

Portland Office of Arts & Culture

General Operating Support



Organization Information

Organization name: Artists Repertory Theatre

City: Portland Year organization founded: 1982

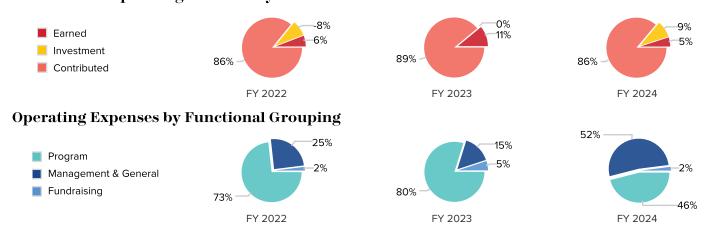
State: OR Organization type: 501(c)3 nonprofit organization
County: Multnomah

Federal ID #: 930828781 Fiscal year end date: 06-30

Applicant is audited or reviewed by an independent accounting firm.

Financial Summary					
Unrestricted Activity	FY 2022	FY 2023 %	Change	FY 2024 ⁹	% Change
Unrestricted operating revenue					
Earned program	\$92,207	\$151,730	65%	-\$227	-100%
Earned non-program	\$63,989	\$19,791	-69%	\$48,782	146%
Total earned revenue	\$156,196	\$171,521	10%	\$48,555	-72%
Investment revenue	-\$221,101	\$6,698	103%	\$91,106	1,260%
Contributed revenue	\$2,260,071	\$1,380,605	-39%	\$917,148	-34%
Total unrestricted operating revenue	\$2,195,166	\$1,558,824	-29%	\$1,056,809	-32%
Operating expenses					
Program	\$1,793,852	\$2,114,972	18%	\$569,494	-73%
Management & general	\$602,937	\$403,429	-33%	\$648,793	61%
Fundraising	\$41,505	\$144,583	248%	\$25,933	-82%
Total operating expenses	\$2,438,294	\$2,662,984	9%	\$1,244,220	-53%
Unrestricted change in net assets - operating	-\$243,128	-\$1,104,160	-354%	-\$187,411	83%
Unrestricted change in net assets - non-operating	\$0	\$1,066,343	n/a	-\$3,211,600	-401%
Unrestricted change in net assets	-\$243,128	-\$37,817	84%	-\$3,399,011	-8,888%
Restricted change in net assets	-\$320,602	-\$1,155,954	-261%	-\$356,907	69%
Total change in net assets	-\$563,730	-\$1,193,771	-112%	-\$3,755,918	-215%

Unrestricted Operating Revenue by Source



Balance Sheet					
Assets	FY 2022	FY 2023	% Change	FY 2024	% Change
Current assets					
Cash and cash equivalents	\$686,951	\$596,176	-13%	\$635,215	7%
Receivables	\$223,172	\$165,330	-26%	\$46,226	-72%
Investments - current	\$6,055,340	\$4,837,904	-20%		-100%
Prepaid expenses & other	\$171,631	\$134,810	-21%		-100%
Total current assets	\$7,137,094	\$5,734,220	-20%	\$681,441	-88%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$7,590,050	\$9,113,055	20%	\$15,955,389	75%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets	\$7,590,050	\$9,113,055	20%	\$15,955,389	75%
Total assets	\$14,727,144	\$14,847,275	1%	\$16,636,830	12%
Liabilities & Net Assets	FY 2022	FY 2023	% Change	FY 2024	% Change
Current liabilities					
Accounts payable and accrued expenses	\$70,479	\$96,497	37%	\$54,209	-44%
Deferred revenue	\$35,950		-100%	\$26,159	n/a
Loans - current	\$0		n/a	\$0	n/a
Additional current liabilities not listed above	\$44,487	\$861,598	1,837%	\$0	-100%
Total current liabilities	\$150,916	\$958,095	535%	\$80,368	-92%
Long-term/non-current liabilities					
Long-term/non-current loans	\$0		n/a	\$0	n/a
Additional long-term/non-current liabilities not	# 0		1-	# 0	/
listed above Total long-term/non-current liabilities	\$0 \$0		n/a	\$0 \$0	n/a
Total liabilities	\$150,916	\$958,095	n/a 535%	\$80,368	n/a -92%
Net assets	\$150,510	Ψ330,033	33370	ψου,σου	-32/0
Unrestricted	\$12,458,298	\$12,927,204	4%	\$16,114,162	25%
Restricted	\$2,117,930	\$961,976	-55%	\$442,300	-54%
Total net assets	\$14,576,228	\$13,889,180	-5%	\$16,556,462	19%
Total liabilities & net assets	\$14,727,144	\$14,847,275	1%	\$16,636,830	12%
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Balance Sheet Narrative

