

# THE GRAND



## A GRAND RENEWED

## 2019-2020 – A BANNER YEAR FOR ATTENDANCE

Prior to the COVID-19 related closure of our three indoor theaters, The Grand's 2019-2020 season was off to a strong start. With Broadway in Wilmington; diverse music, comedy, and variety shows; Stages of Discovery school matinees; sensory-friendly and family programming, we were on pace to exceed projections for our scheduled performances.

Furthermore, The Playhouse was on track to significantly augment attendance and revenue for the second half of FY20. This is noteworthy because when we assumed ownership of the theater, its operations were more distressed than initially thought. Over the past five years, our staff worked diligently to return The Playhouse to a position that would allow the venue to generate enough income to support the Broadway series and the organization as a whole. As we entered the third quarter of FY20, the ticket revenue from The Playhouse was finally on its way to providing that financial stability.



## THE GRAND'S IMMEDIATE COVID CLOSURE

On the opening afternoon of *The Play That Goes Wrong*, we were informed of the need to close all performance spaces for an indeterminate amount of time to help flatten the curve in Delaware. Much like many performing arts centers around the country, The Grand was unaware of exactly how long and how severe the ripples of this closure would last. In the subsequent days and weeks, it became clear our expected short closure would turn into an extended intermission, caused by the dramatic rise in cases but also the majority of artists choosing to stay off the road.

Staff contacted all patrons to assure them that their ticket money was safe and that The Grand's three theaters would be as well. Our team went to work pivoting our mission to a virtual medium with activities like "Color The Grand," "Storytime with Allyson," and rebroadcasts of 14 WHYY "On Tour" episodes that were filmed in Copeland Hall and the baby grand. We explored how to offer innovative programming that would be, under normal circumstances, outside of our usual artistic *modus operandi*. These activities did not go unnoticed by our patrons and we were rewarded with notes of thanks and appreciation from parents, teachers, and arts lovers alike.



## THE EMERGENCE OF OUTDOOR PERFORMANCES

In a year of uncertainty and adversity, The Grand experienced those hardships and yet applied the creative skills of its staff to continue to share the power of the arts, especially in a time of crisis for everyone. As the summer months approached, it became imperative that The Grand find a way to present live events to keep the organization in the forefront of our community's thoughts as well as keep our staff employed. After noticing a number of early players in the industry, The Grand announced and presented four drive-in concerts branded "Concerts by Car" in the parking lot of Frawley Stadium. In partnership with Light Action Productions, a similarly distressed company during this time of closure, The Grand erected a large outdoor stage with video screens and presented local bands in this innovative setting that attracted approximately 800 cars (or 2,000 people). Many attendees were thrilled to have an opportunity to enjoy live music in this alternative way aimed at keeping our patrons safe.



In addition, we continued our tradition of presenting Wilmington's Summer in the Parks series with the City's Department of Parks and Recreation. We showcased local talent at four evening concerts in neighborhood parks and created an artist

residency program at the William “Hicks” Anderson Community Center. The summer series returned in 2021 and showcased nearly 100 artists and served nearly 1,000 Wilmington residents over the two years.

As the weather changed and hosting outdoor concerts became more challenging, Grand staff went back to the drawing board and our drive-in movies began to take shape in partnership with the staff at Bellevue State Park. Paying tribute to our Broadway in Wilmington series, this series presented beloved movie musicals through the fall and returned in the spring of 2021 for an estimated 1,300 patrons.

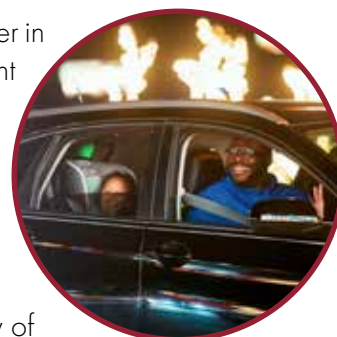


In the summer of 2021, The Grand, in partnership with New Castle County, presented one weekend of live outdoor entertainment at Rockwood Park. These lawn concerts (arranged in pod seating) represented another opportunity for the organization to adapt into a new outdoor location.

In total, The Grand served nearly 5,000 individuals during our drive-in concerts, parks, and movie events.

