



SAINT  JOHN
THEATRE COMPANY

ANNUAL REPORT 24-25

MISSION & VISION

MISSION

The Saint John Theatre Company is a leading Canadian performing arts organization that produces and presents professional and community-based performances. We entertain, educate, employ, and enrich our communities.

VISION

Changing lives through performance.

PHOTO BY ANDREW FINLAY, BEHIND THE SCENES OF ROALD DAHL'S
'CHARLIE AND THE CHOCOLATE FACTORY', NOVEMBER 2024

BOARD OF DIRECTORS

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SANDRA BELL

BOARD CHAIR

As we reflect on the 2024–2025 season, I am filled with pride for all that the Saint John Theatre Company has accomplished and gratitude for the community that makes it possible. This year we celebrated a dynamic range of programming across our Main Stage, Presentation, Studio, and Music Series, as well as the Fundy Fringe Festival, Loyalist City Shakespeare, and the Atlantic Repertory Company (ARC). From family-friendly musicals to thought-provoking dramas, bold comedy, and intimate concerts, our performance spaces were filled with energy, creativity, and connection.

On the Main Stage, subscription growth underscored the loyalty and enthusiasm of our audiences. Presentation Series offerings brought diverse voices and world-class talent to the BMO Theatre, while the Studio Series continued to showcase local playwrights and performers. Our Live @ the BMO concerts cemented the venue's reputation as a hub for music, and Loyalist City Shakespeare once again captivated audiences at Place Fort La Tour with a powerful outdoor production. ARC continued to build its reputation for excellence with landmark productions and artist training opportunities, while the Fundy Fringe Festival animated uptown Saint John with a celebration of independent theatre.

This was also a year of meaningful progress in our long-term growth projects. The transformation of the historic Sydney Street Courthouse into a new cultural hub moved forward with significant funding secured from all levels of government. Our Staging the Future Endowment campaign continued to grow as a cornerstone of sustainability, while much-needed infrastructure upgrades, including the installation of a modern HVAC system at the BMO Studio Theatre, were supported by generous partners. These milestones ensure that our company is not only thriving today but also building for tomorrow.

At the same time, we acknowledge the financial challenges faced this year. Through careful management, strong fundraising, and the extraordinary generosity of our donors, sponsors, and government partners, we remain focused on strengthening our foundation and ensuring the long-term health of the company.

On behalf of the Board of Directors, I extend sincere thanks to our dedicated staff, artists, volunteers, and community of supporters. Together, we are ensuring that the arts remain vibrant, accessible, and inspiring in our city. We look forward with excitement to our 36th season and the many stories still to be told.

PHOTO BY TYLER WARREN ELLIS, BEHIND THE
SCENES OF 'DIAL M FOR MURDER', MAY 2025

STEPHEN TOBIAS

EXECUTIVE DIRECTOR

Once again, I look back over the scope of work of the Saint John Theatre Company organization this past year, and I marvel at the continued evolution from a small community group to one of the larger cultural institutions in New Brunswick.

Our programming is the most public face of what we do. Our Main Stage series at Imperial Theatre (*Charlie and the Chocolate Factory*, *Lend Me A Tenor*, and *Dial M For Murder*) offered amazing entertainment for our audience while developing and showcasing our incredible local talent. The Main-Stage series is important to us and has been a key focus of our work since producing the first event when Imperial Theatre first opened in 1994. As we are soon coming to our 100th major production in that venue, we are proud to be the largest rental client, and I am aware that there are many people in the community who can't imagine Imperial Theatre without the SJTC as its leading anchor tenant.

Over many years, this Main-Stage series has entertained tens of thousands of SJTC audience members at Imperial Theatre and has an alumni base of over 3000 people who have worked onstage or backstage in SJTC productions in that venue. As we have come to the end of our 35th season of work, I can't highlight enough the importance of that relationship.