	ART has raised almost \$24.5 million on our \$30 million capital campaign goal and in spring of 2023 we will begin construction on the work that will return us to our theatrical home.
FY 2023	n/a
FY 2024	n/a

Balance Sheet Metrics FY 2022 FY 2023 % Change FY 2024 % Change Months of operating cash -- Unrestricted -21% -31% 3.38 2.69 1.86 Working capital -- Unrestricted \$4,868,248 \$3,814,149 -22% \$158,773 -96% Current ratio -- Unrestricted 33.26 4.98 -85% 2.98 -40% Net assets as a % of total expenses 598% 438% -27% 372% -15% Fixed assets (net) \$7,590,050 \$9,113,055 20% \$15,955,389 75% Condition of fixed assets 18% 15% 0% Leverage -- Unrestricted 0% n/a 0% n/a Total debt \$0 \$0 n/a n/a Debt service impact 0% 0% n/a 0% n/a

Months of operating cash -- unrestricted (Unrestricted Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted resources available for operations. This calculation of working capital may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.

Current ratio unrestricted (Unrestricted Current Assets divided by Unrestricted Current Liabilities) determines the organization's ability to pay current debt using current assets. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

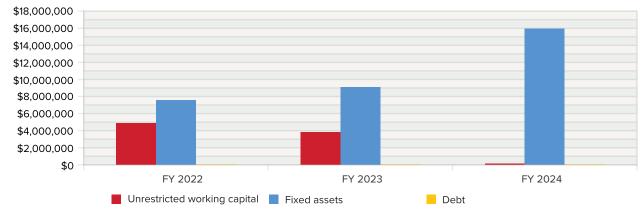
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets net is the value of all land, buildings, equipment, leasehold improvements and other property and equipment owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

Debt service impact (Total Debt Service, including principal and interest, divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

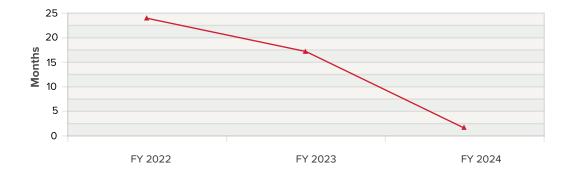
Components of Net Assets



Report Run Date:

1/14/2025

Months of Unrestricted Working Capital



Unrestricted Revenue Details					
Unrestricted Operating Revenue					
Earned - Program	FY 2022	FY 2023	% Change	FY 2024	% Change
Subscriptions	\$6,035	\$49,530	721%	\$0	-100%
Membership fees - individuals	\$0	\$0	n/a	\$0	n/a
Membership fees - organizations		\$0	n/a	\$0	n/a
Ticket sales & admissions	\$86,172	\$100,715	17%	\$8,230	-92%
Education revenue		\$1,485	n/a	\$0	-100%
Publication sales			n/a	\$0	n/a
Gallery sales			n/a	\$0	n/a
Contracted services & touring fees			n/a	\$0	n/a
Royalty & reproduction revenue			n/a	\$0	n/a
Earned - program not listed above			n/a	-\$8,457	n/a
Total earned - program	\$92,207	\$151,730	65%	-\$227	-100%
Earned - Non-program					
Rental revenue	\$2,406	\$5,500	129%	\$5,275	-4%
Sponsorship revenue			n/a	\$0	n/a
Attendee-generated revenue not listed above			n/a	\$4,685	n/a
Earned non-program not listed above	\$61,583	\$14,291	-77%	\$38,822	172%
Total earned - non-program	\$63,989	\$19,791	-69%	\$48,782	146%
Total earned revenue	\$156,196	\$171,521	10%	\$48,555	-72%

