HOW DO YOU TOP NEARLY 100 YEARS OF THE ARTS?

{LOOK TO THE FUTURE}

ANNUAL REPORT FY19
AN EXPERIENCE LIKE NO OTHER

The Cabot Theater, a North Shore treasure, is a legacy of the visionary showmanship and architectural passion of North Shore residents, the Ware Brothers. The Theater opened on December 8, 1920 as a dream palace for vaudeville and silent movies and it was hailed as “the most impressive auditorium of its size east of New York.”

Today, the Cabot is a rare survivor. When the Cabot Performing Arts Center reopened its doors in 2014 after being vacant for two years, it was no less than a rescue mission. Out of the 20,000 grand movie palaces that once existed across the country, fewer than 250 remain.

SHARE THE PASSION

Our founders, a small group of forward-thinking business leaders and community visionaries, came together to honor a piece of Beverly’s prized history and this 1920 historic gem was saved — for the moment!

MISSION

As stewards of the historic Cabot Street Cinema Theater, the mission of the Cabot Performing Arts Center is to educate and engage the community through the presentation of high-quality performing arts and to enrich the cultural and economic life north of Boston.

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BC Contact Us
On October 19, 2019, The Cabot hosted its largest fundraiser ever, attracting over 300 guests to an evening like no other. Colorful entertainers like Samba dancers and a contact juggler mingled with guests, the theater buzzed with wonderful conversation among old and new friends, and we took time to reflect upon the meaningful legacies of Steve Dodge and Le Grand David's Magic Company.

By the end of the night, we had raised over $1 million for The Cabot's lobby restoration and renovation. We could never have achieved such an accomplishment without the amazing support of our donors, members, Board of Directors, and sponsors.

The Cabot is an experience like no other; deeply welcoming and unpretentious, intimate, exceptional and live. This grand dame of a theater still possesses timeless charm, but with all the modern amenities that can attract a contemporary audience.

And it’s right here in the North Shore of Boston and better than ever!

THE CABOT 100
To fully realize the potential of this extraordinary moment in time, The Cabot is embarking on a campaign to raise $6 million. The Cabot 100 campaign will culminate with The Cabot’s 100th birthday bash in 2020 to complete the renovations that the founders dreamed of when saving an important piece of our shared history.

To make a donation, please visit thecabot.org/donate

THE CABOT TURNS 99!
AN EVENING LIKE NO OTHER: THE CABOT TURNS 99 IN STYLE!

Imagine stepping into a grand high-ceilinged lobby, with an ornate rose window as a backdrop, and an original 1920's gilt-edged chandelier illuminating the space.

The Cabot is an experience like no other; deeply welcoming and unpretentious, intimate, exceptional and live. This grand dame of a theater still possesses timeless charm, but with all the modern amenities that can attract a contemporary audience.

And it’s right here in the North Shore of Boston and better than ever!

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To make a donation, please visit thecabot.org/donate

TRANSFORMING THE CABOT
Thanks to your help, The Cabot is better than ever!

Streetside at The Cabot
Created a funky, comfortable, and modern gathering place for sponsors, community events, and members.

Upgrade The Cabot Infrastructure
Replaced the aging and inefficient HVAC system, reinforced the roof, and added a state-of-the-art sprinkler system for increased safety.

Completed 2019

$260,000

$2,140,000

Return the Balcony and Upgrade the Lighting and Sound Systems
Added new and wider seats, access to the original opera boxes, and new lighting and safety features so that the balcony is as comfortable and sustainable as the orchestra level. Upgraded the theatrical lighting system, lighting and sound for an enhanced patron experience during live performances.

Completed 2019

$800,000

$2,140,000

$2,140,000

$800,000

$2,140,000

Return the Lobby to its original grandeur by exposing and restoring the original rose window, vaulted ceilings, and opulent neoclassical chandelier. Create a more spacious and upgraded box office, concessions and bar area to address the needs of today’s audience.