Beyond that work, our BMO Studio Theatre has grown into a significant cultural venue for Southern NB, transforming over many years from being a rehearsal hall into a leading multi-disciplinary venue which has been a catalyst for a broad range of cultural activity in our community. It is the current home of the ARC program which showcases emerging professional talent alongside industry leaders. It is the home of the Fundy Fringe Festival, a signature summer event in our community. Without the BMO Studio, there would be no Loyalist City Shakespeare, which attracts audiences to our historic Place Fort La Tour every summer.

Growth is hard. Sustaining growth and managing change over the long term is even harder. And I'm proud and pleased to say that our team have managed to work through another tough

year, another season of the challenges brought on by continued growth and change management. The SJTC has for the last decade been involved in a major growth program involving the development of the Atlantic Repertory Company (ARC) program as a home for emerging professional theatre talent, and the new Courthouse Stage on Kings Square. These major strategic initiatives inform everything we do: every decision; every production; every outreach initiative. These forward-thinking cultural initiatives represent the largest investment in the cultural future of our community in decades, and will shape the delivery of performing arts for the next generation.

The word that continues to come to mind is "Brave". Many in our industry talk about theatre as a 'safe' space. Our teams have defined how theatre can be a Brave space. A place of strategic risk taking. A place of constant learning; A place where we can fail... learn from it...get better and move forward. It's a place where, frankly, people must keep up. We have built a large machine and if we stand still for too long it will roll right over us. It takes a degree of bravery to manage in such an environment where change is constant; a place where we define our future; a place where we are the authors of our fate.

And so, I close by expressing my absolute gratitude to all of those who make it possible. The SJTC Board of Directors have generously given of their time and expertise and are important partners in the growth of our organization. The SJTC also boasts a large roster of community volunteers, far too many to list here, who contribute greatly to our success. Through our ARC program and our Guest Artist Programs, the creative work of the SJTC has benefited from the input of leading regional and national artists. Most of all, I am extremely proud of the amazing SJTC staff and leadership teams. Nothing is possible without them, and I assure you, when everything is going well, I give them 100% credit. I am lucky to be able to work alongside such committed, dedicated individuals.

Last, and not least, I thank our many thousands of audience members, donors, funders, and supporters. Like the song says, "Everything we do...we do it for you", and we couldn't do it without you. Thank you for another great year.

PHOTO BY ANDREW FINLAY, BEHIND THE SCENES OF ROALD DAHL'S 'CHARLIE AND THE CHOCOLATE FACTORY', NOVEMBER 2024





MAIN STAGE SERIES

Packed theatres, increased subscriptions, and unforgettable moments defined the Saint John Theatre Company's Main Stage 2024–2025 season. Three dynamic productions entertained thousands and showcased a vibrant celebration of creativity, humour, and storytelling.

This year saw continued growth in patron loyalty and support.

- Main Stage subscriptions increased 6% year-over-year.
- A total of 650 three-show subscriptions were sold.
- In addition, 31 two-show packages were sold in the second half of the season.

PHOTO BY TYLER WARREN ELLIS, BEHIND THE SCENES OF 'DIAL M FOR MURDER', MAY 2025

ROALD DAHL'S CHARLIE AND THE CHOCOLATE FACTORY

NOV 27 – DEC 1, 2024

Audiences of all ages were transported into a world of pure imagination as we kicked off the season with this dazzling musical. With stunning visuals, heartwarming lessons, and toe-tapping songs, Willy Wonka and his golden

tickets brought the joy of theatre to thousands, making it a holiday tradition to remember.

PHOTO BY ANDREW FINLAY, BEHIND THE SCENES OF
ROALD DAHL'S 'CHARLIE AND THE CHOCOLATE FACTORY,'
NOVEMBER 2024

“WONDERFUL! SPECTACULAR SHOW! COSTUMES, PROPS, SCENERY! CAST... EVERYTHING WAS INCREDIBLE! THANK YOU ONCE AGAIN FOR A FANTASTIC PERFORMANCE!