## **BRINGING JOY TO THE COMMUNITY DURING THE HOLIDAYS**

Perhaps the most impactful activity of our COVID closure would be the six-week run of our Winter in Wilmington Holiday Light Show, presented with the City of Wilmington, Riverfront Development Corporation, and Light Action Productions. Conceived in October of 2020, and opening mere weeks after receiving Board approval, The Grand transformed Wilmington’s Riverfront parking lots into a winter wonderland with more than 30 lit displays. Attracting over 10,000 cars, more than 37,000 individuals were able to share this new, joyful experience in a year when their normal family activities would be disrupted.



Thanks to several generous grants from the Delaware Community Foundation, the United Way of Delaware, and an anonymous donor, we were able to provide free tickets to 800 healthcare workers and their families.

## **PIVOTING TO VIRTUAL**

As the pandemic continued, most schools in the region were operating remotely with no field trips. In response, we created an online model of our educational series, Stages of Discovery. We presented many of the same artists who normally perform on our stages, and new ones whose work was now more accessible in a virtual manner. Over 100 classrooms participated in this unique online learning.

In the first quarter of 2021, The Grand staff focused their efforts on providing virtual live content. With support from a New Castle County Innovation grant, we acquired an impressive live-stream technology package that allows us to use a multi-camera set up to present our work globally. With this technology, we presented six local artists on the baby grand stage, providing them a rare opportunity to perform during the pandemic.



Beginning in March 2021, The Grand offered our patrons the opportunity to go behind-the-scenes with some of their favorite Broadway cast members as we signed on to the Broadway Cast Reunion Series. These Zoom-ish experiences allowed participants to hear from and engage with Broadway stars from musicals such as FROZEN, WAITRESS, and more at absolutely no cost to them. Over 20,000 patrons of our Broadway in Wilmington series were provided with access to these events.

## THE RETURN TO LIVE PERFORMANCES

This pandemic has dramatically underscored the importance of The Grand to the quality of life, education, and engagement of our community. As we begin to see an encouraging decline in positive cases, a rise in vaccinations, receptive audiences, and artists on tour again, we are optimistic about our FY22 indoor programming. We continue to monitor national re-opening guidelines and trends while adopting best practices from sister venues. Our plan is to begin a gradual re-opening phase starting in fall 2021. To date, our staff has programmed about half of a conservative 40 event 2021-2022 season. The pandemic has changed how people are consuming everything, especially their entertainment. Audiences and artists do not seem to require long lead times between on-sale announcements and performance dates. As a result, we anticipate adding to our season as we are able to monitor and respond to audience reception.



## CELEBRATING THE GRAND'S 150TH ANNIVERSARY

Concurrent with indoor programming plans, we are in the unique position of celebrating The Grand's sesquicentennial anniversary this December. We will celebrate this milestone with the community in meaningful ways that comply with health and safety guidelines for the time. Audiences can enjoy a three-month group art exhibit in The Grand Galleries, a day-long movie festival featuring the golden age of Hollywood, free building tours, a refreshed History Hallway, and a captivating conversation with the Delaware Historical Society.



This occasion will also serve as the announcement of the final public phase of our RISE (Rebuild, Invest, Strengthen, and Empower) campaign with a goal to raise \$5 Million to help re-open and restore the financial stability we had at the beginning of 2020. A successful campaign will enable The Grand to enter the next 150 years with a strong financial foundation.

## A TRANSFORMATIONAL GIFT

In spring 2021, The Grand lobbied for and received a \$5.75 Million grant from the Delaware State Legislature to tackle a long list of deferred maintenance projects, including the replacement, repair or upgrading of the Giacco building roof, HVAC system, carpeting, cast-iron façade, and theatrical equipment, as well as cosmetic improvements throughout the buildings.

In partnership with this grant, The Grand and The Playhouse on Rodney Square would like to acknowledge the immense generosity of Tatiana and Gerret Copeland for their transformational gift that has enabled the complete renovation of The Playhouse on Rodney Square, a well overdue capital project that now matches the quality of the performances on stage with the exquisite beauty of the building they are hosted in.