Scheduled to be Completed: Fall 2020

$750,000

$750,000

$750,000

$750,000

$750,000

$750,000

$650,000

$650,000

$650,000

$650,000

$650,000

$650,000

TOTAL Cost of Restoration and Modernization = $6,000,000
### The Cabot by the Numbers – FY19

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patrons</td>
<td>82,355</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td>$4,185,336</td>
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<tr>
<td>Members</td>
<td>615</td>
</tr>
<tr>
<td>Movie Showings</td>
<td>399</td>
</tr>
<tr>
<td>Sponsors</td>
<td>28</td>
</tr>
<tr>
<td>Community Groups</td>
<td>144</td>
</tr>
<tr>
<td>Revenue</td>
<td>$6,765,032</td>
</tr>
<tr>
<td>Members</td>
<td>335</td>
</tr>
<tr>
<td>Community Events</td>
<td>81</td>
</tr>
<tr>
<td>Email Subscribers</td>
<td>46,929</td>
</tr>
<tr>
<td>Press Hits</td>
<td>127</td>
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<tr>
<td>Live Events</td>
<td>1,515</td>
</tr>
<tr>
<td>Bags of Popcorn sold</td>
<td>8,255</td>
</tr>
<tr>
<td>Candy Sold</td>
<td>33,850</td>
</tr>
<tr>
<td>Facebook Followers</td>
<td>19,000</td>
</tr>
<tr>
<td>Total Facebook Shares, Reactions, Comments</td>
<td>615</td>
</tr>
<tr>
<td>Economic Impact</td>
<td>$6,765,032</td>
</tr>
</tbody>
</table>

#### The Cabot Lobby Project

The Cabot’s lobby urgently needs restoration to uncover the beautiful architectural details that make it an emblematic and rare example of a 1920s-era movie palace. We plan to restore the high vaulted ceilings and original rose window, recapturing the sweeping grandeur of the original entryway. The finished lobby will be named after The Dodge Family in honor of Board Chair Emeritus, Steven B. Dodge.

In addition to historical rehabilitation of these architectural gems, we plan to make substantial updates to the rest of the lobby, making it more comfortable, inviting, and functional for Cabot patrons. These updates will include the addition of an elevator that will make the second floor lobby accessible to our entire community.

In addition to the lobby renovations, there is much work to be done! Join our community as we raise the funds for the restoration and enhancement of the building’s facade, replacement of the roof, and additional restrooms and other patron amenities so The Cabot can be enjoyed for generations to come.

To make a donation, please visit thecabot.org/donate

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Photo Credit: Rocco Coviello
PUBLIC ART COMES TO THE CABOT

It would be hard to miss the two new murals on The Cabot’s exterior. During the summer of 2019 a committee of local business leaders and community members invited artists to paint murals that would embody our historic legacy in downtown Beverly and set the tone for the growth ahead of us.

The new murals exist alongside the murals from Le Grand David and His Own Spectacular Magic Company, which held shows in The Cabot for over 35 years. On our north-facing wall, Alex Senna’s mural entitled “Dreamers” pays tribute to the many artists who have visited The Cabot and inspired us all to dream a little bigger. On the south-facing wall, Helen Bur’s mural illustrates how the performing and visual arts, and all that they bring to our lives, uplift the community.

THE CABOT IS GOING GREEN!

Just as The Cabot is supported by the North Shore community, we want to help protect the air, water, and land that make our region such a wonderful place to live. The Cabot has launched Green The Cabot, transferring to compostable cups, lids, and straws in July.

We are also improving the way we handle waste, using a new trash, compost, and recycling system. Change is Simple, another Beverly nonprofit, has guided The Cabot staff through the process of becoming more environmentally friendly. We are proud to build partnerships that strengthen and expand our local community.
## FINANCIALS