– SUSAN S





“ FUNNY N FABULOUS.
- MAUREEN P

KEN LUDWIG'S LEND ME A TENOR

MAR 19–22, 2025

Spring brought laughter in abundance with this amazing farce. Mistaken identities, outrageous antics, and rapid-fire comedy had audiences roaring with

delight. This production showcased the Company's flair for timing and comedic precision, leaving everyone grinning from ear to ear.

A man in a tuxedo stands in a dimly lit room, holding a red briefcase. He is looking down at a small object in his right hand. The room has a desk with a rotary phone and a lamp in the background. The lighting is dramatic, with a strong blue light on the man and a warm orange light from the desk lamp.

“WONDERFUL ACTING, KEPT ME ON THE EDGE OF MY SEAT! – KATHY F

JEFFREY HATCHER'S DIAL M FOR MURDER

MAY 21–24, 2025

The Main Stage season closed with a suspenseful classic reimagined for a new generation. This gripping thriller delivered Hitchcockian tension,

unexpected twists, and powerful performances that kept audiences on the edge of their seats.

A person with long hair, wearing a light-colored button-down shirt and trousers, is sitting on a simple wooden chair. They are looking directly at the camera. Above them, a single incandescent light bulb hangs from a cord, casting a warm, yellow glow. The background is dark and textured.

PRESENTATION SERIES

The 2024–2025 Presentation Series showcased the diversity and vitality of live performance at the BMO Theatre. This season's Presentation Series treated audiences to four outstanding

comedy events, one local film premiere, and one cultural showcase: engaging hundreds of audience members and celebrating local voices, diverse stories and world-class performers.

TOM HEARN: EAST COAST COMEDY PRIDE TOUR

JULY 18–19, 2024

Originally planned as a two-act performance with comedians Tom Hearn and Ajahnis Charley, unforeseen circumstances left Hearn to take the stage solo. Rising to the occasion, he delivered two nights of unforgettable sketch comedy featuring original characters, musical numbers, and razor-sharp impressions proving why he is one of Canada's leading comedic voices.

ZOË LINA COMEAU: F*CKING TRANS WOMEN

AUGUST 7–9, 2024

Zoë Comeau's powerful one-woman show boldly confronted societal norms and celebrated the experiences of transgender women with honesty, vulnerability, and humour. This thought-provoking performance challenged audiences while offering space for understanding, empathy, and celebration of trans voices.

JAMES MULLINGER: UNPLANNED. UNSCRIPTED. OFF THE CUFF

JANUARY 8–10, 2025

Local comedy favourite James Mullinger returned with a high-energy, unpredictable show where the audience chose the topics, and he created the jokes live. No two performances were alike, ensuring fans who attended multiple nights were treated to brand-new laughs and stories every time.

GOODMAN INC PREMIERE

APRIL 10, 2025

The Company also supported local film through the premiere of *Goodman Inc*, an action-packed thriller by local filmmaker Jeffrey Kelley. This event celebrated homegrown talent and gave audiences a chance to experience Saint John creativity on the big screen.

JAMES MULLINGER & ALI HASSAN: COMEDY EXTRAVAGANZA

JUNE 9–12, 2025

In one of the season's biggest comedy highlights, James Mullinger teamed up with Ali Hassan, one of Canada's most celebrated stand-up comics and CBC personality, for a sold-out run of shows. Together, they delivered stand-up, improv, life stories, and audience-driven hilarity, cementing the BMO Theatre as a hub for world-class comedy in the Port City.

UKRAINIAN LEGENDS

JUNE 27, 2025

In partnership with the Ukrainian Association of Saint John, *Ukrainian Legends* transported audiences on a moving cultural journey through history, music, and tradition. With folk songs, dance, and stories guided by the voice of Nestor the Chronicler, this performance celebrated resilience, identity, and the enduring spirit of Ukraine.

