

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

2003Open to Public
Inspection**A** For the 2003 calendar year, or tax year beginning **JUL 1, 2003** and ending **JUN 30, 2004****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return
☐ Amended return
☐ Application pending

Please use IRS label or print or type. See Specific Instructions.

C Name of organization**NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDRENS THEATRE ASSOCIATION**

Number and street (or P O box if mail is not delivered to street address)

724 SECOND AVENUE SOUTH

Room/suite

City or town, state or country, and ZIP + 4

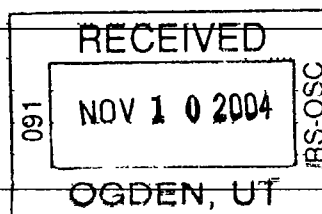
NASHVILLE, TN 37210**D** Employer identification number**62-0637709****E** Telephone number**(615) 254-9103****F** Accounting method☐ Cash☒ Accrual

Other (specify) ▶

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

H and I are not applicable to section 527 organizations.**H(a)** Is this a group return for affiliates? ☐ Yes ☒ No**H(b)** If "Yes," enter number of affiliates ▶**H(c)** Are all affiliates included? **N/A** ☐ Yes ☐ No (If "No," attach a list)**H(d)** Is this a separate return filed by an organization covered by a group ruling? ☐ Yes ☒ No**I** Group Exemption Number ▶**M** Check ☐ if the organization is **not** required to attach Sch. B (Form 990, 990-EZ, or 990-PF)**G** Website: ▶ **WWW.NASHVILLECHILDRENTHEATRE.ORG****J** Organization type (check only one) ☒ 501(c) (3) (insert no.) ☐ 4947(a)(1) or ☐ 527**K** Check here ☐ if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.**L** Gross receipts. Add lines 6b, 8b, 9b, and 10b to line 12 ▶ **872,030.****Part 1 Revenue, Expenses, and Changes in Net Assets or Fund Balances**

1	Contributions, gifts, grants, and similar amounts received				
a	Direct public support	1a	158,702.		
b	Indirect public support	1b			
c	Government contributions (grants)	1c	185,409.		
d	Total (add lines 1a through 1c) (cash \$ 344,111. noncash \$)	1d		344,111.	
2	Program service revenue including government fees and contracts (from Part VII, line 93)	2		461,447.	
3	Membership dues and assessments	3			
4	Interest on savings and temporary cash investments	4		4,152.	
5	Dividends and interest from securities	5			
6a	Gross rents	6a			
b	Less: rental expenses	6b			
c	Net rental income or (loss) (subtract line 6b from line 6a)	6c			
7	Other investment income (describe)	7			
8a	Gross amount from sales of assets other than inventory	(A) Securities		(B) Other	
b	Less: cost or other basis and sales expenses	8a			
c	Gain or (loss) (attach schedule)	8b			
d	Net gain or (loss) (combine line 8c, columns (A) and (B))	8c			
8d					
9	Special events and activities (attach schedule) If any amount is from gaming, check here <input type="checkbox"/>				
a	Gross revenue (not including \$ 20,468. of contributions reported on line 1a)	9a	37,663.		
b	Less: direct expenses other than fundraising expenses	9b	11,132.		
c	Net income or (loss) from special events (subtract line 9b from line 9a)	9c	26,531.		
10a	Gross sales of inventory, less returns and allowances	10a			
b	Less: cost of goods sold	10b			
c	Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)	10c			
11	Other revenue (from Part VII, line 103)	11		24,657.	
12	Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)	12		860,898.	
13	Program services (from line 44, column (B))	13		766,076.	
14	Management and general (from line 44, column (C))	14		71,584.	
15	Fundraising (from line 44, column (D))	15		34,000.	
16	Payments to affiliates (attach schedule)	16			
17	Total expenses (add lines 16 and 44, column (A))	17		871,660.	
18	Excess or (deficit) for the year (subtract line 17 from line 12)	18		<10,762.>	
19	Net assets or fund balances at beginning of year (from line 73, column (A))	19		524,348.	
20	Other changes in net assets or fund balances (attach explanation)	20		18,722.	
21	Net assets or fund balances at end of year (combine lines 18, 19, and 20)	21		532,308.	



SEE STATEMENT 3

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LHA For Paperwork Reduction Act Notice, see the separate instructions.

Form 990 (2003)

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2003.06030 NASHVILLE ACADEMY THEATRE A 16515

AD

**NASHVILLE ACADEMY THEATRE AND NASHVILLE
CHILDRENS THEATRE ASSOCIATION**

62-0637709

Part II Statement of Functional Expenses

All organizations must complete column (A) Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others

Page 2

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule)				
	cash \$ noncash \$	22			
23	Specific assistance to individuals (attach schedule)	23			
24	Benefits paid to or for members (attach schedule)	24			
25	Compensation of officers, directors, etc	25	102,650.	87,252.	10,265.
26	Other salaries and wages	26	409,478.	350,309.	39,471.
27	Pension plan contributions	27	13,824.	11,966.	1,115.
28	Other employee benefits	28	63,500.	58,075.	3,635.
29	Payroll taxes	29	43,383.	37,317.	4,015.
30	Professional fundraising fees	30			
31	Accounting fees	31			
32	Legal fees	32			
33	Supplies	33			
34	Telephone	34			
35	Postage and shipping	35			
36	Occupancy	36			
37	Equipment rental and maintenance	37			
38	Printing and publications	38			
39	Travel	39			
40	Conferences, conventions, and meetings	40	5,409.	5,051.	358.
41	Interest	41	27.	27.	
42	Depreciation, depletion, etc (attach schedule)	42	26,148.	23,533.	2,615.
43	Other expenses not covered above (itemize)				
a		43a			
b		43b			
c		43c			
d		43d			
e	SEE STATEMENT 4	43e	207,241.	192,573.	10,083.
44	Total functional expenses (add lines 22 through 43) Organizations completing columns (B)-(D), carry these totals to lines 13-15	44	871,660.	766,076.	71,584.

