

**AGENDA
VILLAGE OF SKOKIE
PERFORMING ARTS CENTER BOARD**

**February 13, 2023 at 7:00 p.m.
NORTH SHORE CENTER FOR THE PERFORMING ARTS IN SKOKIE
Conference Room**

1. CALL TO ORDER

2. APPROVAL OF MINUTES OF PREVIOUS MEETING
 - A. Board Meeting January 9, 2023

3. FINANCIAL STATEMENTS
 - A. December 31, 2022

4. OPERATIONS REPORT / PFM
 - A. Executive Director's Report
 - B. Programming Update
 - C. Marketing Report
 - D. Calendar of Upcoming Events

5. OLD BUSINESS

6. NEW BUSINESS

7. ADJOURNMENT

The next PAC Board meeting is Monday, March 13, 2023 at 7:00 p.m.

MINUTES OF
VILLAGE OF SKOKIE
PERFORMING ARTS CENTER BOARD
Monday, January 9, 2023 7:00 P.M.

A *REGULAR MEETING* OF the Performing Arts Center Board was held at the North Shore Center for the Performing Arts in Skokie, Illinois, on Monday, January 9, 2023.

CALL TO ORDER: The Regular Meeting was called to order at approximately 7:00 p.m. New Executive Director Lynn Cannon was introduced. Janis Fine then made the motion to approve the Minutes. The motion was seconded by Andrea Siegel. The Minutes were then approved by the Board.

BOARD MEMBERS PRESENT: Terrence Guolee; Janis Fine; Alex Franz; Barbara Reeder; Andrea Siegel; Ann Tennes (via phone)

BOARD MEMBERS ABSENT: Barry Layfer; Rene Roy; Norm Rosen (ex-officio)

OTHERS PRESENT: Executive Director Lynn Cannon; Interim Executive Director/Director of Marketing & Communications Joseph Alaimo; Manager of Concerts/Marketing Assistant Merrill Miller; Business Manager Steph Shryock; Regional Vice President, VenuWorks HR Cook,

OPERATIONS REPORT:

In this time of transition, Alaimo said department heads have been taking care of things and turning to him when decisions needed to be made. John Siehl was in the office mid-December so he was on hand for anything. Beyond that, Alaimo occasionally reached out to John and/or H.R. Cook by phone when needed, but mostly they kept things moving along.

CAPITAL IMPROVEMENTS:

Alaimo reported that canopy renovation project bids came in and further discussions were had to get to a place to be able to move the project forward. Work is still scheduled to begin in March.

New back-up power generator that supplies electricity to emergency lights project is underway. Installation dates pending equipment delivery.

PROGRAMMING/MARKETING:

Since the November PAC Board meeting, the Center presented several successful productions including a sold-out performance of *Swan Lake* on November 16, Canadian Brass on November 18, Fleetwood Mask on November 19, and three performances of *The Nutcracker* on December 2 and 3, which was nearly 90% sold and was well over projected goals even with performance date shifts (Fri & Sat instead of Sat & Sun).

The NSCPA Foundation held its annual benefit in association with the Fleetwood Mask performance on November 19. It was a well-attended pre-show event that included a 50/50 raffle in the main lobby.

Recent rental events included WBAC Grand Prix (Nov 26) which was an all-day ballet dance competition, and a sold-out performance of Chicago Gay Men's Chorus on December 4. The Center's calendar over the next few months is packed with rental clients nearly every weekend and many weeknight rehearsal dates as well.

Music Theater Works closed out their 2022 season with a run of Irving Berlin's *White Christmas* in the Center Theatre from December 14 through January 1. Their 2023 season kicks off in March with *Avenue Q* in the North Theatre. Northlight Theatre presented *Georgiana and Kitty: Christmas at Pemberley* in the

North Theatre from November 26 through December 24. Their next production is *Andy Warhol in Iran* in the North Theatre from January 19 to February 19.

Alaimo and Merrill Miller reported on marketing plans for upcoming shows. New and returning artists were reviewed for Board endorsement, including *Dog Man: The Musical*, *Christone Kingfish Ingram*, *Little Feat*, *Melissa Villasenor*, *Jordan Rudess*, *Justin Hayward*, *Craig Robinson*, *Gavin DeGraw*, *Atlanta Rhythm Section*, *Fishbone*, *Brad Williams*, *Martin Barre*, *Colin Hay*, *Timothy B. Schmidt* (of *The Eagles*), *The Wallflowers*, and *Toad the Wet Sprocket*.

