efile Public Visual Render			ObjectId: 201940729349301019 - Submission: 2019-03-13 T				T)	IN: 13-3218253
	000	Ro	turn of Organization	Exempt Fr	om Incom	ie Tay	(OMB No. 1545-0047
Form	990		•	•				2047
%		_	501(c), 527, or 4947(a)(1) of the				ions)	2017
Descri	ant of the Territor	•	Do not enter social security number	rs on this form as i	it may be made	public.		Open to Public
	nent of the Treasury Revenue Service	▶ G	Go to www.irs.gov/Form990 for	instructions and t	the latest infor	mation.		Inspection
		alendar voar in	or tay year beginning 00-01 201	7 and onding 0	8-31-2019			<u>-</u>
		C Name of organi	or tax year beginning 09-01-201 zation	, , and ending 0	0-31-2018	D Employe	r identif	ication number
B Che	ck if applicable:		ATER COMPANY			D Employe	. iuciilli	icación number
Addr	ess change	% JEFFORY LAV	WSON			13-3218	253	
	J -	Doing business						
Nam	e change					E Telephone	e number	
		Number and str	reet (or P.O. box if mail is not delivered to	street address) Room	m/suite		<u>11-5</u> 910	
Initia	Initial return 336 West 20th Street							
U Engl	roturn/torminated	City or town, ct	ato or province, country, and 718 or forci	gn postal codo		G Gross rec	eipts \$ 1	2,554,029
rinal	return/terminated	New York, NY	10011					
Ame	nded return					_		
Appli	cation pending							
		F Name and a JEFFORY LAWS	address of principal officer: SON		H(a) Is t	his a group ret	urn for	-
		336 West 20th				ordinates?		Yes No
		New York, NY	10011		,	all subordinate uded?	es	Yes No
I Tax	x-exempt status:	501(c)(3)	501(c) () ◄ (insert no.)	4947(a)(1) or	-	uueur No," attach a li	st. (see	instructions)
52	7					up exemption	-	-
J W	ebsite: ► WW	/W.ATLANTICTH	EATER.ORG			, - 		
		_					N -	-61
K Form	n of organization:	: Corporation	n Trust Association Oth	ner 🕨	L Year of for	mation: 1985	M State	of legal domicile: VT
	art I Sumi	mary						
1 6			zation's mission or most significant	activities:				
œ			S SIMPLY AND TRUTHFULLY UTILIZ		ENSEMBLE.			
Juc.					_			
Governance								
OVE	2 Ch. 1	is how -						
ত *	2 Check thi 3 Number of		ers of the governing body (Part VI, li	ne 1a)			3	26
ties &	4 Number o	of independent v	oting members of the governing bo	dy (Part VI, line 1b))		4	23
ΝĬ	5 Total num	nber of individua	als employed in calendar year 2017	(Part V, line 2a)			5	561
Activii	6 Total num	nber of voluntee	rs (estimate if necessary)				6	607
4	7a Total unre	elated business	revenue from Part VIII, column (C),	line 12		•	7a	0
	b Net unrel	ated business ta	exable income from Form 990-T, line	234	<u> </u>		7b	32,953
					F	Prior Year	\perp	Current Year
9		_	(Part VIII, line 1h)			2,973,8	_	3,756,062
Revenue	_		(Part VIII, line 2g)			8,087,8		8,083,145
æ		-	VIII, column (A), lines 3, 4, and 7d			1,8		3,500
		•	column (A), lines 5, 6d, 8c, 9c, 10c,			8,7	_	547,234
			8 through 11 (must equal Part VIII,		?)	11,072,3		12,389,941
			nts paid (Part IX, column (A), lines 1	-			0	0
	· ·		embers (Part IX, column (A), line 4)		0)	F 724.0	0	0
Expenses			tion, employee benefits (Part IX, col		.0)	5,734,8	0	6,276,425
E G		_	fees (Part IX, column (A), line 11e)					0
ă			Part IX, column (D), line 25))		5,182,2	63	5,682,831
	· ·	•	s 13–17 (must equal Part IX, column	-	<u> </u>	10,917,1		11,959,256
			Subtract line 18 from line 12	(11), IIIIC 23)		10,917,1	_	430 685