Joint Costs. Check ☐ if you are following SOP 98-2

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ No

If "Yes," enter (i) the aggregate amount of these joint costs \$ _____, (ii) the amount allocated to Program services \$ _____, (iii) the amount allocated to Management and general \$ _____, and (iv) the amount allocated to Fundraising \$ _____

Part III Statement of Program Service Accomplishments

What is the organization's primary exempt purpose? **SEE STATEMENT 5**

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)		Program Service Expenses (Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts, but optional for others.)
a	LIVE-PERFORMING THEATER - SEE ATTACHED	
	(Grants and allocations \$)	630,226.
b	DRAMA WORKSHOPS AND EDUCATION INITIATIVES - SEE ATTACHED	
	(Grants and allocations \$)	135,850.
c		
	(Grants and allocations \$)	
d		
	(Grants and allocations \$)	
e	Other program services (attach schedule)	
f	Total of Program Service Expenses (should equal line 44, column (B), Program services)	766,076.

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Form 990 (2003)

Part IV Balance Sheets**Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only

		(A) Beginning of year	(B) End of year
Assets	45 Cash - non-interest-bearing	134,456.	45 118,401.
	46 Savings and temporary cash investments	4,648.	46 7,351.
	47 a Accounts receivable	47a 38,824.	
	b Less allowance for doubtful accounts	47b	47c 38,824.
	48 a Pledges receivable	48a	
	b Less allowance for doubtful accounts	48b	48c
	49 Grants receivable		49
	50 Receivables from officers, directors, trustees, and key employees		50
	51 a Other notes and loans receivable	51a	
	b Less allowance for doubtful accounts	51b	51c
	52 Inventories for sale or use		52
	53 Prepaid expenses and deferred charges	322.	53 1,179.
	54 Investments - securities	Cost FMV	54
	55 a Investments - land, buildings, and equipment basis	55a	
	b Less accumulated depreciation	55b	55c
56 Investments - other	SEE STATEMENT 6	126,904.	56 130,372.
57 a Land, buildings, and equipment basis	57a 689,302.		
b Less accumulated depreciation	57b 510,551.	184,682.	57c 178,751.
58 Other assets (describe SEE STATEMENT 7)		122,544.	58 120,756.
59 Total assets (add lines 45 through 58) (must equal line 74)		578,830.	59 595,634.
Liabilities	60 Accounts payable and accrued expenses	23,200.	60 32,866.
	61 Grants payable		61
	62 Deferred revenue	31,282.	62 30,460.
	63 Loans from officers, directors, trustees, and key employees		63
	64 a Tax-exempt bond liabilities		64a
	b Mortgages and other notes payable		64b
	65 Other liabilities (describe)		65
66 Total liabilities (add lines 60 through 65)		54,482.	66 63,326.
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74		
	67 Unrestricted	524,348.	67 532,308.
	68 Temporarily restricted		68
	69 Permanently restricted		69
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74		
	70 Capital stock, trust principal, or current funds		70
	71 Paid-in or capital surplus, or land, building, and equipment fund		71
	72 Retained earnings, endowment, accumulated income, or other funds		72
	73 Total net assets or fund balances (add lines 67 through 69 or lines 70 through 72, column (A) must equal line 19, column (B) must equal line 21)	524,348.	73 532,308.
74 Total liabilities and net assets / fund balances (add lines 66 and 73)	578,830.	74 595,634.	

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

**NASHVILLE ACADEMY THEATRE AND NASHVILLE
CHILDRENS THEATRE ASSOCIATION**

Form 990 (2003)

62-0637709 Page 4

**Part IV-A Reconciliation of Revenue per Audited
Financial Statements with Revenue per
Return**

a Total revenue, gains, and other support per audited financial statements	a 1,046,585.
b Amounts included on line a but not on line 12, Form 990	
(1) Net unrealized gains on investments \$ 2,168.	
(2) Donated services and use of facilities \$ 166,965.	
(3) Recoveries of prior year grants \$	
(4) Other (specify) STMT 8 \$ 16,554.	
Add amounts on lines (1) through (4)	b 185,687.
c Line a minus line b	c 860,898.
d Amounts included on line 12, Form 990 but not on line a :	
(1) Investment expenses not included on line 6b, Form 990 \$	
(2) Other (specify) \$	
Add amounts on lines (1) and (2)	d 0.
e Total revenue per line 12, Form 990 (line c plus line d)	e 860,898.