PHOTO BY STOOMETZPHOTO. ZOË LINA COMEAU IN 'F*CKING TRANS WOMEN', AUGUST 2024

STUDIO SERIES

The Studio Series is dedicated to celebrating everything local, with New Brunswick talent featured both on stage and behind the scenes. This season, the series offered audiences powerful drama and fresh, original works.

ARTHUR MILLER'S THE PRICE

FEBRUARY 19–22, 2025

Directed by long-time company member Dean Turner and featuring Artistic Director Stephen Tobias, *The Price* brought audiences a deeply moving exploration of family, sacrifice, and reconciliation. When two estranged brothers reunite after their father's passing, their attic becomes a place of reckoning for choices made and futures lost. With empathy, wit, and emotional weight, this Tony-nominated play captivated audiences.

SCRIPT HAPPENS

JUNE 5–7, 2025

Our annual one-act playwriting competition returned to the Studio stage, bringing New Brunswick's emerging playwrights into the spotlight. Nearly 20 scripts were submitted, with three chosen for development and production:

THE GUILT THAT FOLLOWS

By Dino Andriani

Directed by Jonathan Bruce

THE TWO HOUR BRIDE

By Stacey Richards

Directed by Denise McGill

PAUL FROWN REALLY GOES FOR IT

By Ryan Griffith

Directed by Jason Robertson

Over three nights, 200 audience members experienced an unforgettable showcase of originality, creativity, and collaboration. With local cast and crew bringing these scripts to life, Script Happens once again affirmed the Studio Series as a hub for nurturing and celebrating New Brunswick's talent.

“GREAT SET, GOOD ACTING, INTERESTING STORY. THANK YOU SJTC FOR THIS NON-MAINSTREAM PRODUCTION.”

-ADRIENNE M





LIVE @ THE BMO MUSIC SERIES

The Live @ the BMO Music Series has become a cornerstone of our season, offering audiences an intimate and dynamic live music experience. This year's line-up celebrated both local and national talent, with performances that spanned genres and styles from jazz and blues to folk, pop, and classical fusion.

The diverse roster of performers created unforgettable nights of music at the BMO Theatre, drawing in both longtime fans and new audiences, and further establishing the series as a popular and essential part of the Saint John Theatre Company's programming.

PHOTO BY STEPHEN TOBIAS.
MIKE BIGGAR JAZZ AND BLUES REVUE, MARCH 2025

THE 2024-2025 SERIES FEATURED:

CHRISTINA MARTIN QUARTET
October 4, 2024

CHARLIE A'COURT
October 18, 2024

PREEPER, RHAYE & MACKAY
October 26, 2024

DEE HERNANDEZ BAND
November 9, 2024

SHAUN FERGUSON (ARCF de Saint-Jean)
November 30, 2024

RAINE HAMILTON STRING TRIO
March 8, 2025

MIKE BIGGAR JAZZ & BLUES REVUE
March 29, 2025

ALFIE ZAPPACOSTA
April 12, 2025

“ I HAD A FABULOUS EVENING,
SURROUNDED WITH
INCREDIBLE MUSIC AND
TALENT, IT WAS OVER TOO
SOON!” – CHERYL C



LOYALIST CITY SHAKESPEARE'S HAMLET AT PLACE FORT LA TOUR

“LAST EVENING’S ENCHANTING PRODUCTION OF WILLIAM SHAKESPEARE’S ‘HAMLET,’ AMIDST THE EBB AND FLOW OF THE SAINT JOHN HARBOUR FOG AND EXPERTLY DIRECTED BY SANDRA BELL, STANDS OUT AS THE FINEST I HAVE EXPERIENCED.” – BERNARD C

JULY 17–27, 2024

At the historic Place Fort La Tour, audiences experienced a bold reimagining of Shakespeare’s *Hamlet* with Emily Bartlett in the title role. Transforming the Prince into a Princess brought new perspective to this timeless story of grief, vengeance, and power, while the harbourside setting created an unforgettable outdoor theatre atmosphere.