	1	Briefly describe the organization's mission or		CTIC ENCEMBLE			
Ce		TO PRODUCE GREAT PLAYS SIMPLY AND TRU	THRULLY UTILIZING AN ARTI	STIC ENSEMBLE.			
Governance							
Ne.							
	2	Check this box	a body (Port VI line 1a)			-	26
×8	3		, , , , ,			4	26
Activities	4	·	3 3 , ,	,			
M	5		, , ,	•		5	561
Act	6	(**			6	607
		Total unrelated business revenue from Part				7a	0
	b	Net unrelated business taxable income from	Form 990-T, line 34			7b	32,953
Net Assets or Fund Balances				Begi	nning of Current Year		End of Year
alar	20	Total accets (Port V. line 16)			0.011.103		12 210 750
AB		Total liabilities (Part X, line 16)			9,911,193	 	
ĕ,ĕ		. Total liabilities (Part X, line 26)			3,767,344		5,636,225
		22 Net assets or fund balances. Subtract line 21 from line 20					6,574,534
	ırt II	Signature Block	1.01.2				
		nalties of perjury, I declare that I have examing and belief, it is true, correct, and complete.	. 3	, , ,	•		,
	_	rledge.	becardion of preparer (other	r than officer) is be	sea on an imormatio	0	men preparer nas
					2019-03-13		
Sign		Signature of officer			Date		
Here		JEFFORY LAWSON MANAGING DIRECTOR					
		Type or print name and title					
		Print/Type preparer's name	Preparer's signature	Date	PTIN		_
Paid	4	7 77 37 3 3		2019-03-13	Check if P014	61372	
Pre		Firm's name WITHUMSMITHBROWN	PC	•	self-employed Firm's EIN		
Use							
USE	U	Firm's address 1411 BROADWAY 9TH F	LOOR		Phone no. (212) 751-	9100	
		NEW YORK, NY 10018					
May t	he I	IRS discuss this return with the preparer show	n above? (see instructions)			7	Yes No
For P	ape	erwork Reduction Act Notice, see the sepa	arate instructions.	Cat.	No. 11282Y		Form 990 (2017)

