense - Other	8,419.00
<b>Total Advertising Expense</b>	16,968.05
<b>Credit Card Processing</b>	
Service charge	270.00
<b>Total Credit Card Processing</b>	270.00
<b>Fundraising Expense</b>	
Printing and Reproduction	699.00
<b>Total Fundraising Expense</b>	699.00
Insurance	357.00
Licenses and Permits	61.04
Online Ticketing	
Processing fee	138.30
<b>Total Online Ticketing</b>	138.30

6:40 PM  
09/29/25  
Cash Basis

**May River Theatre Co**  
**Profit & Loss**  
**January through December 2025**

	Jan - Dec 25
<b>Personnel Expense</b>	
Choreographer	1,000.00
Costume Designer	2,500.00
Director	8,800.00
Music Director	5,500.00
Music Director Asst	250.00
Sound and Light Tech	1,700.00
Sound and Lighting Designer	1,892.33
Stage Hand	900.00
Stage Manager	2,276.10
Tech Director/ Set Construction	2,250.00
<b>Total Personnel Expense</b>	<b>27,068.43</b>
<b>Production Expense</b>	
Cast Party Supplies	897.76
Concessions	1,046.45
Costumes	7,426.88
Lighting	24.24
Meals	207.41
Music and Audio	5,399.86
Photography/Videography	34.00
Programs	
Graphic Design	225.00
Printing and Reproduction	1,247.06
<b>Total Programs</b>	<b>1,472.06</b>
Props	1,896.91
Royalties, Scripts and Music	4,691.62
Set Construction	12,967.72
Tickets	
Printing and Reproduction	75.00
<b>Total Tickets</b>	<b>75.00</b>
<b>Production Expense - Other</b>	<b>211.99</b>
<b>Total Production Expense</b>	<b>36,351.90</b>
<b>Rentals</b>	
Storage Unit	7,407.00
<b>Total Rentals</b>	<b>7,407.00</b>
<b>Repairs and Maintenance</b>	<b>2,436.70</b>
<b>Utilities</b>	
Telephone	461.70
<b>Total Utilities</b>	<b>461.70</b>
<b>Total Expense</b>	<b>103,498.51</b>
<b>Net Ordinary Income</b>	<b>-2,489.21</b>
<b>Other Income/Expense</b>	
Other Income	
Other Income	746.78
<b>Total Other Income</b>	<b>746.78</b>
<b>Other Expense</b>	
Other Expenses	595.00
<b>Total Other Expense</b>	<b>595.00</b>
<b>Net Other Income</b>	<b>151.78</b>
<b>Net Income</b>	<b>-2,337.43</b>

7:03 PM

09/29/25

Accrual Basis

**May River Theatre Co**  
**Balance Sheet years**  
**As of December 31, 2025**

	Dec 31, 25
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Cash	-876.00
Debit Card Account	116.60
Palmetto State Bank	8,974.87
<b>Total Checking/Savings</b>	8,215.47
Accounts Receivable	
Accounts Receivable	-4,251.08
<b>Total Accounts Receivable</b>	-4,251.08
<b>Total Current Assets</b>	3,964.39
<b>Fixed Assets</b>	
Equipment	
2003 Stage Equip	15,419.30
2004 Auditorium Chairs	39,788.00
2007 Sound Equip	5,127.46
2013 Sound Equipment	1,069.95
2015 Box Office Equipment	715.46
2015 Office Furniture	388.30
2015 Sound Equipment	578.59
2016 Box Office Equipment	1,344.00
2016 Sound Equipment	547.42
2017 Sound Equipment	929.23
2017 Stage Equipment	661.44
<b>Total Equipment</b>	66,569.15
Stage	
2016 Permanent Set Install	765.52
<b>Total Stage</b>	765.52
zAccum Depreciation	-64,717.90
<b>Total Fixed Assets</b>	2,616.77
<b>TOTAL ASSETS</b>	<b>6,581.16</b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
Retained Earnings	8,918.59
Net Income	-2,337.43
<b>Total Equity</b>	6,581.16
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>6,581.16</b>

September 29, 2025

To: A-Tax Committee

From: Elizabeth Schlieger  
MRT Board President

At our May River Theatre Board Meeting on September 9, 2025, the Board of Directors of the May River Theatre, Inc unanimously voted to apply for an A-Tax grant by September 30th, 2025. The grant application will be made to fund the advertising and royalty costs for the 2025 Season. The Board accepts full responsibility for the production of the 2026 Season and their share of the costs.