**Part IV-B Reconciliation of Expenses per Audited
Financial Statements with Expenses per
Return**

a Total expenses and losses per audited financial statements	a 1,038,625.
b Amounts included on line a but not on line 17, Form 990	
(1) Donated services and use of facilities \$ 166,965.	
(2) Prior year adjustments reported on line 20, Form 990 \$	
(3) Losses reported on line 20, Form 990 \$	
(4) Other (specify) \$	
Add amounts on lines (1) through (4)	b 166,965.
c Line a minus line b	c 871,660.
d Amounts included on line 17, Form 990 but not on line a :	
(1) Investment expenses not included on line 6b, Form 990 \$	
(2) Other (specify) \$	
Add amounts on lines (1) and (2)	d 0.
e Total expenses per line 17, Form 990 (line c plus line d)	e 871,660.

Part V List of Officers, Directors, Trustees, and Key Employees (List each one even if not compensated)

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-)	(D) Contributions to employee benefit plans & deferred compensation	(E) Expense account and other allowances
SCOT E. COPELAND 716 COGGIN PASS MADISON, TN 37115	PRODUCING DIRECTOR 40/WK	53,150.	4,468.	0.
ALLISON DILLON 2214-B GRANTLAND AVENUE NASHVILLE, TN 37204	MANAGING DIRECTOR 40/WK	49,500.	3,538.	0.
SEE ATTACHED LISTING OF NONCOMPENSATED OFFICERS/DIRECTORS	DIRECTOR 5 HRS/MONTH	0.	0.	0.

75 Did any officer, director, trustee, or key employee receive aggregate compensation of more than \$100,000 from your organization and all related organizations, of which more than \$10,000 was provided by the related organizations? If "Yes," attach schedule ☐ Yes ☒ No

**NASHVILLE ACADEMY THEATRE AND NASHVILLE
CHILDRENS THEATRE ASSOCIATION**

Form 990 (2003)

62-0637709

Page 5

Part VI Other Information

	Yes	No
76 Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity	76	X
77 Were any changes made in the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes	77	X
78 a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	78a	X
b If "Yes," has it filed a tax return on Form 990-T for this year?	78b	
79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement	79	X
80 a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization?	80a	X
b If "Yes," enter the name of the organization and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt		
81 a Enter direct or indirect political expenditures. See line 81 instructions	81a	0.
b Did the organization file Form 1120-POL for this year?	81b	X
82 a Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	82a	X
b If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)	82b	180,531.
83 a Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	X
b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83b	X
84 a Did the organization solicit any contributions or gifts that were not tax deductible?	84a	X
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84b	
85 501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	85a	
b Did the organization make only in-house lobbying expenditures of \$2,000 or less?	85b	
If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year		
c Dues, assessments, and similar amounts from members	85c	N/A
d Section 162(e) lobbying and political expenditures	85d	N/A
e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e	N/A
f Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f	N/A
g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	N/A
h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h	N/A
86 501(c)(7) organizations. Enter a Initiation fees and capital contributions included on line 12	86a	N/A
b Gross receipts, included on line 12, for public use of club facilities	86b	N/A
87 501(c)(12) organizations. Enter a Gross income from members or shareholders	87a	N/A
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	N/A
88 At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX	88	X
89 a 501(c)(3) organizations. Enter Amount of tax imposed on the organization during the year under section 4911 0. , section 4912 0. , section 4955 0.		
b 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction	89b	X
c Enter Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958		0.
d Enter Amount of tax on line 89c, above, reimbursed by the organization		0.
90 a List the states with which a copy of this return is filed TENNESSEE		
b Number of employees employed in the pay period that includes March 12, 2003	90b	12
91 The books are in care of JEAN JOHNSON Telephone no (615) 254-9103		

Located at **724 SECOND AVENUE SOUTH NASHVILLE, TN**

ZIP + 4 **37210**

92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041- Check here ☐
and enter the amount of tax-exempt interest received or accrued during the tax year **92** **N/A**

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Form 990 (2003)

Part VII Analysis of Income-Producing Activities (See page 33 of the instructions)

Note. Enter gross amounts unless otherwise indicated

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclu- sion code	(D) Amount	
93 Program service revenue					
a THEATRE ACADEMY					66,259.
b LIVE PERFORMANCES					395,188.
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments					
95 Interest on savings and temporary cash investments			14	4,152.	
96 Dividends and interest from securities					
97 Net rental income or (loss) from real estate					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events			02	26,531.	
102 Gross profit or (loss) from sales of inventory					
103 Other revenue					
a MISCELLANEOUS					15,531.
b REIMBURSEMENT					9,126.
c					
d					
e					
104 Subtotal (add columns (B), (D), and (E))		0.		30,683.	486,104.
105 Total (add line 104, columns (B), (D), and (E))					516,787.

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes (See page 34 of the instructions)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)
▼	SEE STATEMENT 9

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See page 34 of the instructions)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
	%			
N/A	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See page 34 of the instructions)

- (a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ No
- (b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

Note: If "Yes" to (b), file Form 8870 and Form 4720 (see instructions)

I am preparing this return, and to the best of my knowledge and belief, it is true,
information of which preparer has any knowledge

1/1/04
Date

Allison L. Dillon, Managing Director
Type or print name and title

2/1/04
Date

Check if self-
Preparer's SSN or PTIN

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Organization Exempt Under Section 501(c)(3)

(Except Private Foundation) and Section 501(e), 501(f), 501(k),
501(n), or Section 4947(a)(1) Nonexempt Charitable Trust

Supplementary Information-(See separate instructions.)