A pre-show Director’s Chat with Sandra Bell offered behind-the-scenes insights into abridging the play and exploring gender dynamics in the role of *Hamlet*, followed by a lively Q&A with cast members.

The production was loved by the community, drawing over 1,300 attendees, including several sold-out performances. Despite one weather-related cancellation, the *Hamlet* run was a success growing almost 15% in sales from its inaugural run in 2023.

MACBETH

July 2023 | Avg 141 tickets per show
1,130 tickets total (1 cancellation)

HAMLET

July 2024 | Avg 162 tickets per show
1,295 tickets total (1 cancellation)

PHOTO BY ANDREW FINLAY.
HAMLET AT PLACE FORT LA TOUR, JULY 2024

FUNDY FRINGE FESTIVAL

The 12th annual Fundy Fringe Festival lit up uptown Saint John from August 19–24, bringing together boundary-pushing performances and a vibrant celebration of independent theatre. This year's eclectic lineup featured 11 productions spanning comedy, drama, music, improv, magic, and experimental theatre.

Highlights included the award-winning *All Time Greatest Hits!* by Floater Studios, Halifax's *Sappho's Garden*,

Saint John's own *True Johner* and *Jimmy Armageddon*, the sci-fi musical *Space Gas*, and the heartwarming cabaret *It's Good to Be Home*. Performances took place across three uptown venues: the BMO Studio Theatre, Concert Hall, and Sanctuary Theatre.

Attendance was strong, with 649 single tickets sold, 274 multi-show passes, and over 1,000 total attendees, reinforcing the Festival's role as a cornerstone of Saint John's summer arts season.

PHOTO BY ANDREW FINLAY.
'THE CHASE', LIGHT BRINGER PRODUCTIONS, LUTZ, FLORIDA, AUGUST 2024





ATLANTIC REPERTORY COMPANY

Through world-class productions and meaningful community engagement, ARC continues to solidify its role as a cornerstone of Saint John's cultural life—nurturing the next generation of artists while building a vibrant stage for the future.

The Atlantic Repertory Company (ARC) staged a landmark production of *Waiting for Godot* from September 24–29, directed by acclaimed Canadian director Richard Rose. This limited exclusive run featured celebrated Canadian actors R.H. Thomson (*Anne with an E*, *The Woman in Black*) and

Eric Peterson (*Corner Gas*, *Street Legal*), supported by ARC ensemble members Kenzie Delo and Patrick Jeffrey.

Beckett's existential masterpiece came alive in Saint John, blending humour, peril, and profound reflection on the human condition. The production drew over 700 attendees, including a special student matinee with nearly 70 students admitted free of charge. ARC also partnered with Outflow to host a pre-show discussion, connecting the play's themes of waiting and survival to the realities of the local housing crisis.

ARC ACADEMY

PHOTO BY DREW MURDOCK. 'WAITING FOR GODOT'
FEATURING ERIC PETERSON & R.H. THOMPSON, SEPT. 2024

BUILDING SKILLS, INSPIRING ARTISTS

ARC Academy empowers Atlantic Canada's emerging theatre artists through hands-on training led by respected professionals. This year's workshop series

kicked off with Master Your Monologue with Caroline Bell (April 26, 2025) followed by Stage Combat 101 with Jean-Michel Cliche (May 10, 2025). Both sessions provided engaging learning experiences designed for both aspiring actors and theatre enthusiasts.

“ I ENJOYED THIS WORKSHOP IMMENSELY. I LEARNED A LOT AND I'M STILL AMAZED AT WHAT WE COULD ALL DO BY THE END OF THAT DAY! I THINK IT'S WONDERFUL THAT ARC IS OFFERING ACTING/STAGECRAFT WORKSHOPS.”