				Page 2		
Form	990 (2	017)				Page 2
Par	t III	Statement of Program Servi	ce Accomplis	hments		
		Check if Schedule O contains a resp	onse or note to	any line in this Part III		✓
1	Briefly	describe the organization's mission:				
THAT PLAY\ PLAY\ GREA ACTIN AESTI	PRODI VRIGH VRIGH T PLAY IG SCH HETICS NTENT	HEATER COMPANY IS AN AWARD-WILL JCES GREAT PLAYS SIMPLY AND TRU T ARE AT THE CORE OF THE CREATING TS, ARE BOLDLY INTERPRETED BY TO S IS ONLY HALF OF ATLANTIC'S MIS HOOL. FOUNDED IN 1983, THE SCHOOL TO, WHICH EMPHASIZES PRACTICAL S OF ITS PLAYWRIGHT. THE SCHOOL PROGRAMS.	THFULLY UTILIZ /E PROCESS. THI DDAY'S FINEST T SION. ATLANTIC OL'S METHODOL TEPS FOR MAKIN	ING AN ARTISTIC ENS E PLAYS IN THE ATLAN HEATER ARTISTS AND PERPETUATES ITS AC OGY IS BASED ON A S IG THEATER, RESPECT	EMBLE. THE STORY OF A PLAY A ITIC REPERTORY, FROM BOTH NE RESONATE WITH CONTEMPORA TING TECHNIQUE TO STUDENTS PECIFIC CREATIVE APPROACH K FUL WORKING RELATIONSHIPS,	ND THE INTENT OF ITS W AND ESTABLISHED RY ARTISTS. PRODUCING THROUGH THE ATLANTIC NOWN AS PRACTICAL THE STORY OF THE PLAY
2	Did th	e organization undertake any signific	ant program ser	vices during the year y	which were not listed on	
_		, ,	ant program ser	vices during the year v	Which were not listed on	Yes No
		ior Form 990 or 990-EZ?				Yes Vo
_		s," describe these new services on Sc				
3	Did tr	e organization cease conducting, or i	make significant	changes in how it cond	ducts, any program	
	servic	es?				🔲 Yes 💹 No
	If "Ye	s," describe these changes on Schedu	ıle O.			
4	Section	be the organization's program servic n 501(c)(3) and 501(c)(4) organizati ses, and revenue, if any, for each pro	ons are required	to report the amount		
4a	underg Vermo STAGI their e In add teachin one of musica) (Expenses \$ lantic Acting School is one of the most renoraduate drama program taught in conjunct int; and afterschool and summer programs NG SUCCESS, Atlantic partners with Brookl ntire student body with in-school, cross-cuition, Atlantics STUDENTS AND EDUCATOR: gartists, study guides, and post-show disk the companys two acclaimed ATLANTIC FO I by Melvin Tunstall III, Greg Borowsky and NG a play by Finegan Kruckemeyer.	ion with New York I for children and tee yn public high schor ricular theater class S SERIES provides s cussions with the pla R KIDS shows. 201	University; an accredited of ins. Atlantic also serves on ol Park Slope Collegiate ar ses. The program also off students from 30 NYC sch y's cast. Older students of 7-18 ATLANTIC FOR KIDS	conservatory program with classes in N ver 3,000 students through two distinct Id Harlem Public High School A. Philip I ers a 10-week afterschool mentorship p pools with tickets to Atlantic productions eceive tickets to Atlantic productions w productions included POLKADOTS: TH	lew York, Los Angeles, and tarts education programs. In Randolf High School to provide program for the schools seniors. For pre-show classroom visits with while younger children attend E COOL KIDS MUSICAL, a
4b	(Code:) (Expenses \$	5,816,164	including grants of \$) (Revenue \$	4,015,962)
U	Each s West 2 selecte the wo premie THE N	eason, Atlantic produces six productions at 0th Street and the 99-seat Stage 2 theater d based on the strengths of Atlantics 42-mr rld premieres of THIS AINT NO DISCO a ne re of the highly acclaimed HANGMEN by Manager GHT by Rajiv Joseph and THE GREAT LEAP prough new play development programmin	the companys two on West 16th Stre ember artistic ense w musical by Steph artin McDonagh and by Lauren Yee. In	theater spaces in the Che et. These productions are mble. Productions progran en Trask and Peter Yanov I the New York premieres addition to these production	Isea neighborhood of Manhattan: the 1 widely recognized for their quality and mmed as part of Atlantics recently comvitz and THE HOMECOMING QUEEN by of ON THE SHORE OF THE WIDE WORLD ons, Atlantic helps writers at all stages	99-seat Linda Gross Theater on scope and are frequently pleted 2017-18 season included Ngozi Anyanwu; the US D by Simon Stephens, DESCRIBE of their careers develop new
4c	(Code:) (Expenses \$	101,530	including grants of \$) (Revenue \$	100,402)
	their a	and theater spaces, when not being used fitistic ensembles, to help other theater edu heater companies the opportunity to bring es.	cation organization	s address social issues the	ough the use of theater, and to provid	e young or up and coming non-
	011					
4d		program services (Describe in Scheonses \$	lule O.) cluding grants of	\$) (Revenue \$)
45	· ·	program service expenses		·	, (ποτοπαο ψ	,
4e	Total	broardin service exhenses	10,459,2	J-1		Form 990 (2017)

а	пe

Form	990 (2017)			Page 3
Pai	t IV Checklist of Required Schedules			
			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A 22	1	Yes	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? 📽	2	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3		No
4	Section 501(c)(3) organizations.			
	Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4		No
5	Is the organization a section $501(c)(4)$, $501(c)(5)$, or $501(c)(6)$ organization that receives membership dues,			
	assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5		No
6	$ \ \text{Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right } \\$			
	to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets?			NI -
_	If "Yes," complete Schedule D, Part III 🥦	8		No
9	Did the organization report an amount in Part X, line 21 for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		No
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX, or X as applicable.			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	11a	Yes	
	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII S	11b		No
С	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		No
е	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 🐿	11e	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	11f	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a	Yes	
b	Was the organization included in consolidated, independent audited financial statements for the tax year?			N.
13	If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional st the organization a school described in section $170(b)(1)(A)(ii)$? If "Yes," complete Schedule E	12b		No
		13 14a		No
	Did the organization maintain an office, employees, or agents outside of the United States?	1-ta		No
	business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>	14b		No
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15		No
16	Did the organization report on Part IX, column (A), line 3, more than $$5,000$ of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16		No
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I(see instructions)	17		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	Yes	
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		No
	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		No
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		