▶ **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

OMB No 1545-0047

2003

Name of the organization **NASHVILLE ACADEMY THEATRE AND NASHVILLE
CHILDRENS THEATRE ASSOCIATION**

Employer identification number
62 0637709

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees

(See page 1 of the instructions List each one If there are none, enter "None ")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
NONE				
Total number of other employees paid over \$50,000	0			

Part II Compensation of the Five Highest Paid Independent Contractors for Professional Services

(See page 2 of the instructions List each one (whether individuals or firms) If there are none, enter "None ")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
NONE		
Total number of others receiving over \$50,000 for professional services	0	

Part III Statements About Activities (See page 2 of the instructions)

Yes No

1	During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities \$ _____ \$ _____ (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B) Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking "Yes," must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities.	1		X
2	During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is "Yes," attach a detailed statement explaining the transactions.)			
a	Sale, exchange, or leasing of property?	2a		X
b	Lending of money or other extension of credit?	2b		X
c	Furnishing of goods, services, or facilities?	2c		X
d	Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)? SEE PART V, FORM 990	2d	X	
e	Transfer of any part of its income or assets?	2e		X
3 a	Do you make grants for scholarships, fellowships, student loans, etc.? (If "Yes," attach an explanation of how you determine that recipients qualify to receive payments.)	3a		X
b	Do you have a section 403(b) annuity plan for your employees?	3b		X
4	Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?	4		X

Part IV Reason for Non-Private Foundation Status (See pages 3 through 6 of the instructions)

The organization is not a private foundation because it is (Please check only ONE applicable box.)

- 5 ☐ A church, convention of churches, or association of churches Section 170(b)(1)(A)(i)
- 6 ☐ A school Section 170(b)(1)(A)(ii) (Also complete Part V)
- 7 ☐ A hospital or a cooperative hospital service organization Section 170(b)(1)(A)(iii)
- 8 ☐ A Federal, state, or local government or governmental unit Section 170(b)(1)(A)(v)
- 9 ☐ A medical research organization operated in conjunction with a hospital Section 170(b)(1)(A)(iii) Enter the hospital's name, city, and state **▶** _____
- 10 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit Section 170(b)(1)(A)(iv) (Also complete the **Support Schedule** in Part IV-A)
- 11a ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 11b ☐ A community trust Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 12 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See section 509(a)(2) (Also complete the **Support Schedule** in Part IV-A)
- 13 ☐ An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in (1) lines 5 through 12 above, or (2) section 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2) (See section 509(a)(3))

Provide the following information about the supported organizations (See page 5 of the instructions)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14 ☐ An organization organized and operated to test for public safety Section 509(a)(4) (See page 6 of the instructions)

NASHVILLE ACADEMY THEATRE AND NASHVILLE

Schedule A (Form 990 or 990-EZ) 2003 **CHILDRENS THEATRE ASSOCIATION**

62-0637709 Page 3

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12.) **Use cash method of accounting.**

Note: You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting.

Calendar year (or fiscal year beginning in)	(a) 2002	(b) 2001	(c) 2000	(d) 1999	(e) Total
15 Gifts, grants, and contributions received (Do not include unusual grants. See line 28.)	346,550.	299,771.	274,351.	233,723.	1,154,395.
16 Membership fees received					
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc., purpose	493,657.	455,430.	533,599.	542,450.	2,025,136.
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	15,592.	12,180.	19,119.	13,875.	60,766.
19 Net income from unrelated business activities not included in line 18					
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge.					
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets.					
23 Total of lines 15 through 22	855,799.	767,381.	827,069.	790,048.	3,240,297.
24 Line 23 minus line 17	362,142.	311,951.	293,470.	247,598.	1,215,161.
25 Enter 1% of line 23	8,558.	7,674.	8,271.	7,900.	
26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24					24,303.
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1999 through 2002 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts					130,844.
c Total support for section 509(a)(1) test. Enter line 24, column (e)					1,215,161.
d Add: Amounts from column (e) for lines 18 <u>60,766.</u> 19 <u> </u>					
22 <u> </u> 26b <u>130,844.</u>					191,610.
e Public support (line 26c minus line 26d total)					1,023,551.
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))					84.2317%
27 Organizations described on line 12: a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person." Do not file this list with your return. Enter the sum of such amounts for each year N/A	(2002)	(2001)	(2000)	(1999)	
b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000. (Include in the list organizations described in lines 5 through 11, as well as individuals.) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year N/A	(2002)	(2001)	(2000)	(1999)	
c Add: Amounts from column (e) for lines 15 <u> </u> 16 <u> </u>					
17 <u> </u> 20 <u> </u> 21 <u> </u>					N/A
d Add: Line 27a total <u> </u> and line 27b total <u> </u>					N/A
e Public support (line 27c total minus line 27d total)					N/A
f Total support for section 509(a)(2) test. Enter amount on line 23, column (e)			N/A		
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))					N/A %
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))					N/A %

28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 1999 through 2002, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15

Part V Private School Questionnaire (See page 7 of the instructions)

N/A

(To be completed ONLY by schools that checked the box on line 6 in Part IV)