### Cabot Performing Arts Center, Inc.
**Statements of Financial Position**

#### June 30

<table>
<thead>
<tr>
<th>ASSET</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$183,387</td>
<td>$249,257</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>141,466</td>
<td>88,995</td>
</tr>
<tr>
<td>Contributions Receivable, Current</td>
<td>47,760</td>
<td>58,466</td>
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<tr>
<td>Inventory</td>
<td>18,599</td>
<td>17,301</td>
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<tr>
<td>Prepaid and deferred program expenses</td>
<td>177,549</td>
<td>121,665</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>568,561</td>
<td>535,704</td>
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<tr>
<td><strong>Property and Equipment, Net</strong></td>
<td>4,520,834</td>
<td>3,995,008</td>
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<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions Receivable, Current portion and discount</td>
<td>129,110</td>
<td>60,403</td>
</tr>
<tr>
<td>Website, net</td>
<td>751</td>
<td>3,756</td>
</tr>
<tr>
<td><strong>Total other assets</strong></td>
<td>129,861</td>
<td>64,159</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$5,219,256</td>
<td>$4,594,871</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current portion of notes payable</td>
<td>$97,070</td>
<td>$155,000</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>243,832</td>
<td>177,157</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>93,576</td>
<td>57,038</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>454,478</td>
<td>389,196</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions Receivable, Current portion and discount</td>
<td>129,110</td>
<td>60,403</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>5,219,256</td>
<td>4,594,871</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Revenues</strong></th>
<th>Without Donor Restrictions</th>
<th>With Donor Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions, events and concessions</td>
<td>$4,191,978</td>
<td>$ -</td>
<td>$4,191,978</td>
</tr>
<tr>
<td>Contributions, gifts and grants</td>
<td>1,033,005</td>
<td>147,638</td>
<td>1,180,643</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>82,875</td>
<td>-</td>
<td>82,875</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>42,344</td>
<td>-</td>
<td>42,344</td>
</tr>
<tr>
<td>Memberships</td>
<td>112,131</td>
<td>-</td>
<td>112,131</td>
</tr>
<tr>
<td>Special event</td>
<td>86,245</td>
<td>-</td>
<td>86,245</td>
</tr>
<tr>
<td>Rental income</td>
<td>71,993</td>
<td>-</td>
<td>71,993</td>
</tr>
<tr>
<td>Interest income</td>
<td>540</td>
<td>-</td>
<td>540</td>
</tr>
<tr>
<td>Net investment income</td>
<td>966</td>
<td>-</td>
<td>966</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>130,368</td>
<td>(130,368)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td>$5,752,445</td>
<td>17,270</td>
<td>$5,769,715</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Expenses</strong></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services - Performing arts</td>
<td>4,492,101</td>
<td>-</td>
</tr>
<tr>
<td>Supporting services - Management and general</td>
<td>251,201</td>
<td>-</td>
</tr>
<tr>
<td>Fundraising</td>
<td>310,640</td>
<td>-</td>
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<tr>
<td><strong>Total supporting services</strong></td>
<td>561,841</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>5,053,942</td>
<td>-</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>698,503</td>
<td>17,270</td>
</tr>
</tbody>
</table>

| Net Assets - Beginning of Year | 2,978,790 | 189,369 | 3,168,159 |
| Net Assets - End of Year | $3,677,293 | $206,639 | $3,883,932 |
Since its opening, The Cabot has enjoyed close relationships with nearby restaurants and other businesses. Live performances at The Cabot attract locals and visitors alike, increasing foot traffic in downtown Beverly and drawing business to neighboring establishments. Individuals in the state of Massachusetts spend an average of $16.37 on food and drinks when attending an arts or cultural event. The Cabot’s goal is to keep that money in our community.

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More than just a theater, The Cabot is a community resource, a gathering space and a friendly neighbor. As a nonprofit, we understand that it’s important to support other organizations in the area. The Cabot frequently hosts nonprofit fundraisers, donates tickets to our neighbors at Pathways for Children and others, and offers free movie and concert tickets to a wide variety of charities and organizations that strengthen our community.

We are also proud to partner with Root, a Salem nonprofit that provides youth ages 16 to 24 with a pathway to employment and financial independence. Our theater snacks, as well as catering at large events, are provided by Root.

The Cabot is proud to support the many organizations in our community that are doing great things.

To be doing good deeds is man’s most glorious task.

~ Sophocles
Membership at the Cabot has been outstanding. What a great way to spend time with friends and family. We are so fortunate to have a theater like the Cabot right here in Beverly. The caliber of the shows and the historic theater combine for a unique experience for all ages.”

- Paula Reynolds, Onyx Member since February, 2018

MEMBERS

ONYX LEVEL
Julien Fredric Begien
Chuck Belisle
Kathleen Bothwick
Christa Corinelli
Paul Daneyh, Jr. and Paul Daneyh, Sr.
Jill Davidson-Moffie and Gary Moffie
Marie and James Dawson
Rosemary Fournier
Wayne Krupsky
Augie MacCurrach
Laura M May
Jennifer and Dan Mayer
Therese and Kurt Melden
Tani Musante
Ellen and Adam Pozek
Paula Reynolds
Richard Spenceley
Mark Weld

RUBY LEVEL
Rachael and Josh Abell
Julie Albanese Meagher
Bob Allen
Margaret and Dave Altman
William Beckman
Stephen Belleau
Donna and Henry Bertolon
Dan Berghes
Maureen Burt
Dawn Carlson
Patty Charette
Thomas Clarke
Sandra Cook and John Greci
Julie Costa
Jonathan Davis
Julie DeSilva
Mark Dixon
Mark Evans and Deborah Logan
Donald Femino
Valerie Forrest
Derek Gallant
Jean and Wayne Guider
Delanne and Christopher Haight
John Hall
Anthony Hanson and Philip Tye
Joyce and William Howard
Barbara Hubley