21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II

21	No
22	No

Form **990** (2017)

	Page 4			
	990 (2017)			Page 4
Par	rt IV Checklist of Required Schedules (continued)			
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	Yes	No
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and	24a		No
b	complete Schedule K. If "No," go to line 25a	24b		
С	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes,"</i> complete Schedule L, Part I	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b		No
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes," complete Schedule L, Part II	26		No
27		27		No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L,			
	Part IV	28a		No
	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		No
c 29	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	28c		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation	29		No
31	contributions? <i>If "Yes," complete Schedule M</i> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	30		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?	31		No
33	If "Yes," complete Schedule N, Part II	32		No No
34	301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33		No
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		No
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section $512(b)(13)$? If "Yes," complete Schedule R, Part V, line 2	35b		
36	organization? If "Yes," complete Schedule R, Part V, line 2	36		No
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	
Pa	art V Statements Regarding Other IRS Filings and Tax Compliance			
	Check if Schedule O contains a response or note to any line in this Part V			
_			Yes	No
	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable			
С	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		

Form	990 (2017)			Page 5
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. 2a 561			
b	this return	2b	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	За		No
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b		
	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country:	4a		No
52	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR). Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		No
	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			No
	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5b		
٠	If res, to line 3a of 3b, did the organization me form 6000 1:	5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	Organizations that may receive deductible contributions under section 170(c).			
	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a	Yes	
	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	Yes	
	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		No
	If "Yes," indicate the number of Forms 8282 filed during the year			
е	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		No
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		No
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	Section 501(c)(7) organizations. Enter:			
а	Initiation fees and capital contributions included on Part VIII, line 12 10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities			
11	Section 501(c)(12) organizations. Enter:			
a	Gross income from members or shareholders			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)			
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.			
13	Section 501(c)(29) qualified nonprofit health insurance issuers.			
а	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans			
c	Enter the amount of reserves on hand	İ		
	Did the organization receive any payments for indoor tanning services during the tax year?	14a		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b		

7 of 21

- 15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N
 16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income?
- If "Yes," complete Form 4720, Schedule O

15	
16	

	Page 6 —			
Form	990 (2017)			Page 6
	rt VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No	n" resni	onse to l	
	8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI			
Se	ction A. Governing Body and Management		1	
			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year 1a 26			
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
b	Enter the number of voting members included in line 1a, above, who are independent 1b 23			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	Yes	
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	$ \label{lem:decomposition} Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . $	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets? .	5		No
6	Did the organization have members or stockholders?	6		No
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		No
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
а	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the			
	organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No
	organization's mailing address? If "Yes," provide the names and addresses in Schedule O		e.)	No
			e.) Yes	No No
Se				
Se 10a	ection B. Policies (This Section B requests information about policies not required by the Internal Revenue	e Code		No
Se 10a b	Did the organization have local chapters, branches, or affiliates?	10a		No
Se 10a b	Did the organization have local chapters, branches, or affiliates?	10a	Yes	No
Se 10a b 11a	Did the organization have local chapters, branches, or affiliates?	10a	Yes	No
Se 10a b 11a b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990.	10a 10b	Yes	No
Se 10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a	Yes Yes	No
Se 10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in	10a 10b 11a 12a	Yes Yes Yes Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b	Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c 13	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c	Yes Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c 13 14 15	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c	Yes Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c 13 14 15 a	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization	10a 10b 11a 12a 12b 12c 13	Yes Yes Yes Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c c 13 14 15 a b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c c 13 14 15 a b b	Did the organization have local chapters, branches, or affiliates? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Did the organization have a written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No
See 10a b 11a b 12a b c c 13 14 15 a b b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done. Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt	10a 10b 11a 12a 12b 12c 13 14 15a 15b	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No No
See 10a b 11a b 12a b c 13 14 15 a b b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No No
See 10a b 11a b 12a b c 13 14 15 a b b	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done. Did the organization have a written whistleblower policy? Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt	10a 10b 11a 12a 12b 12c 13 14 15a 15b	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No No
See 10a b 11a b 12a b c 13 14 15 a b 5 See See See See See See See See See S	Did the organization have local chapters, branches, or affiliates? If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? Describe in Schedule O the process, if any, used by the organization to review this Form 990. Did the organization have a written conflict of interest policy? If "No," go to line 13. Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done Did the organization have a written whistleblower policy? Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	10a 10b 11a 12a 12b 12c 13 14 15a 15b	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No No