Elizabeth Schlieger  
Board President - May River Theatre

CATEGORY	Glass Menagerie	Actual	Costs
PERSONEL			
Director	1500	1500	
Musical Director	NA		
Choreographer	NA		
Set Design / Construction Lead	1000	1000	
Light Design	250	350	
Sound Design	250	250	
Light/Sound Techs	200/200	200/200	
Costume Design / Wardrobe Sup.	500	500	
Stage Manager	500	500	
Assistant Stage Manager	Volunteer Position		
Prop Master	250	250	
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members			
Other			
Total Personnell Expenses	\$4,900	\$5,000	
PRODUCTION			
Royalties	\$780	780	
Scripts	100	78	
Costumes	250 x	1200 (sets, props, costumes)	
Props	250 x		
Set	500	224.04	
Lighting	NA	\$100 John Services	
Audio (Include Mic Batteries)	NA	\$150 Board Rental	
Rentals/Rights for Music	NA	NA	
Programs	750	289.93	
Concessions	250	165.75	
Opening Weekend Cast Meal (Sat)	\$75	\$50	
Cast Party (Food)	500	\$294	
Total	3,433	3081.72	
MARKETING			
Graphic Design	500	In house - NA	
Newspaper Ads (Print)	450	402	
Magazine Ads (Print)	800	790	
Posters	150	25.73	
Rack Cards	150	NA	
Billboards	4,500	4,250	
Social Media Push	100		
Total	\$6,650	5,468	

CATEGORY	Rise and Fall of Little Voice	Actual Costs	
PERSONEL			
Director	1500	1500	
Musical Director	NA		
Choreographer	NA		
Set Design / Construction Lead	1000	1000	
Light Design	250	250	
Sound Design	250	NA	
/Sound Techs	200/200		
Costume Design / Wardrobe Sup.	500	500	
Stage Manager	500	500	
Assistant Stage Manager	Volunteer Position		
Prop Master	250	250	
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members			
Other			
Total Personnel Expenses	\$4,650	4000	
PRODUCTION			
Royalties	\$1,770	1770	
Scripts	100	180.95	
Costumes	500	882	
Props	250		
Set	1000	665.73	
Lighting	NA	na	
Audio (Include Mic Batteries)	NA	na	
Rentals	NA	na	
Programs	750	\$70	
Concessions	250	103.36	
Opening Weekend Cast Meal (Sat)	\$75	NA	
Cast Party (Food)	500	264.15	
Total	\$5,195	3936.19	
MARKETING			
Graphic Design	200	NA	
Newspaper Ads (Print)	402	402	
Magazine Ads (Print)	1,088	1088	
Posters	150	17.27	256.24 (posters + rack cards)
Rack Cards	150		
Billboards	N/A		
Social Media Push	50		
Total	\$2,040	1746.24	



CATEGORY	RENT	Actual Costs	
PERSONEL			
Director	2000	2000	
Musical Director	2000	2000	
Choreographer	1500	1000	
Set Design / Construction Lead	1000	1000	
Light Design	500	500	
Sound Design	500	500	
Sound Tech	200	200	
Light Tech	200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	750	750	
Assistant Stage Manager	Volunteer Position	NA	
Prop Master	250	250	
Stage Hands	Volunteer Position	NA	
Crew	Volunteer Position	NA	
Band Member #1	\$1,000	1000	Keys
Band Member #2	\$1,000	1000	Keys
Band Member #3	\$1,000	1000	Guitar
Band Member #4	\$1,000	1000	Drums
Additional Band Members	TBA		
Other	2 Spot Light Ops and Conc Manager	\$150	
Total Personnell Expenses	\$14,900	13,550	
PRODUCTION			
Royalties	\$2,400	2400	
Scripts	900	900	
Costumes	1000	1157.56	
Props	500	381.41	
Set	1000	477.87	
Lighting	500	124.75	
Audio (Include Mic Batteries)	\$500	406.64	
Rentals		350	
Programs	750	\$417	
Concessions	250	245.87	
Opening Weekend Cast Meal (Sat)	\$150	\$156	
Cast Party (Food)	650	666	
Total	\$8,600	\$7,688	
MARKETING			
Graphic Design (Logo)	575	NA	
Newspaper Ads (Print)	402	402	
Magazine Ads (Print)	1,088	790	
Posters	150	28.5	
Rack Cards	150	127.1	
Billboards	4,800	4250	
Social Media Push	100	0	
Total	\$7,265	\$5,597.60	