Julie Joyce
David Kayser
Bill Knopp
Peter Locke
Maureen McCarthy
Lisa McFadden
Lisa Middleton
Jeff Morrison
Kevin O’Connor
Noelle Palmer
Sean Parker
Barbara Poremba
Ruth Reilly
Paul Rideout
Joseph Runkle
Ralph Sevinor
Keith Shaughnessy
Wendy and Donald Sheppard
Daniel Shuman
Jean and Randall Sword
Cheryl Tivey and Alen Yan
Diane and Diane Torres
Pam Vartigan-Tremblay
Tina and Donald Tucker
Chris Crowley and Diana Vo
Jane and Lincoln Williams

Due to space constraints, Turquoise and Silver Members are not listed but are very much appreciated.

FOR A FULL LIST OF MEMBERSHIP BENEFITS GO TO WWW.THECABOT.ORG/MEMBERSHIP
$1,000,000 and above
Anne, Steven, and the Dodge Family
B

$500,000 and above
Anonymous
Byrne, Samuel and Tracey
B
The Loring Family
$250,000-
$499,999
The Bertolton Family
B
Dawson, Marie and James
B
Nordblom Family Foundation

$100,000-
$249,999
Cabot, Kate and John R.
Cabot, John G.
Connolly, Kathy and John
Gearen, Michael
Eddy, Jennifer and Thomas
Devereaux, Ann and Thomas
And Amy
Massachusetts Cultural Council/Mass Development
Siemasko + Verbridge/SV Design
talley, Joyce and Steven
Winn, Joseph
$50,000-
$99,999
Amelia Peabody Charitable Fund
Gates, Henrietta and Robert
Gelman, Mark
Goldenberg, Andrew
Morse, David and Karen
Carr
Siemasko, Miranda and Thaddeus
B
$25,000-$49,999
Ayer, Neil
Beverly Bank
Beverly Crossing
CMBS
Bex, William
Jaffe, Mark and Marcia Glassman-
Jaffe
Mahines, Marie and Robert
Mclaughlin, John
Mortgage Network, Inc.
B
Maskowitz, Emily and Steven
O’Connor, Kathleen and Kevin
B
Perkin Fund
Windover Construction
Zampell Family Foundation

$10,000-$24,999
Alexander, Esq.
Jane and Thomas
B
American Tower Foundation
Anonymous
Attenborough, Laura and Neale
B
Aubuchon Foundation
Fund
Avalon, Terry and John
Blitz Package
Cambridge Trust
Company
B
Chagin, Shelly and Ben
Chinlinsky, Jane
Cushing, Phila
Deary, Laurel and Craig
Devereaux, Melissa and Alex
B
Dunkin Donuts
Essex Community Foundation
Fall, Nora and Alexander
Glavsky & Glavsky
B
Howard, Jaydie and William
B
Immaniman, Darcy and Stephen
B
Iron Tree Service
LaCorte, Blair
Main Street Rockport Charitable
Foundation
Marum, LFP
Marina, Josie and Richard
B
Meridian
Associates
New England Biolabs
People’s United Community
Foundation of
Eastern
MA, Inc
Thompson, Dee and Mark
Ulen & Hague Financial
Van Allsburg, Lisa and Chris

$5,000-$9,999
Beverly Rotary
Club
B
Brady, Timothy
Brockwood Financial
Carlucci, Mary and Joseph
Coldwell Banker Real Estate
Company
MA
B
Carr, Angel and Chad
Cunningham, Dennis
Dawson’s True Value Hardware
B
Donald Combs
Drakosky, Sandy
EBSCO Industries, Inc.
B
Electric Insurance
Garriott Mattress
Eastern Bank
Ferraro, Eugene
Erickson, Thomas
Elder, Ross
Ericksen, Thomas
Ferraro, Eugene
First Republic Bank
Ford, Heather
Fouier, Theo
Frances, Beth and Richard
Friend Lumber
Galant, Heather and Derek
Glawsky, Mark
Good, John
Groves, James
Gray, Jon Barrett