	Own website 🚺 Another's website 🚺 Upon request 📗 Other (explain in Schedule O)
19	Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20	State the name, address, and telephone number of the person who possesses the organization's books and records: In the person who possesses the organization's books and records: In the person who possesses the organization's books and records: In the person who possesses the organization's books and records:

	Page 7	
Form 990 ((2017)	Page 7
Part VII	Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors	
	Check if Schedule O contains a response or note to any line in this Part VII	. \Box
Section	n A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees	

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

(A) Name and Title	(B) Average hours per week (list any hours	pers	an on on is	e bo botl recto	t che x, u n an	eck m nless office ustee	er)	(D) Reportable compensation from the organization	Reportable compensation from related organizations	(F) Estimated amount of other compensation from the
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(W- 2/1099- MISC)	(W- 2/1099- MISC)	organization and related organizations
(1) Olaf Olafsson chair	0.0	x		х				0	0	
2) Carol Auerbach Vice Chair	0.0	х		х				0	0	
3) Dan Gross Freasurer	0.0	х		х				0	0	
(4) Mary McCann DIRECTOR/SEC'Y/SCHOOL EXEC DIR	50.0	х		х				180,133	0	1,39
5) Joy Bunson DIRECTOR	0.0	х						0	0	
6) Clark Gregg DIRECTOR	0.0	х						0	0	
7) Gaye Slater Gross DIRECTOR	0.0	х						0	0	
(8) Wolf Hengst dirECTOR	0.0	х						0	0	
9) Hilary Hinckle DIRECTOR/TEACHER	1.0	х						35,714	0	

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	pers	an on on is	e bo both	t che x, u n an or/tr	nless office ustee)	er	(D) Reportable compensation from the organization (W- 2/1099- MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(10) Roger Kass	1.0	Х						0	0	0
DIRECTOR	0.0	^						0	U	o o
(11) Scott Korf	1.0									
DIRECTOR	0.0	Х						0	0	0
(12) Kevin R Lyle	1.0									
DIRECTOR	0.0	Х						0	0	0
(13) Deborah Magid	1.0									
DIRECTOR	0.0	Х						0	0	0
(14) Justin Mohatt	1.0									
DIRECTOR	0.0	Х						0	0	0
(15) ilona nemeth	1.0									
DIRECTOR	0.0	Х						0	0	0
(16) Betsy Pitts	1.0									
DIRECTOR	0.0	Х						0	0	0
(17) Mike Slosberg	1.0									
DIRECTOR	0.0	Х						0	0	0

			Pag	je 8	_								
Form 990 (2017)													Page
Part VII Section A. Officers, Directors	, Trustees, K	ey Em	ploy	ees	, ar	nd Hi	ghes	st Compens	ated	Employees	(cont	tinued)	
(A) Name and Title	(B) Average hours per week (list any hours	than d	one b	ox, ι in of	t ch unle fice	eck m ss per r and a	son	(D) Reportable compensation from the organization (W-		_		(F) Estimated amount of old compensation from the organization	ated of other sation
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	2/1099-MI	(SC)	(W- 2/109 MISC)	9-	organiza rela organiz	ted
(18) nancy sambuco	1.0	x							0		0		
DIRECTOR	0.0	 											
(19) Manny Weintraub DIRECTOR	0.0	x							0		0		
(20) Joanne R Wenig	1.0								_				
DIRECTOR	0.0	×							0		0		
(21) Susi Wunsch	1.0	x							0		0		
DIRECTOR (22) Ben Zinkin	1.0	-											
DIRECTOR	0.0	x							0		0		
(23) chris boneau	1.0	x							0		0		
(24) Blair Husain	1.0	×							0		0		
DIRECTOR (25) Jane King	0.0	 											
DIRECTOR	0.0	x							0		0		
(26) Mahlet Seyoum DIRECTOR	1.0	x							0		0		
(27) Jeffory Lawson	40.0			х				2	26,201		0		12,18
MANAGING DIRECTOR (28) Neil Pepe	40.0	1											
ARTISTIC DIRECTOR	0.0			Х				2	14,838		0		15,46
1b Sub-Total		<u></u>	<u> </u>		_	<u> </u> ▶			1		\perp		
c Total from continuation sheets to Part V	II, Section A				þ	•							
d Total (add lines 1b and 1c))	•		656,886			0		29,04
Total number of individuals (including but of reportable compensation from the organization)		those li	isted	abov	ve) v	who re	eceiv	ed more thar	s \$100	,000			
												Yes	No
3 Did the organization list any former office line 1a? <i>If "Yes," complete Schedule J for</i>			key	emp •	loye •	e, or	highe	est compensa	ted er	mployee on	3		No
4 For any individual listed on line 1a, is the organization and related organizations gro	sum of reporta	ble con								he			