FINANCIALS:

The financial statements through November 30, 2022 reflect a net loss of \$108,533.21, which is \$70,171.67 worse than budget. This is an improvement on the YTD budget variance since August 31. The financials include \$12,750 in grant income that was received in November.

OLD BUSINESS:

NEW BUSINESS:

Discussions about a financial breakdown by VenuWorks staff by March and Illinois grant 3.6M budget.

ADJOURNMENT:

The meeting was adjourned at 7:50 p.m. after a motion by Barbara Reeder, a second by Janis Fine, and a unanimous vote of all present.

The next meeting is scheduled for Monday, February 13, at 7:00 pm.

Respectfully submitted,

Joseph Alaimo

North Shore Center for the Performing Arts in Skokie
Budget vs. Actuals: FY23 Budget - FY23 P&L
 May - December, 2022

	Dec 2022				Total			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
Income								
4000 - Building Rent	51,493.75	38,616.25	12,877.50	1.33	222,777.38	201,161.00	21,616.38	1.11
4300 - Reimbursed Event Expenses	86,512.18	53,654.83	32,857.35	1.61	423,434.03	273,195.18	150,238.85	1.55
4400 - Contributed Income	6,498.00	4,000.00	2,498.00	1.62	6,498.00	48,750.00	(42,252.00)	0.13
4500 - Concessions Sales	25,484.12	20,650.00	4,834.12	1.23	88,242.67	94,800.00	(6,557.33)	0.93
4600 - Catering Sales	23.00		23.00		5,796.70	0.00	5,796.70	
4700 - Other Event Income	34,648.77	48,267.49	(13,618.72)	0.72	114,408.23	253,331.00	(138,922.77)	0.45
5000 - Building Specific Income	35,522.76	18,682.52	16,840.24	1.90	69,029.03	39,240.06	29,788.97	1.76
Total Income	240,182.58	183,871.09	56,311.49	1.31	930,186.04	910,477.24	19,708.80	1.02
Cost of Goods Sold								
6000 - Concessions COGS	5,655.68	4,740.36	915.32	1.19	21,772.38	22,021.12	(248.74)	0.99
Total Cost of Goods Sold	5,655.68	4,740.36	915.32	1.19	21,772.38	22,021.12	(248.74)	0.99
Gross Profit	234,526.90	179,130.73	55,396.17	1.31	908,413.66	888,456.12	19,957.54	1.02
Expenses								
7000 - Personnel Costs	148,784.25	128,555.55	20,228.70	1.16	763,221.65	738,903.09	24,318.56	1.03
7100 - General & Administrative Costs	9,555.75	4,962.64	4,593.11	1.93	34,878.13	31,775.84	3,102.29	1.10
7200 - Occupancy Expenses	24,400.47	25,019.82	(619.35)	0.98	122,122.76	135,868.92	(13,746.16)	0.90
7300 - Services & Operations Expense	16,902.97	25,945.00	(9,042.03)	0.65	111,944.52	148,055.00	(36,110.48)	0.76
7400 - Event Expenses	4,414.70	1,232.00	3,182.70	3.58	62,805.99	20,228.00	42,577.99	3.10
7500 - Food & Beverage Expense	2,144.66	322.14	1,822.52	6.66	8,740.52	1,478.88	7,261.64	5.91
Total Expenses	206,202.80	186,037.15	20,165.65	1.11	1,103,713.57	1,076,309.73	27,403.84	1.03
Net Operating Income	28,324.10	(6,906.42)	35,230.52	(4.10)	(195,299.91)	(187,853.61)	(7,446.30)	1.04
Other Income								
4930 - Miscellaneous Income			0.00		5.00	0.00	5.00	
8010 - Owner Operating Investment	20,833.00	20,833.00	0.00	1.00	124,999.00	124,998.00	1.00	1.00
8020 - Hotel Tax Endowment		7,684.13	(7,684.13)	0.00	23,052.39	46,104.78	(23,052.39)	0.50
Total Other Income	20,833.00	28,517.13	(7,684.13)	0.73	148,056.39	171,102.78	(23,046.39)	0.87
Net Other Income	20,833.00	28,517.13	(7,684.13)	0.73	148,056.39	171,102.78	(23,046.39)	0.87
Net Income	49,157.10	21,610.71	27,546.39	2.27	(47,243.52)	(16,750.83)	(30,492.69)	2.82