CATEGORY	Addams Family	Actual Costs	
PERSONEL			
Director	2000	2500	
Musical Director	1000	1000	
Choreographer	1500	1000	
Set Design / Construction Lead	1000	1000	
Light Design	500	500	
Sound Design	500	500	
Light/Sound Techs	200/200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Wigs	Travis	DF	
Stage Manager	750	750	
Assistant Stage Manager	Volunteer Position		
Prop Master	Travis	DF	
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members	NA		
Other -	Assistant Musical Director	\$250	
	Assistant Stage Manager	\$100	
	Spot Op X 2	\$100	
Total Personnel Expenses	\$9,400	8700	
PRODUCTION			
Royalties	\$5,000	5000	Shipping 75
Scripts (Addition to base package)	500	BP	
Costumes	2000	\$1,214.72	
Props	500	\$187.99	
Set	1000	\$998.31	
Lighting	250	x	
Audio (Include Mic Batteries)	\$500	89.23	
Rentals (Monitors)	400	250	
(Tracks)	1000	1,300	
Programs	350	\$313	
Concessions	250	425	
Opening Weekend Cast Meal (Sat)	\$150	x	
Cast Party (Food)	650	\$769 with Tip	
Total	\$11,450	\$10,547.25	
MARKETING			
Graphic Design	500	0	
Graphic Package (Included)	0	0	
Newspaper Ads (Print)	402	402	
Magazine Ads (Print)	1,088	790	

Posters	150	96.7	
Rack Cards	150	0	
Billboards	4,800	\$4,250	
Social Media Push	100	0	
Total	\$7,190	\$5,538.70	

CATEGORY	Series of One Acts	Actual Costs
PERSONNEL		
Director	1000	\$750
Musical Director	NA	
Choreographer	NA	
Set Design / Construction Lead	250	NA
Light Design	250	NA
Sound Design	250	NA
Sound Tech	Volunteer Position	
Light Tech	Volunteer Position	
Costume Design / Wardrobe Sup.	250	NA
Stage Manager	Volunteer Position	
Assistant Stage Manager	Volunteer Position	
Prop Master	250	NA
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Band Member #1	NA	
Band Member #2	NA	
Band Member #3	NA	
Band Member #4	NA	
Band Member #5	NA	
Additional Band Members		
Other		
Total Personnel Expenses	\$2,250	\$750
PRODUCTION		
Royalties	\$1,000	552.44
Scripts	100	
Costumes	* \$1000 (Each director is given a \$250 stipend)	\$750
Props	*	
Set	*	
Lighting	*	
Audio (Include Mic Batteries)	NA	
Rentals	NA	150
Programs	250	NA
Concessions	Donations	
Opening Weekend Cast Meal (Sat)	NA	
Cast Party (Food)	NA	
Total	\$2,350	1452.44
MARKETING		NA
Graphic Design	Volunteer	
Newspaper Ads (Print)	402	

Magazine Ads (Print)	1,088	
Posters	100	
Rack Cards	100	
Billboards	NA	
Social Media Push	50	
Total	\$1,740	
Total Production	\$6,340	