compensation from the organization > 3

Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person No 5 **Section B. Independent Contractors** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year. (A) (C) Name and business address Description of services Compensation One City Block LLC, theatre/school rent 886,625 PO Box 823595 PHILADELPHIA, PA 19182 St Peter's Episcopal Church, theatre rent 211,719 346 West 20th Street NEW YORK, NY 10011 Global Scenic Services, PROD. SCENARY SERV 204,620 46 Brookfield Ave BRIDGEPORT, CT 06610

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of

Form **990** (2017)

-						Page 9) —					
Form C	990 (2017)											Daga Q
Part		of Devenue										Page 9
Fait			a rocno	nco or n	ata ta anı	, lina in t	hic Dort VIII					
	Check If Sched	lule O contains	a respo	inse or n	ote to any	((A) revenue	Rel e> fu	(B) ated or kempt nction	(C Unrel busir reve	ated ness	(D) Revenue excluded from tax under sections
	1a Federated campa	ians	12					re	venue			512 - 514
ats at	b Membership dues	-	1a 1b		205,136							
ran	c Fundraising even		1c		665,513							
9 E	d Related organizat		1d		003/013							
ifts	e Government grants		1e		759,400							
Contributions, Gifts, Grants and Other Similar Amounts	f All other contribution and similar amounts above	ns, gifts, grants,	1f		2,126,013							
ntribu d Oth	g Noncash contribu in lines 1a - 1f:\$	tions included	14.	.926								
S	h Total.Add lines 1a	-1f			>	-	3,756,062					
40					Busines	-	77.507002					
ž	2a TUITION INCOME					611600	4,5	14,015	4,514	,015		
e ve	b BOX OFFICE REVENUE	-				711110		35,263	2,635			
9	c PRODUCTION ENHANCE					711110		09,375		,375		
Ž	d RENTAL INCOME	02.12.11				532000		00,402	100	,402		
တ္တ	e CONCESSION INCOM	 F				711110		12,296	12	,296		
Program Service Revenue	f All other program : 9 Total.Add lines 2a-	service revenue			8,	.083,145		11,794	11	,794		
	3 Investment income			ntoroct	and other	.]						
	similar amounts) .			illerest,		•	3,790	5				3,796
	4 Income from invest			nd proc	eeds I	-	()				
	5 Royalties	<u></u>			. 1	•	547,234	1	547,234			
		(i) Rea	I	(ii) P	ersonal							
	6a Gross rents											
	b Less: rental expense	s										
	c Rental income or (loss)		0			0						
e	d Net rental income	or (loss) .					(D				
ē		(i) Securi	ties	(ii)	Other							
Other Revenue	7a Gross amount from sales of assets other than inventory		14,630									
	b Less: cost or other basis and sales expenses		14,926									
	C Gain or (loss)		-296			_						
	d Net gain or (loss)		٠.		•		-296	5				
	8a Gross income from (not including \$	fundraising ev 665,513										
	contributions repor		a		149,162	2						
	See Part IV, line 18 b Less: direct expense		ь		149,162	_						
	c Net income or (los			ents .								
	1							i				1

9a Gross income from gaming activities.				
See Part IV, line 19				
а	0			
b Less: direct expenses b	0			
c Net income or (loss) from gaming activit	ies	0		
10aGross sales of inventory, less				
returns and allowances				
a	0			
b Less: cost of goods sold b	0			
c Net income or (loss) from sales of inven	tory	0		
Miscellaneous Revenue	Business Code			
11a				
ь				
_				
c				
d All other revenue				
e Total. Add lines 11a-11d	•	0		
12 Total revenue. See Instructions				
	_	12,389,941	8,630,379	3,796