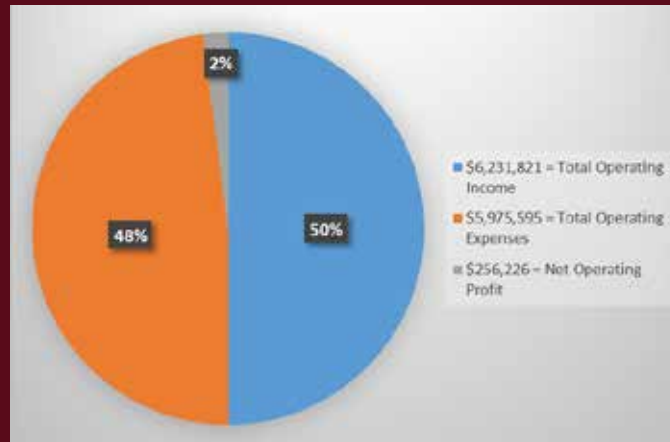


# FINANCIAL SUMMARY

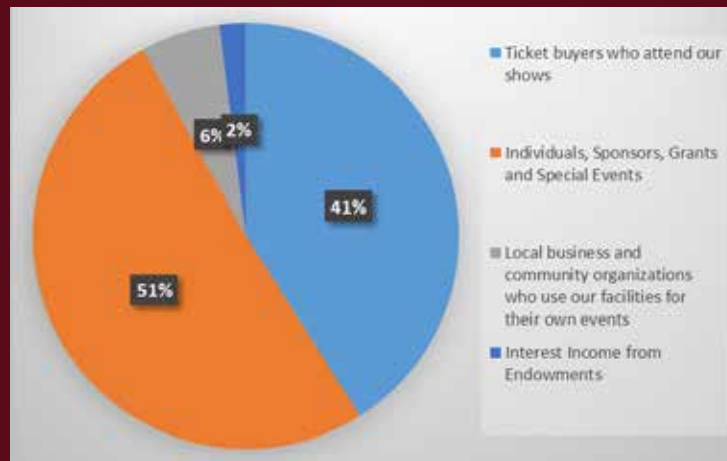
Fiscal Year 2020, presented another clean audit!

The financial report for the 2019-20 season is final. A copy of the Fiscal Year 2019 audit can be found on our website.

## FY2020 RESULTS (AUDITED)



## WHERE THE MONEY COMES FROM



## WHERE THE MONEY GOES





## FINANCIAL SUMMARY

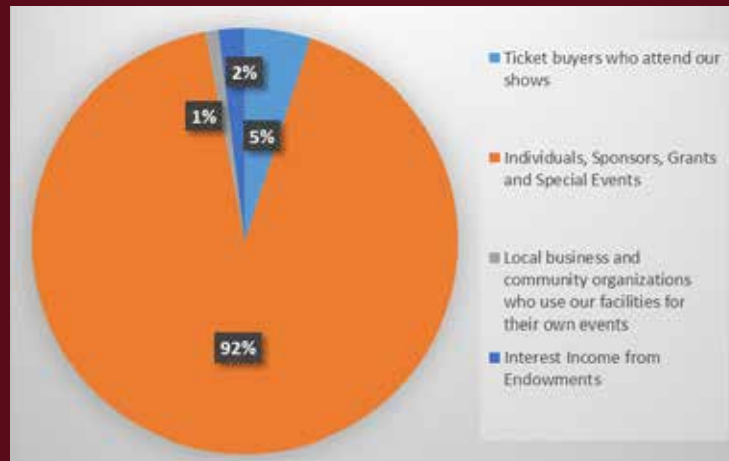
Fiscal Year 2020, presented another clean audit!

The financial report for the 2020-21 season is subject to a final audit. Fieldwork for the Fiscal Year 2021 audit is scheduled to begin December 13th. A copy of the Fiscal Year 2020 audit can be found on our website.

### FY2021 RESULTS (UNAUDITED)



### WHERE THE MONEY COMES FROM



### WHERE THE MONEY GOES



## **FINANCIAL HIGHLIGHTS FY20 & FY21**

**FY20 Payroll Protection Program \$618,560**

**FY20 Winter in Wilmington / Gala Night Netted \$226,261**

**FY21 Save Our Stages Grant \$1,919,032**

**FY21 Playhouse Renovation - Mr. & Mrs. Copeland \$1,000,000**

**FY21 State of Delaware Bond Bill Awarded \$5,750,000**

**FY21 Government Funding Awarded \$750,000**

**FY21 Longwood Foundation Grant Award \$500,000**

## **PANDEMIC PROGRAMMING (MARCH 2020 – AUGUST 2021)**

### Grand-Produced Digital Programs:

**Color The Grand online contest** (March 2020)

**Story Time with Allyson and Friends** (March-June 2020)

- *Are You My Mother?* read by Allyson Sands
- *It's Okay to Be Different* read by Amy Watson-Bish with Doreen Kelley, SIGNINterpreting Services
- *Giraffes Can't Dance* read by TAHIRA with music by Jonathan Whitney (percussion) and Lisa Vaupel (violin, DSO)
- *Grace for President* produced by City Theater Company, read by a cast of actors: John Hunsicker, Allyson Sands, Kennedy Davis, Ashley SK Davis, George Tietze, Kerry Kristine McElrone, and directed by George Tietze
- *Guess How Much I Love You* read by Allyson Sands