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Contributed	FY 2022	FY 2023	% Change	FY 2024	% Change
Trustee & board	\$10,400	\$18,905	82%	\$630	-97%
Individual	\$16,089	\$221,862	1,279%	\$353,226	59%
Corporate	\$7,210	\$13,181	83%	\$6,250	-53%
Foundation	\$362,250	\$106,833	-71%	\$108,669	2%
City government	\$19,100		-100%	\$45,000	n/a
County government	\$12,500		-100%	\$11,184	n/a
State government	\$60,000	\$224,850	275%	\$0	-100%
Federal government	\$914,872	\$145,706	-84%	\$0	-100%
In-kind operating contributions	\$4,723	\$27,424	481%	\$49,376	80%
Special fundraising events	\$72,536	\$36,605	-50%	\$0	-100%
Contributions not listed above			n/a	-\$22,550	n/a
Net assets released from restriction	\$780,391	\$585,239	-25%	\$365,363	-38%
Total contributed revenue	\$2,260,071	\$1,380,605	-39%	\$917,148	-34%
Operating investment revenue	-\$221,101	\$6,698	103%	\$91,106	1,260%
Total unrestricted operating revenue	\$2,195,166	\$1,558,824	-29%	\$1,056,809	-32%
Unrestricted non-operating revenue					
Other non-operating		\$1,573,066	n/a		-100%
Total unrestricted non-operating revenue	\$0	\$1,573,066	n/a	\$0	-100%
Total unrestricted revenue	\$2,195,166	\$3,131,890	43%	\$1,056,809	-66%
Total unrestricted revenue less unrestricted in-kind	\$2,190,443	\$3,104,466	42%	\$1,007,433	-68%
Total restricted revenue	-\$320,602	-\$1,155,954	-261%	-\$356,907	69%
Total revenue	\$1,874,564	\$1,975,936	5%	\$699,902	-65%
Total revenue less in-kind	\$1,869,841	\$1,948,512	4%	\$650,526	-67%

Revenue Narrative

FY 2022 Beginning in 2019 and continuing through the calendar year 2023, Artists Rep is operating ART on Tour, producing at venues across Portland while our theatrical home at 1515 SW Morrison Street is renovated. For most of our FY22 season our artistic home was at Portland Center Stage/The Armory. In FY22, ART returned to live theatre, although

things continue to be far from normal and are still very much impacted by the pandemic.

FY 2023 n/a

Report Run Date: 1/14/2025

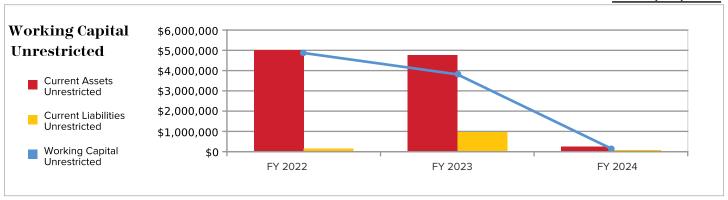
FY 2024 In FY24, Artists Rep experienced significant financial challenges due to the ongoing effects pandemic recovery, increased costs, and fundraising shortfall - resulting in the cancelation of our production season. We shifted focus to capacity building, stabilizing finances, fundraising, and completing the first phase of renovations to our theatrical home. We also focused on operations, artistic programming, and partnership development to prepare for the FY25

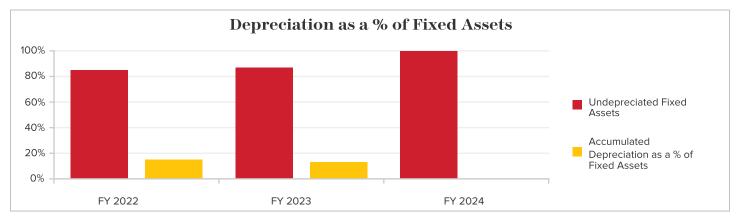
season back on our home stage.