North Shore Center for the Performing Arts in Skokie

Balance Sheet

As of December 31, 2022

	Total
ASSETS	
Current Assets	
Bank Accounts	
1010 - Operating Account	114,352.50
1020 - Box Office Account	589,767.53
1110 - Food & Beverage Change Banks	1,250.00
1120 - Box Office Change Banks	600.00
1160 - Petty Cash	200.00
Total Bank Accounts	706,170.03
Accounts Receivable	
1200 - Accounts Receivable (A/R)	177,469.37
Total Accounts Receivable	177,469.37
Other Current Assets	
1400 - Concessions Inventory	13,493.58
1500 - Catering Inventory	0.00
1660 - Prepaid Expenses - Insurance	8,108.25
1670 - Prepaid Expenses - Event	5,670.51
1680 - Prepaid Expenses - Other	6,234.87
1800 - Deposits in Transit	0.00
Total Other Current Assets	33,507.21
Total Current Assets	917,146.61
TOTAL ASSETS	917,146.61
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 - Accounts Payable (A/P)	14,965.37
Total Accounts Payable	14,965.37
Other Current Liabilities	
2120 - Accrued Payroll	53,219.00
2140 - Accrued Expenses - Other	4,000.00
2150 - A/P Settlements	(73,065.59)
2160 - Tips Payable	1,368.99
2180 - Due to Owner	50,000.00
2200 - Unearned Revenue	915,914.61
2300 - Sales Tax Payable	(2,012.25)
Total Other Current Liabilities	949,424.76
Total Current Liabilities	964,390.13
Total Liabilities	964,390.13
Equity	
3040 - Retained Earnings	
Net Income	(47,243.52)
Total Equity	(47,243.52)
TOTAL LIABILITIES AND EQUITY	917,146.61

North Shore Center for the Performing Arts in Skokie
Profit and Loss
December 2022

	Total
Income	
4000 - Building Rent	51,493.75
4300 - Reimbursed Event Expenses	86,512.18
4400 - Contributed Income	6,498.00
4500 - Concessions Sales	25,484.12
4600 - Catering Sales	23.00
4700 - Other Event Income	34,648.77
5000 - Building Specific Income	35,522.76
Total Income	240,182.58
Cost of Goods Sold	
6000 - Concessions COGS	5,655.68
Total Cost of Goods Sold	5,655.68
Gross Profit	234,526.90
Expenses	
7000 - Personnel Costs	148,784.25
7100 - General & Administrative Costs	9,555.75
7200 - Occupancy Expenses	24,400.47
7300 - Services & Operations Expense	16,902.97
7400 - Event Expenses	4,414.70
7500 - Food & Beverage Expense	2,144.66
Total Expenses	206,202.80
Net Operating Income	28,324.10
Other Income	
8010 - Owner Operating Investment	20,833.00
Total Other Income	20,833.00
Net Other Income	20,833.00
Net Income	49,157.10

Thursday, Jan 26, 2023 07:21:25 AM GMT-8 - Accrual Basis



MEMORANDUM

February 13, 2023

TO: Village of Skokie Performing Arts Center Board

FROM: Lynn Cannon

RE: Executive Director's Report

PROGRAMMING AND EVENTS:

January is generally a slower month for programming and events. Our Feature Series presented DC's Reflecting Fools in a successful return to the January slot after performing in April due to Omicron postponement a year ago. Although a rental for the facility, we included Chicago Philharmonic to the Feature Series schedule as they have been returning regularly to the center for their performances and it is nice to have these Chicago institutions in our line-up.

Music of the Baroque had a successful performance featuring Venezuelan pianist Gabriela Montero playing Mozart. Northlight Theatre is currently running *Andy Warhol in Iran* and they added 5 performances in an extension week, so the production now closes February 26. Music Theater Works kicks off their 2023 season on March 9 with *Avenue Q*.