**Tiny Dancer with First State Ballet Theatre and The Rock Orchestra** (May-June 2020)

### Grand-Presented Digital Programs:

**WHYY "On Tour" Concerts** (April-May 2020)

- Asia
- Average White Band
- Carolina Chocolate Drops
- Chicago (parts 1 & 2)
- Dawes
- George Thorogood
- Los Lonely Boys
- Marilyn McCoo & Billy Davis Jr.
- Melissa Etheridge
- Pink Martini
- Richard Thompson
- Tower of Power
- War

**Stages of Discovery – Online** (January-June 2021)

- Black Violin
- *Chicken Dance* (ArtsPower Theatre On Demand)
- *From the Mixed-Up Files of Mrs. Basil E. Frankweiler* (ArtsPower Theatre On Demand)
- *Harriet Tubman: Straight Up Outta' the Underground* (The Children's Theatre of Cincinnati)
- *Hip Hop Body Rock #1* (Paige Hernandez)
- *Making Magic with the Scientific Method* (Bill Blagg)
- *Miss Nelson Has A Field Day* (Dallas Children's Theatre)
- *Pirate School! Follow Your Compass* (David Engel)
- *The Monster Who Ate My Peas* (ArtsPower Theatre On Demand)
- *Wings of Courage* (Mad River Theater Works)



### **Broadway Cast Reunion Series** (February-May 2021)

- *A Bronx Tale*
- *Come From Away*
- *Dear Evan Hansen*
- *Frozen*
- *Hadestown*
- *Jersey Boys*
- *My Fair Lady*
- *The Lion King*
- *Waitress*

### **Other Live Stream Programs**

- MAR 28, 2020: Ronapalooza
- JUN 19, 2020: Juneteenth 2020: A Day of Remembrance
- SEP 17, 2020: Gaelic Storm's Halfway to St. Pat's Concert
- APR 26, 2021: Broadway By The Year: Cole Porter
- MAY 10, 2021: Broadway By The Year: The Kander & Ebb Years
- MAY 24, 2021: Broadway By The Year: The Sir Andrew Lloyd Webber Years

### **Grand-Produced Live-Audience Events:**

#### **Concerts By Car at Frawley Stadium** (Summer 2020)

- JUL 3: The Rock Orchestra performs The Beatles
- JUL 17: Echoes (The American Pink Floyd)
- JUL 31: The Fuzaholics
- AUG 15: Montana Wildaxe

#### **Summer in the Parks with City of Wilmington Parks & Recreation** (Summer 2020 & 2021)

- JUL 15, 2020: Pristine Raeign at Holloway Park
- JUL 29, 2020: Jea Street Jr. at Father Tucker Park
- AUG 5, 2020: Delaware Children's Theatre & The Music School of Delaware at Union Park Gardens
- AUG 26, 2020: CCAC presents Richard Raw & the Word Warrior Band at the Sugar Bowl Pavillion
- JUL 6-30, 2020: Residency at WHACC
  - Delaware Institute for the Arts in Education
  - Delaware Shakespeare
  - JK Percussion/DiAE
  - Pieces of a Dream/DiAE
- JUL 20, 2021: The Music School of Delaware & OperaDelaware's Pop-Up Opera at Union Park Gardens
- JUL 27, 2021: Alfie Moss & Dexter Koonce Project at Kingswood Community Center
- AUG 3, 2021: Aziza Nailah & Company with MLK Voice 4 Youth at Father Tucker Park

- AUG 10, 2021: CCAC presents Stacey Harcum & Friends at Haynes Park
- JUL 9-AUG 20, 2021: Residency and Showcase at WHACC
  - Culture Restoration Project
  - DANCE4LIFE School of the Arts and Training Institute
  - First State Ballet Theatre