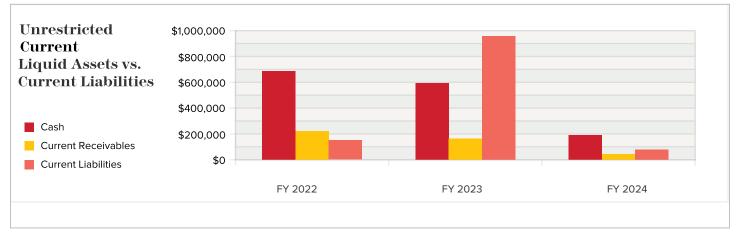
Expense Details					
	FY 2022	FY 2023 %	Change	FY 2024 %	Change
Personnel expenses - Operating					
W2 employee salaries, benefits, payroll taxes	\$1,235,599	\$1,214,378	-2%	\$788,774	-35%
Independent contractors	\$167,494	\$266,042	59%	\$145,283	-45%
Professional fees	\$166,669	\$252,454	51%	\$61,155	-76%
Total personnel expenses - Operating	\$1,569,762	\$1,732,874	10%	\$995,212	-43%
Non-personnel expenses - Operating					
Occupancy costs	\$325,240	\$271,332	-17%	\$12,000	-96%
Depreciation	\$60,000	\$55,360	-8%	\$60,739	10%
Non-personnel expenses not listed above	\$483,292	\$603,418	25%	\$176,269	-71%
Total non-personnel expenses - Operating	\$868,532	\$930,110	7%	\$249,008	-73%
Total operating expenses	\$2,438,294	\$2,662,984	9%	\$1,244,220	-53%
Non-operating personnel expenses	\$0	\$76,877	n/a	\$128,809	68%
Non-operating non-personnel expenses	\$0	\$429,846	n/a	\$3,082,791	617%
Total non-operating expenses	\$0	\$506,723	n/a	\$3,211,600	534%
Total expenses	\$2,438,294	\$3,169,707	30%	\$4,455,820	41%
Total expenses less in-kind	\$2,433,571	\$3,142,283	29%	\$4,406,444	40%
Change in net assets	-\$563,730	-\$1,193,771	-112%	-\$3,755,918	-215%

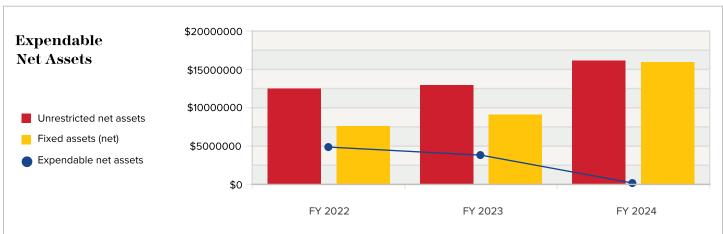
Expense Narrative

FY 2022	Due to COVID 19, ART reduced its annual operating budget from \$3.4 million to \$2.1 million. Our FY21 and FY22
	operating budgets were balanced.
FY 2023	n/a
FY 2024	From July 2023 through April 2024 we incurred Capital Campaign expenses related to active renovations to our
112021	building.



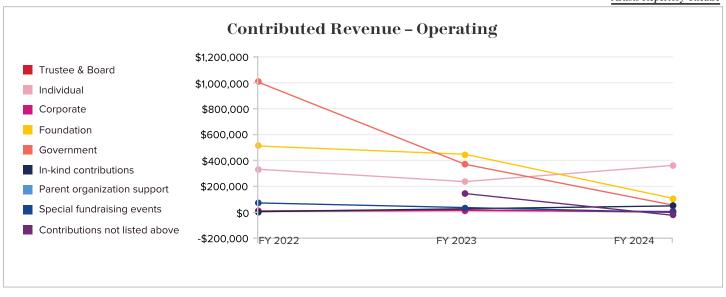






Report Run Date:

1/14/2025



Attendance					
	FY 2022	FY 2023	% Change	FY 2024	% Change
Total attendance					
Paid	8,205	4,724	-42%	1,928	-59%
Free	2,060	1,637	-21%	39	-98%
Total	10,265	6,361	-38%	1,967	-69%
In-person attendance					
Paid	8,205	4,724	-42%	1,928	-59%
Free	2,060	1,637	-21%	39	-98%
Total	10,265	6,361	-38%	1,967	-69%
Digital attendance					
Paid			n/a	0	n/a
Free			n/a		n/a
Total			n/a	0	n/a
In-person attendees 18 and under	174	445	156%	20	-96%
Programs in schools	FY 2022	FY 2023	% Change	FY 2024	% Change
Children served in schools	0		n/a	0	n/a
Hours of instruction	0		n/a	0	n/a

