



THE
STAGE
at Burke Junction

**The Stage at Burke Junction 501(c)(3)
Donor Information Packet**

The Stage at Burke Junction is a Non-Profit theatre company, committed to providing captivating and professional quality live performance in an intimate setting. The Stage is uniquely positioned to draw the community together, foster artistic expression, and inspire the best in all of us.

Business Address

3300 Coach Ln, E-1
Cameron Park, CA 95682

Mailing Address

PO Box 639
Carmichael CA, 95609

Contact Information

stageatburke.com
stageatburke@gmail.com
(916)-947-1010

Tax Identification Number: 84-3615685

Thank you for taking the time to learn about The Stage at Burke Junction. At The Stage, we are passionate about bringing exceptional live theater and vibrant community events to El Dorado County. This is made possible by several thousands of guests, hundreds of small donors, dozens of volunteers and a growing network of collaborative partners. Your interest and potential support mean the world to us, as it helps us continue creating art that inspires, entertains, and connects. In this packet, you'll find everything you need to understand our mission, impact, and the ways you can be part of our story. Together, we can keep the magic of live performance alive and thriving.

With gratitude,
The Stage at Burke Junction

IRS 501(c)(3) Determination Letter

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **APR 13 2020**

THE STAGE AT BURKE JUNCTION
C/O WILLIAM GLASSER
6825 FAIR OAKS BLVD SUITE 215
CARMICHAEL, CA 95608-0000

Employer Identification Number:
84-3615685
DLN:
26053473001830
Contact Person: CUSTOMER SERVICE ID# 31954
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
509(a)(2)
Form 990/990-EZ/990-N Required:
Yes
Effective Date of Exemption:
October 28, 2019
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Past and Current Partners



Financial Transparency

The Stage operates on a very lean budget with only one employee, our stage manager. To keep tickets affordable, \$25 for seniors/students and \$28 for general admission, The Stage relies on contributions and sponsorships. For the nine months ending 9/30/24, donations/grants/sponsorships accounting for 43% of our \$84,238 gross revenue. Only with ongoing support from our community can The Stage continue to offer top-quality live theater in Cameron Park.

The Stage At Burke Junction

Statement of Financial Position

As of September 30, 2024

	JAN - MAR, 2024	APR - JUN, 2024	JUL - SEP, 2024
ASSETS			
Current Assets			
Bank Accounts			
Business Adv Fundamentals - 0623 - 1	1,994.83	1,942.11	643.57
Total Bank Accounts	\$1,994.83	\$1,942.11	\$643.57
Total Current Assets	\$1,994.83	\$1,942.11	\$643.57
TOTAL ASSETS	\$1,994.83	\$1,942.11	\$643.57
LIABILITIES AND EQUITY			
Liabilities			
Total Liabilities			
Equity			
Opening balance equity	4,920.50	4,920.50	4,920.50
Retained Earnings	4,233.48	4,233.48	4,233.48
Net Revenue	-7,159.15	-7,211.87	-8,510.41
Total Equity	\$1,994.83	\$1,942.11	\$643.57
TOTAL LIABILITIES AND EQUITY	\$1,994.83	\$1,942.11	\$643.57