- WINLUCK W

COURTHOUSE THEATRE TRANSFORMATION

Work is underway to transform the historic Sydney Street Courthouse into a vibrant Atlantic Canadian Centre for the Arts, the future home of the Atlantic Repertory Company (ARC) and the new Courthouse Theatre. This ambitious project will rehabilitate a landmark built in 1829, tripling its footprint to include a 250-seat performance hall, a secondary venue, and rehearsal, training, and administrative spaces.

Once complete, the facility will pair heritage architecture with sustainable, accessible design, offering publicly open spaces for artists and audiences. Together with the BMO Studio Theatre, the Courthouse Theatre space will

expand opportunities for professional theatre in Saint John, nurture emerging talent from across Atlantic Canada, and enrich the city's cultural landscape for generations to come.

The next phase, set to begin in the summer of 2025, will focus on stabilizing the building's exterior, including urgent masonry repairs to protect the structure from further weather damage. An official groundbreaking is planned for 2026, marking a major milestone in the Courthouse's evolution from a former house of justice into a welcoming, inclusive cultural hub.

RENDERING PROVIDED BY EXP.



FINANCIAL POSITION

Managing for growth can be difficult. As we continue to evolve the organization in anticipation of managing the new Courthouse Stage venue, financial pressures are part of the growing pains. Additional costs have been created by the administrative burdens of managing the growth of the Atlantic Repertory Company and the Courthouse Stage.

Box office revenues never come close to covering costs, which puts additional pressure on funders and donors to create balanced budgets. This season generated a significant single-year deficit, but the company remains on sound financial footing, having achieved strong surpluses in recent years. We remain committed to growth while creating sustainable financial models through strong programming, enhanced donor and funder support, diversified fundraising, and prudent financial management.

Grants and public funding represented a significant share of total revenue, complemented by vital support from sponsorships, advertising, and private donations. Together, these contributions demonstrate the importance of community investment in sustaining our mission and programming.

On the expense side, the majority of resources were directed toward production and essential

operations, reflecting our commitment to artistic quality, organizational stability, and responsible financial stewardship.

Please refer to Appendix 1 for Statement of Financial Position and Statement of Operations for the 2024-2025 Season.

FUNDING MILESTONES

A major highlight this year was the funding announcement for the transformation of the historic Sydney Street Courthouse into a theatre space. Through the federal government's Green and Inclusive Community Buildings Program as well as the Province of New Brunswick and the City of Saint John, support was secured to help bring this long-anticipated project to life. The investment was celebrated at a community event hosted by SJTC in the fall, with government and city representatives joining to mark the start of an exciting new chapter for this landmark building.

Our Staging the Future Endowment campaign is both a source of pride and a cornerstone of our sustainability. This past year, over \$40,000 in new contributions helped the fund grow, providing a reliable stream of income that strengthens our ability to deliver ambitious productions and meaningful community programs today. At the same time, the campaign represents a

powerful investment in the future, ensuring that our theatre will continue to thrive and inspire for generations to come. The value of the SJTC endowment fund is \$298,297.70 (as of Jan. 2025).

Thanks to the generous support of our funding partners, work is now underway on the installation of a much-needed, energy-efficient HVAC system at the BMO Studio Theatre. Backed by contributions from the Government of Canada (ACOA), Canadian Heritage, the Province of New Brunswick, and The Crabtree Foundation, this investment will replace outdated infrastructure with a modern system designed to improve comfort, reduce energy use, and strengthen year-round operations for audiences, artists, and staff alike. The installation will be complete in the summer of 2025.

Our annual Spring Appeal continues to be a vital part of our fundraising efforts, inviting the community to invest directly in the future of our theatre. This year's campaign highlighted the impact of donor support in expanding our team, staging more ambitious productions, and strengthening our community presence. Contributions to the appeal help ensure that our programming remains vibrant, accessible, and sustainable as we move forward into our next season. \$32,289 was raised in this campaign.

The generous support of our corporate partners, government funders, and individual donors continues to play a vital role in our success. This collective investment represents a significant portion of our total revenue and enables us to

deliver ambitious productions, expand community programs, and keep the arts accessible to all. We are deeply grateful for this shared commitment to sustaining and growing our theatre.