CATEGORY	Holiday Show	Actual Costs
PERSONEL/PRODUCTION PACKAGE		Volunteer
Artistic Director	2500	NA
Musical Director	1000	NA
Costume Designer	500	NA
Stage Manager	500	NA
Costumes	750	NA
Set / Props	750	NA
Other	100	NA
Total Package Amount	\$6,100	0
PERSONNEL		Volunteer
Set Design / Construction Lead	\$500	NA
Light Design	250	NA
Sound Design	250	NA
Sound Tech	200	NA
Light Tech	200	NA
Stage Hands	Volunteer Position	
Crew	Volunteer Position	
Total	\$1,400	0
PRODUCTION		
Royalties	500	170
Lighting	250	NA
Audio (Include Mic Batteries)	\$250	NA
Set/Props		90.59
Programs	750	120
Concessions	250	202
Opening Weekend Cast Meal (Sat)	\$150	NA
Cast Party (Food)	\$500	466
Total	\$2,650	1108.59
MARKETING		
Graphic Design	In House	NA
Newspaper Ads (Print)	402	NA
Magazine Ads (Print)	1088	790
Posters	150	NA
Rack Cards	150	NA
Billboards	N/A	
Social Media Push	50	NA
Total	\$1,840	790

CATEGORY	MUSICALS	PLAYS	LARGE CAST INCREASE (Casts of 20 and over)
PERSONEL			SMALL CAST DECREASE (Casts of less than 5)
Director	2000	1500	
Musical Director	1000	NA	
Choreographer	1000	NA	
Set Design / Construction Lead	1000	1000	
Light Design	500	250	
Sound Design	500	250	
Sound Tech	200	200	
Light Tech	200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	750	500	
Assistant Stage Manager	Volunteer Position	Volunteer Position	
Prop Master	250	250	
Stage Hands	Volunteer Position	Volunteer Position	
Crew	Volunteer Position	Volunteer Position	
Band Member #1	\$1,000	NA	
Band Member #2	\$1,000	NA	
Band Member #3	\$1,000	NA	
Band Member #4	\$1,000	NA	
Band Member #5	\$1,000	NA	
Additional Band Members	TBA		
Other			
Total Personnell Expenses	\$13,650	\$6,150	
PRODUCTION			
Royalties	\$3,500	\$1,000	
Scripts	500	100	
Costumes	500 - 2000	500 - 2000	
Props	500	500	
Set	1000	1000	
Lighting	250	250	
Audio (Include Mic Batteries)	\$500	NA	
Rentals	400	NA	
Programs	750	750	
Concessions	250	250	
Opening Weekend Cast Meal (Sat)	\$150	\$150	
Cast Party (Food)	650	500	
Total	\$10,450	4500	
MARKETING			
Graphic Design	250	250	
Magazine Ads (Print)			
Stroll (Colleton River) - 12 Months	4 full, 2 1/3, 6 1/4 = \$5880		
Local Life - 6 Months	1/3 Square - \$5016		
Pink - 6 Months	1/2 Page - \$4914		
CB2 - 6 Months	1/2 Page - \$5850		
Newspaper Ads (Bluffton Sun)	1/4 page; 2/show - \$2412		
Posters	150	150	
Rack Cards	150	150	
Billboards	x	x	
Social Media Push	100	100	
Total			

Movie Advertisement	Researching		
MRT Merchandise	Researching		



	Calendar Girls	Actual Cost	
PERSONEL			
Director	1500	1500	
Music Assistant (Piano tracks)	250	NA	
Choreographer	NA		
Set Design / Construction Lead	1000	1000	
Light Design	250	250	
Sound Design	250	250	
Sound Tech	200	200	
Light Tech	200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	500	500	
Assistant Stage Manager	Volunteer Position	NA	
Prop Master	250	NA	
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Other	Makeup and Hair Volunteers	NA	
Total Personnell Expenses	\$5,400	\$4,900	
PRODUCTION			
Royalties	\$1,470	\$1,470	
Scripts	233.65	233.65	
Costumes	1000	\$1,067.90	
Props	500	1143.23	
Set	500	\$284.78	
Lighting	NA		
Audio (Include Mic Batteries)	NA		
Rentals/Rights for Music	200	NA	
Programs	500	\$590	
Concessions	250	\$537	
Opening Weekend Cast Meal (Sat)	\$150	NA	
Cast Party (Food)	\$650	\$740	
Total	5,954	\$6,066.56	
MARKETING			
Graphic Design	699	699	
Newspaper Ads (Print)	402	402	
Magazine Ads (Print)	3702	3702	
Posters	250	150.59	
Rack Cards	150	87.99	
Billboards	x		
Social Media Push	100	0	
Total	\$5,303	5041.58	
Show Specific Marketing			