We welcomed Princeton Triangle Club, a new rental group from Princeton University that produced and performed a musical comedy. Most recently we hosted Kaleidoscope Dance for their Dance Krew performance, mostly for their families, before they enter competitions with these performances.

CENTER OPERATIONS:

In this time of transition, department heads have been taking care of things and turning to Joe when decisions needed to be made. I was able to attend the January PAC Board meeting on January 9th to meet the board and spent the day meeting the staff. Joe continued to hold down the fort for the remainder of January and my first day was February 1st.

CAPITAL IMPROVEMENTS:

Canopy renovation project bids came in and the contractor has been chosen, the plan has been approved and work is scheduled to begin in March.

New back-up power generator that supplies electricity to emergency lights project is underway. Installation dates still pending equipment delivery.

We are waiting for equipment for three other projects currently underway, the HVAC #1 replacement, control replacements for RTU#'s 2-6, 8 and 9, and the new concessions equipment.

FINANCIALS:

The financial statements through December 31, 2022 reflect a net loss of \$47,243.52, which is \$30,492.69 worse than budget. This is a continued improvement on the YTD budget variance since August 31.

Marketing Report | PAC Board Meeting | Monday, February 13

Data below from Thu, Feb 09. An updated Feature Series sales report will be provided.

North Shore Center Feature Series Season

Our Feature Series continues to have successful runs. DC's Reflecting Fools (Jan 27-29) ended at 1580 tickets / \$77,229.60. As a reminder, they were last here April 8-10, 2022. 9 months later we sold 95 less tickets BUT made over \$7,500. The only discounting was our holiday sale. Chicago Philharmonic (Feb 04) was a rental with some additional paid marketing support and they ended at 236 tickets / \$8,533.60.

Upcoming Feature Series Productions

Giordano Dance Chicago | Feb 11 | Giordano was featured in several combo ads throughout December and January and the sales are showing. Emails continued to produce good sales results as well. In a running comparison of their last engagement in February 2022, we are tracking ahead by 216 tickets / \$13,384.60. GDC is also very pleased with this growth.

Current sales: 579 tickets / \$30,509.60 (69% sold)

BritBeat | Feb 18 | Advertising has been working very well for BritBeat in the form of print, radio, and google ads. In a running comparison of their last engagement in February 2018, we are tracking ahead by 173 tickets / \$11,017.10.

Current sales: 628 tickets / \$26,063.60 (75% sold)

Tab Benoit w/ JD Simo | Feb 25 | Over the past two months, we've included Tab in several ads feature upcoming music at the Center. We are now adding in google ads for targeted marketing and will do the same with our own emails. Tickets have continued to sell at a steady pace. We are less than 10% away from our breakeven and at nearly 60% sold, we stand to do well on this show.

Current sales: 493 tickets / \$21,630.50 (59% sold)

Darlingside | Mar 16 | This performance is a bit of a departure from our regular programming so it is taking a bit more effort to educate audiences on who they are and what they do. We've included them in some music advertising but their name alone will not sell it. We are going to be branching out into advertising in a new outlet for us, DO312. We hope to get word out to people who are interested in this genre as well as in younger music acts.

Current sales: 188 tickets / \$7,654 (22% sold)

Lewis Black | Mar 24 & 25 | A repeat performer that is taking a bit more energy than previous engagements. The Saturday performance is a bit better sold than the Friday so efforts will be made to boost that performance, such as a discount offer in an upcoming eblast. Combining the three spring comedy acts in advertising has been successful and we will continue doing so in additional print ads before this performance. Also going to work up a comparison document for this show to see how we are fairing from last time Lewis Black was at the center.

Current sales: FRI: 445 / \$33,380 || SAT: 618 / \$45,786.80 || 1063 tickets / \$79,166.80 (63% sold)

Upcoming Rental Productions

We continue to provide paid marketing support to rental clients and several have come through with requests for single opportunities, such as announcement eblast, and multiple items which we turn into marketing packages that include multiple items, such as email/marquee/website. This provides us with some additional revenue and we are always on the lookout for providing other opportunities to increase this revenue.