	Yes	No
29 Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?		
30 Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?		
31 Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves? If "Yes," please describe, if "No," please explain (If you need more space, attach a separate statement)		
<hr/>		
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32 Does the organization maintain the following		
a Records indicating the racial composition of the student body, faculty, and administrative staff?		
b Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?		
c Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?		
d Copies of all material used by the organization or on its behalf to solicit contributions? If you answered "No" to any of the above, please explain (If you need more space, attach a separate statement)		
<hr/>		
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33 Does the organization discriminate by race in any way with respect to		
a Students' rights or privileges?		
b Admissions policies?		
c Employment of faculty or administrative staff?		
d Scholarships or other financial assistance?		
e Educational policies?		
f Use of facilities?		
g Athletic programs?		
h Other extracurricular activities? If you answered "Yes" to any of the above, please explain (If you need more space, attach a separate statement)		
<hr/>		
<hr/>		
34 a Does the organization receive any financial aid or assistance from a governmental agency?		
b Has the organization's right to such aid ever been revoked or suspended? If you answered "Yes" to either 34a or b, please explain using an attached statement		
35 Does the organization certify that it has complied with the applicable requirements of sections 4 01 through 4 05 of Rev Proc 75-50, 1975-2 C B 587, covering racial nondiscrimination? If "No," attach an explanation		

Schedule A (Form 990 or 990-EZ) 2003

NASHVILLE ACADEMY THEATRE AND NASHVILLE

Schedule A (Form 990 or 990-EZ) 2003 **CHILDRENS THEATRE ASSOCIATION**

62-0637709 Page 5

Part VI-A Lobbying Expenditures by Electing Public Charities (See page 9 of the instructions)

N/A

(To be completed ONLY by an eligible organization that filed Form 5768)

Check ☒ **a** if the organization belongs to an affiliated group Check ☐ **b** if you checked "a" and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred)		(a) Affiliated group totals	(b) To be completed for ALL electing organizations												
		N/A													
36 Total lobbying expenditures to influence public opinion (grassroots lobbying)	36														
37 Total lobbying expenditures to influence a legislative body (direct lobbying)	37														
38 Total lobbying expenditures (add lines 36 and 37)	38														
39 Other exempt purpose expenditures	39														
40 Total exempt purpose expenditures (add lines 38 and 39)	40														
41 Lobbying nontaxable amount Enter the amount from the following table -															
<table style="width:100%; border: none;"> <tr> <td style="width:50%;">If the amount on line 40 is -</td> <td style="width:50%;">The lobbying nontaxable amount is -</td> </tr> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 40</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000</td> </tr> </table>	If the amount on line 40 is -	The lobbying nontaxable amount is -	Not over \$500,000	20% of the amount on line 40	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000	41		
If the amount on line 40 is -	The lobbying nontaxable amount is -														
Not over \$500,000	20% of the amount on line 40														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
42 Grassroots nontaxable amount (enter 25% of line 41)	42														
43 Subtract line 42 from line 36 Enter -0- if line 42 is more than line 36	43														
44 Subtract line 41 from line 38 Enter -0- if line 41 is more than line 38	44														

Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below See the instructions for lines 45 through 50 on page 11 of the instructions)

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				N/A
	(a) 2003	(b) 2002	(c) 2001	(d) 2000	(e) Total
45 Lobbying nontaxable amount					0.
46 Lobbying ceiling amount (150% of line 45(e))					0.
47 Total lobbying expenditures					0.
48 Grassroots nontaxable amount					0.
49 Grassroots ceiling amount (150% of line 48(e))					0.
50 Grassroots lobbying expenditures					0.

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See page 12 of the instructions)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of	Yes	No	Amount
a Volunteers		X	
b Paid staff or management (Include compensation in expenses reported on lines c through h)		X	
c Media advertisements		X	
d Mailings to members, legislators, or the public		X	
e Publications, or published or broadcast statements		X	
f Grants to other organizations for lobbying purposes		X	
g Direct contact with legislators, their staffs, government officials, or a legislative body		X	
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means		X	
i Total lobbying expenditures (Add lines c through h.)			0.

If "Yes" to any of the above, also attach a statement giving a detailed description of the lobbying activities

N/A

[illegible]

N/A

[illegible]

FOOTNOTES

STATEMENT 1

BUILDING IMPROVEMENTS AND THEATRE EQUIPMENT ARE STATED AT COST OR IF DONATED, AT FAIR MARKET VALUE AT DATE OF GIFT. DEPRECIATION IS COMPUTED ON THE STRAIGHT-LINE METHOD OVER THE ESTIMATED USEFUL LIFE OF THE ASSET.

PROPERTY AND EQUIPMENT CONSISTED OF THE FOLLOWING AS OF JUNE 30, 2004:

BUILDING AND IMPROVEMENTS	389,714.
THEATRE EQUIPMENT	299,588.
	<hr/>
	689,302.
LESS: ACCUMULATED DEPRECIATION	510,551.
	<hr/>
	178,751.
	<hr/>

FORM 990 SPECIAL EVENTS AND ACTIVITIES STATEMENT 2

DESCRIPTION OF EVENT	GROSS RECEIPTS	CONTRIBUT. INCLUDED	GROSS REVENUE	DIRECT EXPENSES	NET INCOME
GRAND ANN	13,127.	9,453.	3,674.	2,767.	907.
DRAGON CONCERT	45,004.	11,015.	33,989.	8,339.	25,650.
QUEST	0.	0.		26.	<26.>
TO FM 990, PART I, LINE 9	58,131.	20,468.	37,663.	11,132.	26,531.