Calendar Photography	\$500	500	
Calendar Printing (VistaPrint) 90	\$1,181.20 (100) \$11.81 Each	Sell for \$30 - Sold 70 (\$2080)	
Total	\$1,681	1681	
Total Production	18,338	17689.14	648.86

CATEGORY	Cabaret	Actual Cost	
PERSONEL			
Artistic Director	1500	1000	
Musical Director/Director	2000	2000	
Choreographer	1000	1000	
Set Design / Construction Lead	1000	1000	
Light Design	500	500	
Sound Design	500	500	
Sound Tech	200	NA	
Light Tech	200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	750	750	
Assistant Stage Manager	Volunteer Position		
Prop Master	250	NA	
Stage Hands	Volunteer Position		
Crew	Volunteer Position	\$100 Cash	
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members			
Other	Spotlight Operators (2)	\$100	
Total Personnel Expenses	\$8,900	\$8,150	
PRODUCTION			
Royalties	\$4,500	4,696.21	
Scripts	500	Included in above	
Costumes	1000	1853.45	
Props	250	931.98	
Set	1000	947.56	
Lighting	NA	NA	
Audio (Include Mic Batteries)	500	90	
Rentals (Tracks)	1500	200	
Programs	500	\$590	
Concessions	250	103.02	
Opening Weekend Cast Meal (Sat)	\$150	na	
Cast Party (Food)	650	\$658.43	
Total	\$10,800	\$10,070.65	
MARKETING			
Graphic Design	200	na	
Newspaper Ads (Print)	402	na	
Magazine Ads (Print)	3,702	3500*	
Posters	200	82.39	
Rack Cards	150	na	
Billboards	N/A	na	
Social Media Push	150	na	
Total	\$4,804	\$3,582.39	

Total Prouction	\$24,504	21,803.04	2700.96

CATEGORY	Lend Me a Tenor	Actual Cost		
PERSONEL				
Director	1500	1500		
Musical Director	na			
Choreographer	na			
Set Design / Construction Lead	1000	1000		
Light Design	500	250		
Sound Design	500	250		
Sound Tech	200 NA			
Light Tech	200	200		
Costume Design / Wardrobe Sup.	500	500		
Stage Manager	500	500		
Assistant Stage Manager	Volunteer Position			
Prop Master	250	250		
Stage Hands	Volunteer Position			
Crew	Volunteer Position			
Band Member #1	na			
Band Member #2	na			
Band Member #3	na			
Band Member #4	na			
Additional Band Members				
Other				
Total Personnell Expenses	\$5,150	4,450		
PRODUCTION				
Royalties	\$1,359	1359		
Scripts	127.5	127.5		
Costumes	500	749.59		
Props	500 Part of set expense			
Set	500	1616		
Lighting	200 NA			
Audio (Include Mic Batteries)	na			
Rentals	na			
Programs	300	\$320		
Concessions	250	201.84		
Opening Weekend Cast Meal (Sat)	\$75 NA			
Cast Party (Food)	450	509		
Total	\$4,262	\$4,883		
MARKETING				
Graphic Design (Logo)	250 NA			
Newspaper Ads (Print)	402	334		
Magazine Ads (Print)	3702	3246.7		
Posters	250	55.61		
Rack Cards	150 NA			
Billboards	x na			
Social Media Push	100 NA			
Total	\$4,854	\$3,636.31		
Production Total	\$14,266	12,969		1296.69