Ρ	-	_	_	-1	O

Form 990 (2017)				Page 10
Part IX Statement of Functional Expenses				Page 10
Section $501(c)(3)$ and $501(c)(4)$ organizations must complete all c	columns. All other orga	anizations must comp	olete column (A).	
Check if Schedule O contains a response or note to an	v line in this Part IX			
<u>'</u>	y iiile iii tiiis Fait ix .	(B)	(C)	
Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	Program service expenses	Management and general expenses	(D) Fundraisingexpenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	0			
2 Grants and other assistance to domestic individuals. See Part IV, line 22	0			
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.	0			
4 Benefits paid to or for members	0			
5 Compensation of current officers, directors, trustees, and key employees	680,055	429,860	150,183	100,012
6 Compensation not included above, to disqualified persons (as defined under section $4958(f)(1)$) and persons described in section $4958(c)(3)(B)$	0			
7 Other salaries and wages	4,551,464	3,983,947	344,643	222,874
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	74,687	74,687		
9 Other employee benefits	443,841	380,389	34,329	29,123
10 Payroll taxes	526,378	444,867	49,340	32,171
11 Fees for services (non-employees):				
a Management	0			
b Legal	52,135	51,662	473	
c Accounting	38,370		38,370	
d Lobbying	0			
e Professional fundraising services. See Part IV, line 17	0			
${f f}$ Investment management fees	0			
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	734,107	728,862	4,995	250
12 Advertising and promotion	459,619	459,390		229
13 Office expenses	88,203	80,265	7,056	882
14 Information technology	0			
15 Royalties	12,330	12,330		
16 Occupancy	1,162,458	1,007,017	144,375	11,066
17 Travel	99,043	96,522	563	1,958
18 Payments of travel or entertainment expenses for any federal, state, or local public officials .	0			
19 Conferences, conventions, and meetings	0			
20 Interest	89,297		89,297	
21 Payments to affiliates	0			
22 Depreciation, depletion, and amortization	351,601	319,957	28,128	3,516
23 Insurance	138,339	125,240	11,723	1,376
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PRODUCTION EXPENSES	1,302,701	1,302,701		
b FOOD/LODGING/PER DIEM	428,531	361,744	22,797	43,990
c MAINTENANCE AND REPAIRS	243,207	221,318	19,457	2,432

	not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraisingexpenses
	d CC CHARGES/BANK FEES	173,629	140,532	6,736	26,361
	e All other expenses	309,261	237,964	20,669	50,628
25	Total functional expenses. Add lines 1 through 24e	11,959,256	10,459,254	973,134	526,868
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here : if following SOP 98-2 (ASC 958-720).				

