# *Finance Report*
# *for*
# *Arts RAP Tax Disbursement*

*Date:* *November 1, 2018*

*Purpose:* *Discuss Amount for Kayenta Arts Foundation RAP Tax Distribution*

*Recommendation:* *Council Discretion*

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*Background:*

The city entered into an agreement with Kayenta Arts Foundation (KAF) for RAP Tax Funds. The city agreed to distribute to KAF not less than $3,000 or more than $10,000 from the 1/3 Arts portion of the RAP Tax. The City Council is to determine the amount for KAF during the month of November each year, with the disbursement occurring in January. KAF has requested $10,000 for this upcoming year and their application letter is attached.

City Council has the discretion to award KAF any amount between $3,000 and $10,000 annually. Staff does not have a recommendation and will carry out the Council decision.

A breakdown of the RAP Tax Funds is attached to this report.

Respectfully,

Wally Ritchie
Director of Finance

November 1, 2018

KAYENTA ARTS FOUNDATION

September 27, 2018

Ivins City Council
Attn: Dale Coulum, City Manager-Solicitor
Ivins City Hall
55 North Main St.

RE: Kayenta Arts Foundation's Report of Use of 2017 RAP Funds and Request for 2018 RAF Funds

Dear Council Members:

Kayenta Arts Foundation (KAF) submits the below Annual Report on its use of Ivins City 2017 RAP funds in fulfillment of its reporting requirement under its Memorandum of Understanding ("MOU") with the City. By this letter, KAF also requests that the City distribute $10,000 to KAF of 2018 RAP revenues allocated to the arts. KAF remains a 501(C)(3) Utah nonprofit corporation.

**Annual Report**

KAF received $10,000 in City RAP revenues for use during its 2018 fiscal year.

KAF is pleased to report that it has complied with the requirement in the MOU: Upon construction completion in October, 2017, KAF began an outfitting campaign to raise funds for sound and audio equipment, risers, stage props, a system for the hearing impaired, and a Yamaha grand piano. These were necessary additions for the presentation of professional performances. Together the cost of these items totaled $180,000 (approximately $30,000 more than the projection we provided you in September, 2017). These items were successfully purchased and installed with the assistance of the following sources:

| | |
|---|---|
| **Ivins City RAP Funds** | **$10,000** |
| Eccles Foundation Grant | $30,000 |
| In-Kind Piano Gallery Donation | $30,000 |
| Private Donations | $110,000 |

**Request for 2018 RAP Funds**

KAF respectively asks you to once again distribute the maximum $10,000 for use in 2018. KAF also anticipates requesting additional RAP funding under the competitive process. These funds will be used for two purposes. (1) To supplement our marketing efforts to draw patrons throughout the County and beyond to the Center and to Ivins City. (2) To supplement funding for diverse and socially important performances at the Center. Ticket revenues only pay 45% of our operating costs. We must rely on grants and donations in order to continue to provide our current level of programing.

We believe the community needs a venue that we are now able to provide, that bring performances such as The Neil Simon Festival and The Shakespear Festival from Cedar City to our local communities. We also provide to community the needed space for smaller professional and community performing arts organizations, as well as, science and community based lectures, the under served demographics like the Latino Dance Performances and business and social gatherings. We have also reached out to VISTA school, the Veterans Center and the absolutely free Street Painting Festival. (See attached a complete list of 2017-2018 events.)

During our 1st year of operation we reached out to Ivins and communities beyond. We believe the RAP funds are necessary to continue bringing enriching and intimate theatrical events, concerts, and much more to the citizens of Ivins as well as the greater community.

Background

Once construction and outfitting was completed, the Center began offering an extensive array of performances including performing arts companies throughout the region. The St. George Opera, St. George Dance Company, Diamond Dance Company, DSU Theater Department, Neil Simons Shakespeare Company from Cedar City and performers from as far afield as New York City consider the Center uniquely qualified in Southern Utah to provide a smaller, intimate venue to perform in.

KAF's mission statement is "To develop and create an environment that fosters diverse artistic endeavors for educational and enrichment purposes". We sincerely believe that the activities at the Center must continue to focus on these principles. We further believe that we must maintain a marketing program which reaches the broad sector of the regional community. Our marketing program must deliver the message that the Center brings diverse, important, and educational opportunities to the region and that Ivins is a destination that welcomes visitors to this type of artistic venue.

Our typical staged program costs from $2500 to $12,000 to deliver. Since October, 2017, the Center has presented 40 individual events, some of which played for up to 10 days. With your support, we will continue to offer these important programs.

By awarding our request at a maximum level, we will consider Ivins City a partner in drawing attention to the art centers offered in Ivins and as a prime sponsor Ivins City will be prominently displayed in our marketing information as well as our programs for each event.