Feature Series 2022-23 Season		Sales Report week of 6-Feb-23														TOTAL SALES				
Total Sales by Show		last wk	Mini, Feb. 06	Tue, Feb. 07	Wed, Feb. 08	Thu, Feb. 09	Fri, Feb. 10	Sat, Feb. 11	Sun, Feb. 12	Total %sold		avg daily	week total	%-goal	goals	%>BE	BES			
Summer in the Sixties	Friday, July 08, 2022 at 8pm	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	440	440	50.00	\$21,398.40	50.00	\$1.00	2139840.0%	67.7%	650	\$1.00	\$21,398.40
\$91 \$49 \$59		\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	440	440	50.00	\$21,398.40	50.00	\$1.00	2139840.0%	67.7%	650	\$1.00	\$21,398.40
J.B. Smoove	Friday, September 23, 2022 at 8pm	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	831	831	50.00	\$30,844.50	50.00	\$33,097.00	93.2%	98.6%	843	\$46,148.00	\$4,696.99
\$29 \$51 \$45		\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	831	831	50.00	\$30,844.50	50.00	\$33,097.00	93.2%	98.6%	843	\$46,148.00	\$4,696.99
Steven Wright: Live in Concert	Thursday, October 06, 2022 at 7:30pm	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	844	844	50.00	\$43,960.60	50.00	\$45,598.00	96.4%	100.1%	843	\$26,205.00	\$17,755.60
\$46 \$51 \$61		\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	844	844	50.00	\$43,960.60	50.00	\$45,598.00	96.4%	100.1%	843	\$26,205.00	\$17,755.60
The Manhattan Transfer	Saturday, October 15, 2022 at 8pm	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	657	657	50.00	\$48,926.00	50.00	\$63,280.00	77.3%	79.8%	823	\$48,050.00	\$876.00
\$60 \$70 \$80		\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	657	657	50.00	\$48,926.00	50.00	\$63,280.00	77.3%	79.8%	823	\$48,050.00	\$876.00
Joanne Shaw Taylor	Friday, October 28, 2022 at 8pm	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	314	314	50.00	\$19,389.40	50.00	\$19,389.40	101.8%	105.1%	650	\$1.00	\$19,389.40
\$39 \$59 \$79		\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	314	314	50.00	\$19,389.40	50.00	\$19,389.40	101.8%	105.1%	650	\$1.00	\$19,389.40
State Ballet Theatre of Ukraine: Swan Lake	Wednesday, November 16, 2022 at 7:30pm	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	822	822	50.00	\$53,829.50	50.00	\$58,295.00	58.2950.0%	126.5%	650	\$1.00	\$53,829.50
\$45 \$55 \$75 \$85		\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	822	822	50.00	\$53,829.50	50.00	\$58,295.00	58.2950.0%	126.5%	650	\$1.00	\$53,829.50
Canadian Brass - 50th Anniversary	Friday, November 18, 2022 at 8pm	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	423	423	50.00	\$25,562.00	50.00	\$52,956.00	48.3%	51.4%	823	\$34,112.00	\$18,370.00
\$42 \$52 \$62 \$72		\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	423	423	50.00	\$25,562.00	50.00	\$52,956.00	48.3%	51.4%	823	\$34,112.00	\$18,370.00
Fleetwood Mask	Saturday, November 19, 2022 at 8pm	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	607	607	50.00	\$28,721.00	50.00	\$39,998.00	71.6%	73.8%	823	\$27,379.00	\$1,342.00
\$38 \$48 \$55		\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	607	607	50.00	\$28,721.00	50.00	\$39,998.00	71.6%	73.8%	823	\$27,379.00	\$1,342.00
Salt Creek Ballet's The Nutcracker	December 02 & 03, 2022	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	2217	2217	50.00	\$93,844.50	50.00	\$111,848.25	83.9%	88.5%	2,505	\$64,254.00	\$29,590.50
Fri 7pm Sat 4pm & 5pm		\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	2217	2217	50.00	\$93,844.50	50.00	\$111,848.25	83.9%	88.5%	2,505	\$64,254.00	\$29,590.50
\$26-\$52		\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	2217	2217	50.00	\$93,844.50	50.00	\$111,848.25	83.9%	88.5%	2,505	\$64,254.00	\$29,590.50