				—— Page 11 ————			
Forn	n 990	(2017)					Page 1
	art X	Balance Sheet					
		Check if Schedule O contains a response or not	o to or	ay line in this Bort IV			
		Check if Schedule O contains a response of flot	e to ai	iy iiile iii tiiis Pait ix	(A)		(B)
					Beginning of year		End of year
	1	Cash-non-interest-bearing			2,150,241	1	3,401,24
	2	Savings and temporary cash investments		[802,845	2	1,076,288
	3	Pledges and grants receivable, net			433,775	з	958,303
	4	Accounts receivable, net		[53,076	4	116,422
	5	Loans and other receivables from current and fo	rmer o	officers, directors,			
		trustees, key employees, and highest compensa			0	5	
	6	Part II of Schedule L Loans and other receivables from other disqualit	fied pe	rsons (as defined under			
		section 4958(f)(1)), persons described in section		. , , , , ,	•		
		contributing employers and sponsoring organizations voluntary employees' beneficiary organizations		, , , ,	0	6	'
şţ	7	Ratel an Subantifeteivable, net : : : :	•		0	7	(
Assets	8	Inventories for sale or use			0	8	(
A	9	Prepaid expenses and deferred charges			570,145	9	372,440
	10a	Land, buildings, and equipment: cost or other					
		basis. Complete Part VI of Schedule D	10a	9,977,556			
	b	Less: accumulated depreciation	10b	3,898,566	5,716,253	10 c	6,078,990
	11	Investments—publicly traded securities .			0	11	(
	12	Investments—other securities. See Part IV, line	11 .		0	12	(
	13	Investments—program-related. See Part IV, line	11 .		0	13	(
	14	Intangible assets			0	14	(
	15	Other assets. See Part IV, line 11			184,858	15	207,069
	16	Total assets. Add lines 1 through 15 (must equ	al line	34)	9,911,193	16	12,210,759
	17	Accounts payable and accrued expenses			405,363	17	980,22
	18	Grants payable		_	0	18	
	19	Deferred revenue		-	1,643,007	19	3,121,069
	20	Tax-exempt bond liabilities	• •	• • •	0	20	
es	21	Escrow or custodial account liability. Complete F		H	0	21	
Liabilities	22	Loans and other payables to current and former key employees, highest compensated employee					
ap		persons. Complete Part II of Schedule L	o, ana	aisquaiiiieu	0	22	
	23	Secured mortgages and notes payable to unrela	ted thi	ird parties	1,225,000	23	1,150,000
	24	Unsecured notes and loans payable to unrelated	third	parties	0	24	
	25	Other liabilities (including federal income tax, pa	ayable	s to related third parties,	493,974	25	384,93
		and other liabilities not included on lines 17 - 24	ł).				
	26	Complete Part X of Schedule D Total liabilities. Add lines 17 through 25			3,767,344	26	5,636,22
S							
ce		Organizations that follow SFAS 117 (ASC 9					
au	27	complete lines 27 through 29, and lines 33	and 3	4.	5,611,797	27	6,055,448
Ba	28	Temporarily restricted net assets			532,052	28	519,086
pul	29	Permanently restricted net assets		<u> </u>	0	29	
or Fund Balances		Organizations that do not follow SFAS 117	-				
0	30	check here and complete lines 30 t Capital stock or trust principal, or current funds	hroug	h 34.		30	
sets	31	Paid-in or capital surplus, or land, building or eq		F		31	

6,574,534

12,210,759

32

33

34

6,143,849

9,911,193

19 of 21 9/23/19, 11:31 AM

 ${\bf 32} \quad \hbox{Retained earnings, endowment, accumulated income, or other funds}$

Total liabilities and net assets/fund balances

	Page 12				
Form	990 (2017)				Page 12
Pa	rt XI Reconcilliation of Net Assets				
	Check if Schedule O contains a response or note to any line in this Part XI				
1	Total revenue (must equal Part VIII, column (A), line 12)	1		12,	389,941
2	Total expenses (must equal Part IX, column (A), line 25)	2		11,	959,256
3	Revenue less expenses. Subtract line 2 from line 1	3			430,685
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		6,	143,849
5	Net unrealized gains (losses) on investments	5			
6	Donated services and use of facilities	6			
7	Investment expenses	7			
8	Prior period adjustments	8			
9	Other changes in net assets or fund balances (explain in Schedule O)	9			
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10		6,	574,534
Pa	rt XII Financial Statements and Reporting				_
	Check if Schedule O contains a response or note to any line in this Part XII				~
				Yes	No
1	Accounting method used to prepare the Form 990: Cash Accrual Other				
•	If the organization changed its method of accounting from a prior year or checked "Other," explain in				
	Schedule O.				
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2a		No
	If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed	on a			
	separate basis, consolidated basis, or both:				
	Separate basis Consolidated basis Both consolidated and separate basis				
			2b	V	
D	Were the organization's financial statements audited by an independent accountant?		2D	Yes	
	If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate consolidated basis, or both:	basis,			
	Separate basis Consolidated basis Both consolidated and separate basis				
c	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight				
	of the audit, review, or compilation of its financial statements and selection of an independent accountant?		2c	Yes	
	If the organization changed either its oversight process or selection process during the tax year, explain in Sche	dule O.			
2-	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Sir	nale			
38	Audit Act and OMB Circular A-133?	igie	За		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the requi	red			
	audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		3b		
				orm QQ	(2017)

Form 990 (2017)	
	Datum to Farm
Additional Data	Return to Form
Software ID:	
Software Version:	
Form 990, Special Condition Description:	
Special Condition Description	