#### **Drive-In Cinema at Bellevue State Park** (Fall 2020 & Spring 2021)

- |  |   |
|--|---|
| • OCT 2: Pitch Perfect                   | • NOV 13: Hairspray   |
| • OCT 3: Mary Poppins                    | • NOV 14: Willy Wonka and the Chocolate Factory                 |
| • OCT 17: Bohemian Rhapsody              | • MAY 1: Chicago  |
| • OCT 18: The Greatest Showman           | • MAY 22: Dreamgirls  |
| • OCT 31: The Nightmare Before Christmas | • MAY 29: Rocketman <i>(cancelled due to weather)</i>           |
| • OCT 31: Halloween                      | • JUN 12: Newsies   |
| • NOV 6: Little Shop of Horrors          | • JUL 3: Mary Poppins Returns <i>(cancelled due to weather)</i> |

#### **Winter in Wilmington Holiday Light Show** (Winter 2020-2021)

- NOV 27, 2020-JAN 3, 2021: 24 nights

#### **Live @ 818** (Spring 2021)

- |                               |   |
|-------------------------------|---|
| • MAR 4: Dickens & Ballsworth | • APR 15: Richard Raw and the Word Warriors |
| • MAR 18: Spokey Speaky       | • APR 29: Maya Belardo                      |
| • APR 1: Lyric Drive          | • MAY 13: Jea Street, Jr.                   |

#### **Lawn Concerts at Rockwood Park** (Summer 2021)

- |                         |   |
|-------------------------|---|
| • JUN 25: Ryan Hamilton | • JUN 26: The Rock Orchestra performs The Who |
|-------------------------|---|

#### Fundraising Events:

- AUG 27, 2020: 2nd Annual Grand Golf Classic (Matthew Hubner, Ned & Scott)
- DEC 5, 2020: The 44th Annual Grand Gala Night at the Winter in Wilmington (Winter Wonder Band)
- JUN 21, 2021: 3rd Annual Grand Golf Classic (Matthew Hubner, Ned & Scott)

## **IN SUMMARY**

During the COVID-19 pandemic, The Grand produced 60 live-audience events (in person or live stream), 2 residencies, and 6 original videos featuring approx. 200 local artists (and 1 touring artist). The Grand also presented 39 digital programs produced by other artists and companies. Altogether, we served more than 42,000 live audiences and 30,000 online views.

## 2019-2022 BOARD OF DIRECTORS

Brian DiSabatino\* - Chairman  
 Francis J. "Skip" Pennella\* - Chairman  
 Joseph A. DePaulo, Jr.\* - Vice Chairman  
 Jeffrey M. Schlerf, Esq.\* - Secretary  
 Bruce Colbourn\* - Treasurer  
 Mark Fields\* - Executive Director - ex officio

Lishele Adams  
 Tatiana B. Copeland\*  
 Frederick J. Dawson  
 Carlos de los Ramos  
 Catherine Dean\*  
 Kelly Farnan  
 William Farrell

Drewy Nash Fennell, Esq.  
 David Ley Hamilton, Esq.  
 LaVerne Harmon, Ph.D.  
 Robert V.A. Harra, Jr.\*  
 Shannon Kauffman  
 Roger D. Kirtley  
 Steven Kochie

Ellen K. Levin  
 Andrew M. Lubin  
 Paula McDermott  
 William S. Montgomery  
 Domenic Pedante  
 Sue Robinson  
 Salvatore J. "Chip" Rossi, Jr.

Jennifer Rybicki  
 Shannon Thomas  
 Enid Wallace-Simms\*  
 Joe Westcott

*\*Members of the Executive Committee*

## 2019-2022 GRAND TRUSTEES

Lishcele Adams  
 Dick Baumbarger  
 Sandra Bihary-Waltz  
 Randall G. Burton  
 Michael Clement  
 H. Ronald Cohen  
 Carmen Crews-Hart  
 David A. Crout  
 Michael Czupryna  
 Carlos De Los Ramos  
 Joe del Tufo  
 Robert Dewey  
 Dr. Lanny Edelson  
 Dr. Jacqueline B. Faulcon  
 Kari Garratt

Kirk Noel Garratt  
 Larry D. Gehrke  
 Nicole Gracey  
 Arreon Harley  
 Diliaa Henry  
 Marcus Henry  
 Clayton Hill  
 Karl Kadar  
 Shaila Kapur  
 Melissa Kenny  
 Donald R. Kirtley  
 Kathy Ellen Klein  
 Theodore Lauzen  
 Nikki A Lavoie  
 Benjamin J. Ledyard

Frank Levy  
 Tim Litten  
 Emily Locke  
 Andrew Lubin  
 Dr. Garrett B. Lyons, Jr.  
 Timothy Lyons  
 Eric Mailloux  
 Kate Mailloux  
 Carol Mayhart  
 Glen P. Mayhart  
 Bruce McCubbin  
 Patricia McCubbin  
 William J. Meakem  
 David Nordheimer  
 Denise D. Nordheimer, Esq.