SUPPORTERS

Arts Culture NB
Arts NB
BMO
Canadian Heritage
Commercial Properties Limited
Colliers International
Crabtree
Envision Saint John
Imperial Theatre Foundation
James Venner Russell Foundation Province of NB
J.D. Irving Limited
New Brunswick Children's Foundation
Pannell Family Foundation
Province of New Brunswick
RBC Emerging Artists
Sussex Area Community Foundation
The Community Foundation
The Murdock Palmer Team of BMO Nesbitt Burns
Tim Hortons
Port Saint John
Saint John Exhibition Association
Sisters of Charity of the Immaculate Conception
Socan Foundation
Source Atlantic
Sun Life Financial

AUDITED FINANCIAL STATEMENTS

SAINT JOHN THEATRE COMPANY INC.
Statement of Financial Position
June 30, 2025

	2025	2024
ASSETS		
CURRENT		
Cash	\$ 714,953	\$ 748,257
Term deposit	-	150,000
Accounts receivable	18,536	395
Harmonized sales tax recoverable	83,275	12,876
Prepaid expenses	36,812	47,354
	853,576	958,882
CAPITAL ASSETS (Notes 4, 5, 7)	4,690,864	3,757,473
	\$ 5,544,440	\$ 4,716,355
LIABILITIES		
CURRENT		
Accounts payable	\$ 51,352	\$ 35,379
Employee deductions payable	12,879	10,729
Deferred revenue (Note 6)	823,612	829,430
Current portion of long term debt (Note 7)	-	15,303
	887,843	890,841
DEFERRED CONTRIBUTIONS RELATED TO CAPITAL ASSETS (Note 8)	4,355,141	3,414,506
	5,242,984	4,305,347
NET ASSETS		
UNRESTRICTED NET ASSETS	301,456	411,008
	\$ 5,544,440	\$ 4,716,355
COMMITMENT (Note 10)		

ON BEHALF OF THE BOARD

 Director
 Director

SAINT JOHN THEATRE COMPANY INC.
Statement of Operations
Year Ended June 30, 2025

	2025	2024
REVENUE		
Ticket sales	\$ 360,409	\$ 488,083
Government grants (Note 9)	254,962	199,919
Courthouse project administration recoveries	197,730	116,855
Sponsorships	108,500	140,500
Foundations	76,360	121,460
Donations	72,106	62,789
Advertising	36,745	32,685
Refreshments	20,545	14,223
In-kind contributions	18,000	21,706
Facility rental	15,461	11,367
Endowment grants (Note 11)	9,794	9,796
Other	7,330	7,153
	1,177,942	1,226,536
EXPENDITURES		
Salaries and benefits	578,038	495,412
Capital campaign costs	141,225	105,678
Production costs	118,733	152,024
Outside facility costs	116,477	137,505
Guest artists and performer fees	96,392	105,734
Professional fees	58,456	53,132
Advertising and promotion	39,530	41,476
Utilities	22,354	20,487
Office (Note 10)	20,618	13,861
Repairs and maintenance	18,519	13,722
Service charges	12,143	5,265
Insurance	11,541	9,638
Programs	10,785	9,846
Miscellaneous	9,783	9,819
Refreshments	8,162	6,230
Telephone	6,152	5,194
Volunteer and sponsor recognition	3,898	4,173
Interest on long term debt	174	1,552
	1,272,980	1,190,748
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES BEFORE NET AMORTIZATION	(95,038)	35,788
NET AMORTIZATION		
Amortization of capital assets	64,096	70,465
Amortization of deferred contributions related to capital assets (Note 8)	(49,582)	(52,472)
	14,514	17,993
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES	\$ (109,552)	\$ 17,795



PHOTO BY ANDREW FINLAY, BEHIND THE SCENES OF 'LEND ME A TENOR', MARCH 2025