Start	End	Customer	Event	Location
Wednesday, February 15, 2023				
1:00 PM	3:00 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
7:00 PM	9:00 PM	Arie Crown	Arie Crown Erev Shira	CT
7:30 PM	9:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Thursday, February 16, 2023				
10:30 AM	12:30 PM	Northlight Theatre	NL Andy Warhol Student Mat.	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Friday, February 17, 2023				
8:00 PM	10:00 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Saturday, February 18, 2023				
2:30 PM	4:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
8:00 PM	10:00 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
8:00 PM	10:00 PM	VenuWorks/NSC	FS BritBeat	CT
Sunday, February 19, 2023				
2:30 PM	4:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Tuesday, February 21, 2023				
10:00 AM	11:00 AM	VenuWorks/NSC	YT Peking Acrobats	CT
12:00 PM	1:00 PM	VenuWorks/NSC	YT Peking Acrobats	CT
Thursday, February 23, 2023				
7:30 PM	9:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Friday, February 24, 2023				
8:00 PM	10:00 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
Saturday, February 25, 2023				
2:30 PM	4:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
8:00 PM	10:00 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
8:00 PM	11:00 PM	VenuWorks/NSC	FS Tab Benoit ft JD Simo	CT
Sunday, February 26, 2023				
2:30 PM	4:30 PM	Northlight Theatre	NL Andy Warhol in Iran Perf.	NLT
7:30 PM	10:00 PM	Music of the Baroque	Music of the Baroque	CT
Monday, February 27, 2023				
1:00 PM	6:00 PM	Hanna Sacks	Hanna Sacks To Be King	CT
Tuesday, February 28, 2023				
10:00 AM	2:00 PM	VenuWorks/NSC	Mike Wiley's Tired Souls	CT
Friday, March 03, 2023				
9:00 AM	11:59 PM	Shake the Ground	Universal Ballet Competition	CT
Saturday, March 04, 2023				
9:00 AM	11:59 PM	Shake the Ground:	Universal Ballet Competition	CT
Sunday, March 05, 2023				
9:00 AM	11:59 PM	Shake the Ground	Universal Ballet Competition	CT
Wednesday, March 08, 2023				
9:00 AM	11:59 PM	Hannah Sacks	Hannah Sacks To Be King	CT
1:00 PM	3:30 PM	Music Theater Works	MTW Avenue Q Preview	NLT

Thursday, March 09, 2023

9:00 AM	11:59 PM	Hannah Sacks	Hannah Sacks To Be King	CT
1:00 PM	3:30 PM	Music Theater Works	MTW Avenue Q Preview	NLT

Friday, March 10, 2023

9:00 AM	11:59 PM	Hannah Sacks	Hannah Sacks To Be King	CT
8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT

Saturday, March 11, 2023

6:45 PM	10:00 PM	Darmarko Group LLC	Gloc-9 & Shanti Dope	CT
8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT

Sunday, March 12, 2023

9:00 AM	11:59 PM	Hannah Sacks	Hannah Sacks To Be King	CT
2:00 PM	4:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT

Monday, March 13, 2023

9:00 AM	11:59 PM	Hannah Sacks	Hannah Sacks To Be King	CT
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Wednesday, March 15, 2023

1:00 PM	3:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Thursday, March 16, 2023

7:30 PM	9:30 PM	VenuWorks/NSC	FS Darlingside	CT
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Friday, March 17, 2023

8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Saturday, March 18, 2023

12:00 PM	11:00 PM	AN Holding Group	AN Holding Osusci	CT
2:00 PM	4:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT

Sunday, March 19, 2023

8:00 AM	11:00 PM	AN Holding Group	AN Holding Oszusci	CT
2:00 PM	4:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT

Wednesday, March 22, 2023

1:00 PM	3:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Thursday, March 23, 2023

7:30 PM	10:00 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Friday, March 24, 2023

8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
8:00 PM	11:00 PM	VenuWorks/NSC	FS Lewis Black	CT

Saturday, March 25, 2023

8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
8:00 PM	11:00 PM	VenuWorks/NSC	FS Lewis Black	CT

Sunday, March 26, 2023

2:00 PM	4:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Wednesday, March 29, 2023

1:00 PM	3:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Thursday, March 30, 2023

7:30 PM	10:00 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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Friday, March 31, 2023

8:00 PM	10:30 PM	Music Theater Works	MTW Avenue Q Performance	NLT
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