- Board Members
S

DONORS & SPONSORS
Through October 31, 2019

Pho
DONORS & SPONSORS
Through October 31, 2019

Petryszyn, Christine
Phinney, Nancy
Pike, Matthew
Pierce, Richard
Pollard, Cecily
Poremba, Barbara
Pollard, Shelley
Pruchio Miedema, Cristina and David
Miedema
Raponi, Douglas
Ray, David
Reed, Lisa
Reeve, J.
Relly, Ruth
Renda, Samantha
Rideout, Paul
Rivera Krall Family Foundation
Robinson, Sarah
Robinson, Gracyn
Walker
Rogers, Geraldine
Ross-Masters, Paula
Rossi-Voorhees, Michelle
Roy, Charles
Rubin, Jeffrey
Ruston, Jim
Salem Chamber of Commerce
Salvanelli, Judith
Saporta, Lynne
Scaroni, William
Schofield, Thomas
Scheley Johnson, Jeremy
Shea, Cornelia
Shepley, Robert
Shephard, Donald
Shevlin, Craig
Seminole, Amy
Semaszko, Mark
Silva, Sheryl
Simoneau, Michael
Simons, Geoffrey
Simpson, Bruce
Skrabut, Kathleen and Eugene
Slate, Richard
Smeallie, James
Smith, David
Smith, Charles
Soward, Marilyn
Stark, Linda
Sterling Insurance Agency, Inc.
Ster, Ed
Sweet, Pamela
Sword, Randall
T-Mobile US
Taylor, Kathy
Thomson, John
Todd, Lydia
Torres, Weber
Trischel, John
Tupper, Andrea
Van Ness, Charles
Vartigan-Tremblay, Pam
Vacanti, Marion
Ward, Marion
Wardfield, Carol
Weathers, Weaver, Jean
Wells, Kevin
Willher, Joseph
Wilson, Richard
Wilson, Mikki
Woodin, Jennifer
WPJ Cleaning & Restoration, Inc
Yaffe, Lee
Yen, Alen
Zotto, Michael

THE CABOT CLUB - BE A PART OF THE BEST PERFORMING ARTS COMMUNITY ON THE NORTH SHORE!

Support our nonprofit mission to educate and engage the community through the presentation of high quality arts AND enjoy great benefits all year round.

The Cabot Club is a program that directly benefits the health and growth of the theater and brings you closer to other like-minded individuals who love the performing arts and supporting important community organizations.

Who are the members of The Cabot Club?
Our members are both new and long-time residents of Beverly and nearby communities. They are young professionals, retirees, working families, single, married, arts enthusiasts, full of community pride and committed to support organizations that enrich lives through bringing us live performances.

Sign up today to start enjoying benefits of the best club in town.

BENEFITS INCLUDE:
• Free and discounted tickets to movies and concerts
• Invitations to special events like our annual Academy Awards party
• Pre-sale access so you get the best seats
• And more!

Through October 31, 2019

Photo Credit: Mark Minelli

Photo Credit: Lauren Poussard
THE FOUNDERS
Henry Bertolon
William Howard
Richard Marino
Thaddeus S. Siemasko
Paul Van Ness

THE CABOT 100 COMMITTEE
Samuel T. Byrne, Chair
Martha Acworth
Philia Cushing
James Dawson
Andy Devereaux
Tom Dodge
Trip Hargrave
Stephen Immerman
Caleb Loring III
Adam Pozek
Lyn Shields
Holly Harrington Stern

THE CABOT LEADERSHIP TEAM
J. Casey Soward, Executive Director
Bob Stoneham, Director of Facilities & Administration
Kimberley Ballard, Director of Sponsorship & Development
Jill Davidson, Director of Concert & Event Operations
Nick Henry, Film Programmer
Amy Spillert, Contracts Manager
Lisa Champlin, Front of House Manager
Janea Duby, Box Office Manager
Craig Ungerholt, Social Media Manager
John LaPorta, Facilities Manager
Casey Cormier, Events Manager
Wally Orechia, Bar Manager
Jackie Rapisardi, Usher Manager
Jess Wagner, Office Manager

THE CABOT BOARD OF DIRECTORS
Stephen Immerman, Chair
Thaddeus S. Siemasko, Vice Chair
William Howard, Treasurer
Michael Milsam, Secretary
Steven B. Dodge, Board Chair Emeritus
Thomas Alexander
Henry Bertolon
Samuel T. Byrne
Annie Brown Coe
James Dawson
Alex Devereaux
Mark R. Jaffe
Richard Marino
David R. Masse
Robert McNees
Kevin O’Connor
Joyce Tadler

Photo Courtesy of A Night Wit Janis Joplin
Photo Courtesy of David Crosby
Back Cover Photo Credit: Mark Minelli