FORM 990 OTHER CHANGES IN NET ASSETS OR FUND BALANCES STATEMENT 3

DESCRIPTION	AMOUNT
UNREALIZED GAIN (LOSS) ON INVESTMENTS	2,168.
CHANGE IN VALUE OF AGENCY ENDOWMENT FUND	16,554.
TOTAL TO FORM 990, PART I, LINE 20	18,722.

FORM 990 OTHER EXPENSES STATEMENT 4

DESCRIPTION	(A) TOTAL	(B) PROGRAM SERVICES	(C) MANAGEMENT AND GENERAL	(D) FUNDRAISING
ROYALTIES	28,066.	28,066.		
SCENERY/SHOP	10,959.	10,959.		
COSTUMES	5,964.	5,964.		
SCRIPTS	480.	480.		
LIGHTING	2,404.	2,404.		
PROPERTIES/SPECIAL EFFECTS	2,217.	2,217.		
SOUND/MUSIC	1,235.	1,235.		
PRODUCTION RECORDS	185.	185.		
TOUR	194.	194.		
OTHER ARTISTIC EXPENSES	16,152.	16,152.		
PROPERTY & CASUALTY INSURANCE	27,397.	24,657.	2,740.	
OFFICE EQUIPMENT - MAINT	1,074.	1,001.	73.	
OFFICE EQUIPMENT - RENTAL	3,431.	3,088.	343.	
PLANT EQUIPMENT - MAINTENANCE	10,342.	9,308.	1,034.	

PROFESSIONAL FEES	12,763.	11,487.	1,276.	
TICKET PRINTING	600.	600.		
SEASON				
BROCHURES/PROGRAMS	17,635.	17,635.		
MARKETING	16,173.	16,173.		
UTILITIES	34,909.	31,418.	3,491.	
ACADEMY	172.	172.		
STUDY GUIDES	2,067.	2,067.		
OTHER EDUCATION				
EXPENSES	7,111.	7,111.		
HOSPITALITY	543.		286.	257.
MISCELLANEOUS	3,123.		840.	2,283.
ANNUAL APPEAL	1,427.			1,427.
CORPORATE				
SOLICITATION	140.			140.
FOUNDATION				
SOLICITATION	478.			478.
TOTAL TO FM 990, LN 43	207,241.	192,573.	10,083.	4,585.

FORM 990 STATEMENT OF ORGANIZATION'S PRIMARY EXEMPT PURPOSE STATEMENT 5
PART III

EXPLANATION

TO STIMULATE THE CULTURAL, INTELLECTUAL, EMOTIONAL AND ETHICAL DEVELOPMENT
OF YOUNG PEOPLE BY PROVIDING THEM WITH RELEVANT ARTISTIC EXPERIENCES.

FORM 990 OTHER INVESTMENTS STATEMENT 6

DESCRIPTION	VALUATION METHOD	AMOUNT
MUTUAL FUNDS	MARKET VALUE	130,372.
TOTAL TO FORM 990, PART IV, LINE 56, COLUMN B		130,372.

FORM 990 OTHER ASSETS STATEMENT 7

DESCRIPTION	AMOUNT
INTEREST IN AGENCY ENDOWMENT FUND	120,756.
TOTAL TO FORM 990, PART IV, LINE 58, COLUMN B	120,756.

FORM 990	OTHER REVENUE NOT INCLUDED ON FORM 990	STATEMENT	8
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DESCRIPTION

AMOUNT

CHANGE IN VALUE OF INTEREST IN AGENCY ENDOWMENT FUND

16,554.

TOTAL TO FORM 990, PART IV-A

16,554.

FORM 990	PART VIII - RELATIONSHIP OF ACTIVITIES TO ACCOMPLISHMENT OF EXEMPT PURPOSES	STATEMENT	9
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LINE EXPLANATION OF RELATIONSHIP OF ACTIVITIES

93A	ACADEMY THEATRE TUITION FOR SCHOOL OF DRAMATIC ARTS WHICH OFFERS AFTER SCHOOL, WEEKEND AND SUMMER CLASSES AND CREATIVE DRAMA FOR CHILDREN.
93B	INCOME CHARGED TO SCHOOLS TO SUPPORT 150 LIVE PERFORMANCES OF PLAYS FOR CHILDREN AND THE GENERAL PUBLIC.
103A	MISCELLANEOUS INCOME GENERATED IN CONNECTION WITH LIVE PERFORMANCES AND ACADEMY THEATRE.
103B	REIMBURSEMENT FROM EXEMPT ORGANIZATION FOR USE OF SUPPLIES.

Nashville Children's Theatre: History and Mission

Nashville Children's Theatre is Nashville's largest fully-independent Equity theatre company, and since 1931 NCT has introduced millions of kids and adults to the magic of live theatre. For over seven decades, the Children's Theatre has evolved to best serve Middle Tennessee audiences, and in fall 2003 NCT updated its mission statement to reflect the Theatre's commitment to substantive programming for intergenerational audiences:

Nashville Children's Theatre is an ensemble of professional artists who bring unique vision and compelling voice to the creation of meaningful theatre for Nashville and Middle Tennessee audiences. We strive to make the imaginative celebration of our hopes, struggles and joys a vital part of the shared experience for young people, families, and our community.