Memberships & Subscriptions

Membership					
	FY 2022	FY 2023	% Change	FY 2024	% Change
Membership fees individuals		\$0	n/a	\$0	n/a
Membership fees organizations		\$0	n/a	\$0	n/a

	FY 2022		FY 2023		FY 2024	
	# Members	Renewal Rate	# Members	Renewal Rate	# Members	Renewal Rate
Members individuals	278	0%			0	
Members organizations	0	0%			0	

	FY 2022		FY 2023		FY 2024	
	Low	High	Low	High	Low	High
Individual membership package prices	\$250	\$500			\$0	
Individual membership ticket/admission prices					\$0	
Organization membership package prices Organization membership ticket/admission					\$0	
prices					\$0	

Subscriptions					
	FY 2022	FY 2023	% Change	FY 2024	% Change
Subscription revenue	\$6,035	\$49,530	721%	\$0	-100%

	FY 2022		FY 2023		FY 2024	
	# Subscribers	Renewal Rate	# Subscribers	Renewal Rate	# Subscribers	Renewal Rate
Subscribers	278	10%	401	0%	0	

	FY 2022		FY 2023		FY 2024	
	Low	High	Low	High	Low	High
Subscription package prices	\$120	\$160	\$75	\$135	\$0	
Subscription ticket/admission prices	\$40	\$40	\$25	\$45	\$0	

Pricing Activity

	FY 2022		FY 2023		FY 2024	
	Low	High	Low	High	Low	High
Tickets/admissions	\$5	\$45	\$5	\$60	\$5	\$25
Subscription package	\$120	\$160	\$75	\$135	\$0	
Individual membership pacakge	\$250	\$500			\$0	
Organizational membership package					\$0	
Subscription ticket/admissions	\$40	\$40	\$25	\$45	\$0	
Individual membership ticket/admissions					\$0	
Organizational membership ticket/admissions					\$0	

			Artists Repertory Theat
Workspace Details			
	FY 2022	FY 2023	FY 2024
Workspace 1			
Street address	128 NW 11th Avenue	128 NW 11th Avenue	1515 SW Morrison St
City	Portland	Portland	Portland
State	OR	OR	OR
Zipcode	97209	97209	97205
Status (own/rent/donated)	Rent	Rent	Own
Square footage	5,000	5,000	3,000
Use (administration, program delivery, both)	Both	Both	Programmatic
	FY 2022	FY 2023	FY 2024
Workspace 2			
Street address	701 SW 6th Ave	3121 S Moody Avenue	1411 SW Morrison St, Ste 200
City	Portland	Portland	Portland
State	OR	OR	Oregon
Zipcode	97205	97239	97205
Status (own/rent/donated)	Rent	Rent	Rent
Square footage	1,000	5,000	500
Use (administration, program delivery, both)	Programmatic	Administrative	Administrative
	FY 2022	FY 2023	FY 2024
Workspace 3			
Street address	3121 S Moody Ave		
City	Portland		
State	OR		
Zipcode	97239		
Status (own/rent/donated)	Rent		
Square footage	5,000		
Use (administration, program delivery, both)	Both		
	FY 2022	FY 2023	FY 2024
Workspace 4			
Street address			

City State Zipcode

Status (own/rent/donated)

Square footage

Use (administration, program delivery, both)

Report Run Date: 1/14/2025

Both

Number of People	FY 2022	FY 2023	% Change	FY 2024	% Change
Employees: Full-time permanent	13	9	-31%	10	11%
Employees: Full-time temporary	11		-100%	0	n/a
Employees: Part-time permanent	2	3	50%	0	-100%
Employees: Part-time temporary	44		-100%	1	n/a
Volunteers	50	433	766%	128	-70%
Independent contractors	65	65	0%	31	-52%
Interns and apprentices	0	7	n/a	0	-100%
Total positions	185	517	179%	170	-67%