Sincerely,

Jane Blackwell

Chairman of the Board

| DATE | Name of Show | # of Shows | % Tix Sold | # of Paid Tix | Unsold Tix | Total Revnue |
|---|---|---|---|---|---|---|
| | | | | | | |
| | Fall 2017 Offerings | | | | | |
| 10/20/17 | Title of Show | 6 | 28% | 195 | 495 | $4,840.00 |
| 10/30/17 | Halloween Opera | 2 | 104% | 240 | | $2,711.00 |
| 11/11/17 | Movement Market | 1 | | | | $2,049.00 |
| 12/05/17 | DSU Reading - "Sweat" | 1 | 3% | 4 | 111 | $89.00 |
| 12/07/17 | DSU Chamber Singers | 1 | 56% | 64 | 51 | $1,013.00 |
| 12/08/17 | Kurt Bestor Concert | 2 | 139% | 320 | -90 | $12,725.00 |
| 12/14/17 | Diamond Holiday Dance Performance | 8 | 108% | 998 | | $16,540.00 |
| 12/17/17 | Voyager/Ron Smith - Star of Bethlehem | 1 | 51% | 59 | 56 | $590.00 |
| | 1st Quarter Offerings | | | | | |
| 01/10/18 | Voyager/Ron Smith - Jupiter, Saturn, Beyond | 1 | 128% | 147 | | $1,438.00 |
| 01/30/18 | Neil Simon's 'The Dinner Party' | 5 | 49% | 284 | 291 | $8,050.00 |
| 02/05/18 | DSU Staged Reading 'Curious Incident' | 1 | 15% | 17 | 98 | $185.00 |
| 02/08/18 | Robert Longley Concert | 1 | 133% | 153 | | $4,465.00 |
| 02/10/18 | Moonlight Romance /St. George Opera | 1 | 61% | 70 | 45 | $2,780.00 |
| 02/13/18 | Coyote Tales 'Enchanted' | 1 | 85% | 98 | 17 | $1,470.00 |
| 02/15/18 | Soldiers Santuary | 1 | 10% | 11 | 104 | $135.00 |
| 02/16/18 | Vietnam Through My Lens | 4 | 42% | 195 | 265 | $5,810.00 |
| 03/07/18 | DSU Staged Reading 'Us. Here. Now' | 1 | 5% | 6 | 109 | $90.00 |
| 03/14/18 | Voyager/Ron Smith - Raven's, Pigeon's & Crows | 1 | 143% | 165 | | $1,530.00 |
| 03/20/18 | Neil Simon presents 'Driving Miss Daisy' | 5 | 86% | 496 | 79 | $14,365.00 |
| 03/24/18 | Jason Bonham Concert | 1 | 71% | 82 | 33 | $2,160.00 |
| 03/31/18 | Bach Concert - Private In home Event | 1 | 90% | 36 | 4 | $1,235.00 |
| | 2nd Quarter Offerings | | | | | |
| 04/07/18 | Concert Pianist Brandon Lee & Vocalist Mckenzie | 1 | 50% | 57 | 58 | $1,535.00 |
| 04/09/18 | Holocast survivor -Stanley Bernath | 1 | 117% | 134 | -19 | $2,010.00 |
| 04/20/18 | St. George Chamber Singers | 1 | 30% | 35 | 80 | $680.00 |
| 04/21/18 | Coyote Tales 'Art Matters' | 1 | 84% | 97 | 18 | $3,445.00 |
| 04/27/18 | ART | 10 | 46% | 531 | 619 | $15,216.00 |
| 05/05/18 | Latino Roots | 1 | 101% | 116 | -1 | $2,180.00 |
| 05/16/18 | Voyager/Ron Smith - The Search for Another Eart | 1 | 116% | 133 | | $1,326.00 |
| 05/17/18 | Connor Chee Navjo Pianist | 1 | 49% | 56 | 59 | $1,680.00 |
| 05/18/18 | David Jorgensen Tribute to James Taylor | 1 | 109% | 125 | -10 | $3,615.00 |
| 05/19/18 | Toga Party Dance Band | 1 | 11% | 13 | 102 | $260.00 |
| 05/24/18 | Other Desert Cities | 10 | 38% | 440 | 710 | $12,178.00 |
| | Summer Offerings | | | | | |
| 07/12/18 | Steel Magnolias | 10 | 34% | 386 | | $9,943.00 |
| 08/03/18 | 3Hattrio | 1 | 78% | 90 | 25 | $1,670.00 |

**Ivins City**
**RAP Tax Collections - Availability**
**As of October 31, 2018**

| | | | |
|---|---|---|---|
| Revenue - Oct to Oct | For 2018 | $ 112,427 | |
| | Less Reserve | (5,000) | Per City Council |
| | **Total Available for Distribution** | **$ 107,427** | |
| **1/3 Parks Portion of RAP Tax** | | **$ 35,809** | |
| **1/3 Recreation Portion of RAP Tax** | | **$ 35,809** | |
| **1/3 Arts Portion of RAP Tax** | | **$ 35,809** | |
| | Less Tuacahn Commitment | (10,000) | |
| | Less KAF Commitment | - | |
| | **Total Available** | **$ 25,809** | |