The Junior League of Nashville founded the Children's Theatre in 1931, and through the years the company has evolved into the fully-professional, award-winning, nationally respected theatre organization it is today. NCT is proud of its legacy as the oldest children's theatre company in America, and each year the Theatre produces five or more professional productions for audiences ranging from pre-school to adult – compelling, substantive, and engaging plays that showcase superior production values and powerful performances. Every NCT production is brought to life by a team of professional actors, designers, and stage technicians drawn from the finest professional theatre artists in the region, and the Theatre is managed by a team of artists and administrators who share a common commitment to arts education and theatre for young people and adults.

The average NCT season spans 34 weeks and features over 150 performances for both school groups and family audiences. Approximately 60,000 schoolchildren visit Nashville Children's Theatre each year at part of the Theatre's School Performance Series, and an additional 7,500 kids and adults attend NCT's Weekend Family Series performances. Accessibility is a guiding principle behind Nashville Children's Theatre, and the Theatre offers affordably-priced school and weekend tickets to ensure that students and families from throughout the region's diverse cultural and socio-economic communities can benefit from NCT's programming.

The Children's Theatre's year-round arts education programming both complements and augments NCT's regular season of performances, and the Theatre's education initiatives provide hands-on experiences that develop children's creativity and encourage a life-long interest in the arts. NCT's year-round theatre academy has expanded significantly in recent seasons, and enrollment grew by 55% from FY00 to FY03. Each Saturday during the academic year NCT now hosts a variety of theatre classes and drama workshops, and our summer drama camps have grown to include classes for children from three to eighteen as well as intensive two-week training programs for advanced students. At the same time, NCT continues to offer teacher training and professional development programs in order to provide better arts education opportunities for area youth. Altogether Nashville Children's Theatre serves over 71,000 children and adults annually, and each year NCT provides some 7,000 free and discounted tickets and camp scholarships for young people enrolled in public schools throughout Nashville and Middle Tennessee.

Nashville Children's Theatre: FY04 Major Programs and Services

School Performance Series

Nashville Children's Theatre's annual School Performance Series is NCT's central outreach program. Throughout its 72-year history, the Children's Theatre has developed an on-going partnership with the schools and educators that serve Middle Tennessee young people. In NCT's 2003-04 season, the Theatre offered 147 weekday matinees as part of the School Performance Series, and these weekday performances – held at 10:00 am and 11:30 am – were identical to those offered to the general public. Attendance at these

NCT performances was complemented by classroom discussions, arts activities, and cross-curricular assignments outlined in NCT curriculum guides. The Children's Theatre's Education Director and trained teaching artists also offered in-school workshops and facilitated post-performance discussions with the cast and artistic team. Students benefited from active involvement with Nashville Children's Theatre through the following:

- NCT's FY04 programming directly supported Tennessee's language arts curriculum framework, and the Children's Theatre's curriculum guides for each production provided a series of activities that directly corresponded to state goals for reading and writing. Each NCT production also related to a variety of cross-curricular subjects, and these learning opportunities were also outlined in the Children's Theatre's user-friendly curriculum guides.
- Nashville Children's Theatre's professional performances and related arts education programs also promoted the development of imagination and creativity, which nurtured critical thinking and creative problem-solving skills. NCT productions also helped teachers engage students' multiple intelligences, and productions like *Treasure Island* and *The Adventures of Tom Sawyer* ignited student interest in literature, history, social studies and other curricular subjects.
- Regular attendance at Nashville Children's Theatre performances and participation in NCT's multi-layered education programs was designed to motivate and empower young people to utilize Tennessee's cultural resources in the future. At Nashville Children's Theatre, schoolchildren developed a sense of community involvement through the shared theatre experience and exchange of ideas.

NCT's FY04 School Performance Series attracted a true cross-section of students from throughout Nashville and Middle Tennessee – children from both public and private elementary and middle schools, as well as home-schooled students. Teachers, parents, and school administrators embrace NCT's school programming, as demonstrated by the following FY04 statistics:

- 61,680 students and teachers from 256 area schools attend NCT weekday matinees during the 2003-04 season.
- 67% of the Children's Theatre's FY04 school audiences attended public schools, and NCT's performances and hands-on drama workshops provided substantive, high-quality arts education opportunities for students who otherwise would not have access to arts programming as part of the public school education.
- 24,688 Metro Nashville public school students benefited from NCT's FY04 School Performance Series, and 63% of all Metro elementary and middle schools used NCT productions to expand their classroom learning last year.
- The average paid ticket price for tickets to NCT's school performances was \$5.23 in FY04, but the actual costs associated with this program totaled over \$600,000. The Children's Theatre's annual grants and fundraising efforts supported this broad-based program and enabled NCT to offer affordable tickets to all schools and free tickets to disadvantaged students from public schools.

Weekend Family Performance Series

Nashville Children's Theatre believes that a visit to the Theatre can offer engaging, quality family entertainment that promotes thoughtful, meaningful interaction between kids and adults. Through the FY04 Weekend Family Performance Series, NCT served as a friendly and accessible cultural center that drew together families and neighbors from throughout Nashville's diverse communities. Sold-out houses and added performances have become a hallmark of NCT's family series, and the Children's Theatre has carefully cultivated a friendly, accessible weekend atmosphere. When kids and families arrive at the Theatre on the weekend, they are greeted by NCT's full-time professional staff, and after the show the cast joins kids and parents in the lobby to sign autographs, take pictures, and answer questions about the production. The theatregoers' energy and enthusiasm reaffirms the importance and popularity of the

Children's Theatre's Weekend Family Performance Series, which drew record-breaking audiences in the 2003-04 season:

- 7,154 kids and adults visited NCT for the Theatre's FY04 Weekend Family performances, representing a 16% increase in attendance over our FY03 figures.
- The Children's Theatre's 2003-04 season brochure features 15 Weekend Family performances, and early demand for tickets prompted NCT to add four additional performances to accommodate theatergoers. Altogether NCT's Weekend Family Performance Series played to 94% capacity during the year.
- NCT's subscriptions to the Weekend Family Series increased by 38% in FY04, and the Theatre's subscription packages further reduce the affordably-priced ticket prices.
- Average paid ticket price for NCT's weekend performances during FY04 was \$7.33 – an unbelievable bargain for live theatre and comparably-priced to movie theatre tickets and other family entertainment choices.