Personnel Expenses					
	FY 2022	FY 2023 %	Change	FY 2024 %	Change
Personnel expenses - Operating					
W2 employee salaries, benefits payroll taxes	\$1,235,599	\$1,214,378	-2%	\$788,774	-35%
Independent contractors	\$167,494	\$266,042	59%	\$145,283	-45%
Professional fees	\$166,669	\$252,454	51%	\$61,155	-76%
Total personnel expenses - Operating	\$1,569,762	\$1,732,874	10%	\$995,212	-43%
Total personnel expenses - Non-operating	\$0	\$76,877	n/a	\$128,809	68%
Total personnel expenses	\$1,569,762	\$1,809,751	15%	\$1,124,021	-38%

visual & Performing Artists					
	FY 2022	FY 2023	% Change	FY 2024	% Change
Number of visual & performing artists	99	65	-34%	30	-54%
Payments to artists & performers	\$687,464	\$511,929	-26%	\$7,500	-99%

Board Members						
	FY 2022	FY 2023	% Change	FY 2024	% Change	
Number of board members	11	9	-18%	7	-22%	
Trustee/board contributions	\$10,400	\$18,905	82%	\$630	-97%	

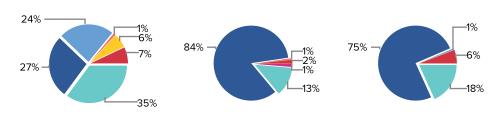
Covid-19 Impact			
	FY 2022	FY 2023	FY 2024
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off	0		3
Number of employees furloughed	0		0
Of those furloughed or laid off employees, how many (if any) have been brought back?	0		1

FY 2022 FY 2023 FY 2024

Employees by Type



Interns & Apprentices



A display value of 0% signifies a value of less than 0.5%

Program Activity

Report Run Date: 1/14/2025

In-person activity	FY 2	022	FY 2	023	FY 20	024
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	4	84	4	96	3	8
Productions (presented)					0	
Classes/assemblies/other programs in schools					0	
Classes/workshops (outside of schools)	5	5	0	0	1	12
Field trips/school visits			8	22	0	
Guided tours					0	
Lectures					0	
Permanent exhibitions					0	
Temporary exhibitions					0	
Traveling exhibitions (hosted)					0	
Films screened	2	3			0	
Festivals/conferences	1	7	0		1	30
Readings/workshops (developing works)	7	7	3	3	1	1
Community programs (not included above)			2	14	0	
Additional programs not listed above	0	0	0	0	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Report Run Date: 1/14/2025

Digital activity		FY 2022			FY 2023			FY 2024	
	Distinct offerings	# times digitally offered	On- demand	Distinct offerings	# times digitally offered	On- demand	Distinct offerings	# times digitally offered	On- demand
Productions (self-produced)									
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above									

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 20	022	FY 2	023	FY 2024	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$156,196		\$171,521		\$48,555	\$0
Contributed revenue	\$1,945,954		\$1,296,392		\$560,241	\$0
Operating expense	\$2,438,294		\$2,662,984		\$1,244,220	\$0

Program Activity					
	FY 2022	FY 2023 %	6 Change	FY 2024	% Change
Fiscally sponsored projects			n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies		2	n/a	1	-50%
Scholarships awarded			n/a	0	n/a
Amount awarded in scholarships			n/a		n/a
Other grants awarded			n/a	0	n/a
Amount awarded in grants			n/a		n/a
Public art installations		3	n/a	1	-67%
Works commissioned		4	n/a	2	-50%
Films produced			n/a	0	n/a
World premieres		1	n/a	0	-100%
National premieres			n/a	0	n/a
Local/regional premieres			n/a	0	n/a
Published works (physical)			n/a	0	n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)			n/a	0	n/a
Private lessons (digital)			n/a		n/a
Competitions			n/a	0	n/a
Open rehearsals			n/a	0	n/a

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

In 21/22 ART rolled out a pilot "Memberships" based ticketing option along with having a previously available Flex Pass subscription option for previous season subscribers to provide initial feedback on how to potentially best proceed with season ticket options coming out of COVID. Based upon this feedback, ART decided to not pursue the membership option and to continue subscriptions, flex passes and single ticket sales.
n/a
n/a

Mission and Constituency

Mission statement

Artists Repertory Theatre's mission is to produce intimate, provocative theatre and provide a home for artists and audiences of varied backgrounds to take creative risks.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Report Run Date: 1/14/2025

Urban

If the fields above are blank, this organization does not serve that demographic specifically.