CATEGORY	Carrie	Actual Cost	
PERSONEL			
Director	1500	1000	
Musical Director	1500	1500	
Choreographer	1000	1000	
Set Design / Construction Lead	1000	1000	
Light Design	500	500	
Sound Design	500	500	
Sound Tech	200	200	
Light Tech	200	200	
Costume Design / Wardrobe Sup.	1000	1000	
Stage Manager	750	750	
Assistant Stage Manager	Volunteer Position		
Prop Master	250	NA	
Stage Hands - 2X Spotlight	Volunteer Position	NA	
Asst. Music Directir	NA	500	
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members	NA		
Other -			
Total Personnel Expenses	\$8,400	8150	250
PRODUCTION			
Royalties	\$3,950	5367.41	
Scripts (Addition to base package)	175	INC	
Costumes	1000	945.6	
Props	500	49.86	
Set	1000	827.96	
Lighting	250	NA	
Audio (Include Mic Batteries)	\$500	493.86	
Rentals	1500	INC	
Programs	350	295.32	
Concessions	250	42.92	
Opening Weekend Cast Meal (Sat)	\$150	NA	
Cast Party (Food)	650	750	
Total	\$12,550	8772.93	
MARKETING			
Graphic Design	250	In house	
Graphic Package (Included)	0	NA	
Newspaper Ads (Print)	402	334	
Magazine Ads (Print)	3,702	2553.17	
Posters	150	55.63	
Rack Cards	150	NA	
Billboards	x		
Social Media Push	100	NA	
Total	\$4,754	2942.8	1811.2
Total Production	\$25,204	19,865.73	5338.27

CATEGORY	Series of One Acts	Actual Cost	
PERSONNEL			
Director	1000	\$1,000	
Musical Director	500	NA	
Choreographer	NA		
Set Design / Construction Lead	250	250	
Light Design	250	250	
Sound Design			
Sound Tech	Volunteer Position		
Light Tech	Volunteer Position		
Costume Design / Wardrobe Sup.	250	NA	
Stage Manager	500	500	
Assistant Stage Manager	Volunteer Position		
Prop Master	250	NA	
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Band Member #1	NA		
Band Member #2	NA		
Band Member #3	NA		
Band Member #4	NA		
Band Member #5	NA		
Additional Band Members			
Other			
Total Personnel Expenses	\$2,750	2000	
PRODUCTION			
Royalties	\$1,000	870	
Scripts	100	54.57	
Costumes	1000	\$735	
Props	*		
Set	*	29.43	
Lighting	*		
Audio (Include Mic Batteries)	250	na	
Rentals	NA		
Programs	250	132	
Concessions	100	Left over from previous show	
Opening Weekend Cast Meal (Sat)	NA	NA	
Cast Party (Food)	NA	NA	
Total	\$2,600	1821	
MARKETING			
Graphic Design	Volunteer		
Newspaper Ads (Print)	402	230	
Magazine Ads (Print)	3,702	1984	
Posters	100	NA	
Rack Cards			
Billboards	NA		
Social Media Push	50	NA	
Total	\$4,254	2214	
Total Production	\$9,604	6035	\$3,569

CATEGORY	Rocky Horror	Actual Cost	
PERSONEL/PRODUCTION PACKAGE			
Artistic Director	250	250	
Musical Director	NA		
Costume Designer	NA		
Stage Manager	250	250	
Costumes	NA		
Set / Props	NA		
Other	NA		
Total Package Amount	\$500	500	
PERSONNEL			
Set Design / Construction Lead	NA		
SoundLight Design	250	250	
Sound Design	NA		
Sound Tech	Volunteer Position		
Light Tech	Volunteer Position		
Stage Hands	Volunteer Position		
Crew	Volunteer Position		
Total	\$250	250	
PRODUCTION			
Royalties	500	1525	
Lighting	NA		
Audio (Include Mic Batteries)	NA		
Rentals	NA		
Programs	250	NA (digital)	
Concessions	250	248.31	
Total	\$1,000	1773.31	
MARKETING		Included with Main Show	
Graphic Design	In House	NA	
Newspaper Ads (Print)		NA	
Magazine Ads (Print)		NA	
Posters		NA	
Rack Cards		NA	
Billboards	N/A	NA	
Social Media Push		NA	
Total	Included with other show ads		
Total Production	\$1,750	2523.31	773.31