All of NCT's FY04 marketing and promotion efforts for the Weekend Family Performances were designed to attract diverse audiences and increase the Theatre's visibility in key markets and underserved communities. Through a partnership with a local family-friendly radio station, the Children's Theatre benefited from in-kind radio advertising throughout the season. NCT's modest advertising budget was also used to publicize NCT productions in *Nashville/Williamson County Parent Magazine*, and selected productions were also promoted in the *Nashville Scene* and *The Tennessean*, and all shows were listed in community calendars and PSA's. At the same time, the Children's Theatre continued its marketing and cross-promotional programs with related businesses such as Davis-Kidd Booksellers.

NCT has worked aggressively to expand its group sales for weekend performances, and the Theatre has developed a successful partnership with the Girl Scouts that combines group sales and theatre badge workshops. NCT also offered sign-interpreted public performances for shows throughout the season, and these performances were publicized through the Theatre's season brochure, NCT press releases, and outreach to organizations serving the deaf community. Nashville Children's Theatre also continued to work with community organizations and family/youth service agencies to provide 575 free tickets to families who would otherwise be unable to visit the Children's Theatre.

2003-04 Regional Touring Program

NCT began touring in the 1994-95 season when the Theatre first partnered with Tennessee Performing Arts Center's Humanities Outreach Tennessee program to tour to Bristol, Harriman, and Union City, Tennessee. In spring 1997, the Children's Theatre developed its own Regional Touring Program to better serve schools throughout Middle Tennessee who are unable to travel to Nashville to see performances at NCT. Over the last seven years, NCT's annual regional tour has become a tradition for both the Children's Theatre and schools throughout the region. For one day each year, rural schools are transformed into professional theatres – complete with sets, sound, costumes, and a team of Tennessee's finest professional actors – and students are instantly filled with wonder and excitement as they walk into "their" theatre.

Today, Nashville Children's Theatre's regional tour is a model program that combines engaging productions, finely-tuned touring logistics, extensive ticket subsidy efforts, in-school arts education components, and highly effective marketing and school outreach. Once again, the Children's Theatre's quality, professional productions form the cornerstone of the program, and – like NCT's School Performance Series – all schools participating in the Regional Touring Program receive curriculum guides for the featured NCT production. NCT's Education Director also communicates directly with teachers and administrators to help facilitate classroom lessons.

The Children's Theatre's established relationships with school administrators throughout Middle Tennessee provide the foundation needed to best serve students in outlying areas. Working together, we give students access to a professional theatre production and shared cultural experience. Children across the mid-state

region – many of whom would not otherwise have access to the performing arts – travel to different worlds, explore new issues and ideas, and join in magical adventures through theatre. Through NCT's regional touring program, these rural students will group up seeing a new and exciting professional theatre production every year. In FY04, NCT offered a two-week tour that served ten schools in four rural Middle Tennessee counties. The Children's Theatre touring performances served 3,730 schoolchildren, and NCT provided 1,863 free tickets to disadvantaged students. Through the regional touring program, Nashville Children's Theatre is moving one step closer to fulfilling its mission to bring meaningful professional theatre to audiences throughout Nashville and Middle Tennessee.

Year-Round Drama Classes and Theatre Training

At Nashville Children's Theatre, one of our guiding principles is that children and adults of all ages benefit from hands-on opportunities to develop their self-expression, personal creativity, and artistic talents. NCT's hands-on education programs are developed by the Theatre's Director of Education and Outreach, and over the last three seasons these year-round classes and summer camps have expanded to serve young people from ages three to eighteen. NCT's "Theatre for Threes" and "KinderDrama" classes provide opportunities for toddlers – together with their parents – to develop their interpersonal skills and imaginations. NCT's new Young Artist Company also provides teenagers to perform at community centers and other venues throughout Nashville; enrollment in the Children's Theatre's flagship Young Artist Company is by audition only, and auditions are scheduled regularly throughout the year.

During the academic year, NCT offers both after-school and Saturday morning drama classes. Throughout the summer months, the Theatre has week-long drama camps that can be taken individually or sequentially. The Children's Theatre also provides before and after-care to best serve working parents. During the 2003-04 season, 597 young people enrolled in NCT's drama classes and theatre camps, and the Children's Theatre sustained its commitment to make these programs affordable for families throughout the metro Nashville area. FY04 tuition for NCT's after-school and summer workshops ranged from \$40 to \$160, and NCT family subscribers received a 10% discount on all class tuition. Scholarships were also available for all NCT classes, and approximately 10% of all NCT drama students participated free-of-charge.

NASHVILLE CHILDREN'S THEATRE

MEMBERS OF THE BOARD OF TRUSTEES

2003-2004

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