Ron Ozer  
 Grace Paoli  
 Dr. David Andrew Paul  
 Lorraine S. Przywara  
 Hayes Roberts  
 Jean A. Rodden  
 Charisse L. Rodgers  
 Renee Simonton  
 Leonard Sophrin  
 Barbara Stein  
 Robert Dick Stoddard, Jr.  
 John A. Thomas  
 Julie Topkis-Nason  
 Beth Wells  
 Susanne Williams

## 2019-2022 GRAND STAFF

Mark Fields, Executive Director  
 Stephen M. Bailey, Managing Director of Programming

Terrell Bailey  
 Tom Beaman  
 Eric Berman  
 Maryetta Binder  
 Amy Watson Bish  
 Ernie Bouey  
 Patrick Byrd  
 Cornelius Chapman  
 Mark Clapp  
 Lucy Clemens  
 Kadeem Collins  
 Jordan Cook  
 Brian Crowe  
 Terry Cruz  
 Terry Cruz, Jr.  
 Victor Cruz

John Curall  
 Julia Dougherty  
 Shaun Dougherty  
 Genevieve Fanelli  
 Kate Baker Frawley  
 Jennifer French  
 Scott French  
 Howard Fulton  
 Will Griffith  
 Elaine Gropp  
 Joseph Hamilton  
 Ray Harrington  
 Courtney Hayes  
 Othell Heaney  
 Chaka Hollis  
 Casie Huber

Matthew Hubner  
 Javon Jackson  
 Kimwana Johnson  
 Kirk Johnson  
 Michael Johnson  
 Chris Jones  
 Terri Kilgore  
 Melissa Leatherbury  
 Jessica Lewis  
 Paula Lockhart  
 James Macpherson  
 Christine Maiese  
 Pamelyn Manocchio  
 Stephen Manocchio  
 Rosalind Maxwell  
 Julian McCants

Kimberly Morton  
 Robert Parker  
 Eva Lynn Penn  
 Elaine Perkins  
 Taurus Pinkney  
 Barry Polish  
 Nancy Powell  
 Annette Rabasca  
 Ward Raison  
 Justin Reuschlein  
 Javone Roberts  
 Irving Rockmore  
 Adam Rodenboh  
 Sydney Root  
 Allyson Sands  
 Stacy Slocum

Rashunda Smullen  
 David Sokolowski  
 Natalie Stephens  
 Andy Truscott  
 Justin Vargus  
 Vernon Vassallo  
 Betty Waters  
 Bob Weir  
 Brittany Woodard  
 Chakiera Wright  
 J.C. Yeatman

*Includes both full and part-time  
 staff employed between  
 8/1/19 and 9/22/21*

# OUR SPONSORING PARTNERS

**We couldn't bring our mission to life without the support of many, many people and organizations, represented by the following:**

*(all donors of \$10,000 or more in FY2019)*

## FOUNDATIONS AND TRUSTS

ArtCo  
Aware Foundation  
Delaware Performing Arts Center (DPAC)

Laffey-McHugh Foundation  
Longwood Foundation  
Presser Foundation

Nellie B. Walrath Trust

## CORPORATIONS AND BUSINESSES

Bank of America  
Buccini/Pollin Group, Inc.  
Capital One  
Chemours  
Community Professional Loudspeakers

Corteva  
Delmarva Power  
DuPont Company  
Fox Rothschild, LLP  
JPMorganChase

M&T Bank  
PCS  
PNC Bank  
TD Bank  
Wilmington University

## GOVERNMENT

City of Wilmington  
Delaware Division of the Arts/State of Delaware

National Endowment for the Arts  
New Castle County

## INDIVIDUALS

Tatiana and Gerret Copeland  
Fred and Louise Dawson  
and 563 other households of loyal supporters of The Grand and its programs