The Stage At Burke Junction

Statement of Activity by Class

January - September, 2024

	ALMOST MAINE	FESTIVAL	GOAT	HGC	PROOF	RESIDENCY	ROGUES	NOT SPECIFIED	TOTAL
Revenue									
Cash Deposits-Tickets/Bev/Snacks	923.00		1,514.00	2,138.30	1,460.00			542.45	\$6,577.75
Contributed income									\$0.00
Donations From Individuals								27,026.46	\$27,026.46
Grants from other nonprofits						2,500.00		6,000.00	\$8,500.00
Total Contributed income						2,500.00		33,026.46	\$35,526.46
Gross Ticket Sales	7,260.00		8,983.94	9,819.00	8,526.00	225.00	1,212.00	450.88	\$36,476.82
Gross Ticket Sales - Walk-up	1,014.00		253.00	289.00					\$1,556.00
Other Income		137.14					125.00		\$262.14
Tips on Walk up Purch Bev/Tic	54.02		7.80	171.75	49.10			140.10	\$422.77
Walk-up Beverage Sales	378.00		509.00	1,289.00	846.00			394.00	\$3,416.00
Total Revenue	\$9,629.02	\$137.14	\$11,267.74	\$13,707.05	\$10,881.10	\$2,850.00	\$1,212.00	\$34,553.89	\$84,237.94
GROSS PROFIT	\$9,629.02	\$137.14	\$11,267.74	\$13,707.05	\$10,881.10	\$2,850.00	\$1,212.00	\$34,553.89	\$84,237.94
Expenditures									
Accounting fees								1,295.00	\$1,295.00
Actors Pay - NonUnion	1,225.00		700.00	4,600.00	1,500.00	625.00			\$8,650.00
Actors Pay-Union	4,553.92		3,701.55					2,926.40	\$11,181.87
Advertising & Marketing - General				1,870.00				3,028.27	\$4,898.27
Advertising-Social media								2,840.91	\$2,840.91
Artistic Director	925.00		500.00						\$1,425.00
Bank fees & service charges								263.12	\$263.12
Beverages/Snacks				31.13	45.22			2,208.54	\$2,284.89
Box Office Assistance	769.55							863.75	\$1,633.30
Electricity								4,179.57	\$4,179.57
Graphic Design	858.98					125.00		2,578.18	\$3,562.16
Insurance									\$0.00
Directors & officers insurance								948.00	\$948.00
Total Insurance								948.00	\$948.00
Licenses and Permits								105.00	\$105.00
Lighting/Stage/Production Manager	500.00		600.00			100.00		22,242.44	\$23,442.44
Meals			102.00					417.62	\$519.62
Office expenses									\$0.00
Internet & TV services								1,347.07	\$1,347.07
Memberships & subscriptions								384.22	\$384.22
Shipping & postage								108.51	\$108.51
Software & apps								3,765.29	\$3,765.29
Total Office expenses								5,605.09	\$5,605.09
Parking & tolls								100.43	\$100.43
PayPal Fees								151.64	\$151.64
Payroll expenses									\$0.00
Workers' compensation insurance								240.45	\$240.45
Total Payroll expenses								240.45	\$240.45
Play Rights	2,608.00							2,780.97	\$5,388.97
Props	210.95		56.21		612.41		365.83	380.32	\$1,625.72
Set Design	1,379.00		820.00	40.39	1,030.00		211.72	412.00	\$3,893.11
Square Fees	52.34		59.64	59.20	35.96			10.88	\$218.02
Supplies					25.33			3,124.13	\$3,149.46
Ticket Spice Fees	537.54	8.30	613.24	677.30	525.26	9.44	86.67	414.38	\$2,872.13
Vehicle gas & fuel								194.18	\$194.18
Website Maintenance								2,080.00	\$2,080.00
Total Expenditures	\$13,620.28	\$8.30	\$7,152.64	\$7,278.02	\$3,899.18	\$734.44	\$664.22	\$59,391.27	\$92,748.35
NET OPERATING REVENUE	\$ -3,991.26	\$128.84	\$4,115.10	\$6,429.03	\$6,981.92	\$2,115.56	\$547.78	\$ -24,837.38	\$ -8,510.41
NET REVENUE	\$ -3,991.26	\$128.84	\$4,115.10	\$6,429.03	\$6,981.92	\$2,115.56	\$547.78	\$ -24,837.38	\$ -8,510.41

Why Your Support Matters

At The Stage at Burke Junction, we believe in the transformative power of live theater to inspire, connect, and enrich our community. Your support allows us to produce high-quality performances, nurture local talent, and provide a space where creativity and community thrive. Every local sponsor helps us bring stories to life, offer accessible programming, and ensure that the magic of live theater remains a vital part of Cameron Park. Together, we can make a lasting impact—because the arts matter, and so does your support.

Donation Types

Full Season Donations

Donation Amount:

VIP: \$5,000

How your organization will be recognized:

- Program Feature
- Website Page Feature
- Monthly Newsletter Feature
- Company Logo on all print material (ex. print flyer)
- 4 Season Tickets

Leading Role: \$2,500

- Program Feature
- Website Page Feature
- Monthly Newsletter Feature
- 2 Season Tickets

Show Based Donations

Center Stage: \$1,000

- Company logo on print material
- Program Feature
- 4 Tickets to show

Supporting Cast: \$500

- Program Feature
- 4 Tickets to show

Backstage Ally: \$250

- Program Feature

Board of Directors

<https://www.stageatburke.com/boardofdirectors>

Tiffany Rolston, CSM (Retired)	Board Chair	tjrolston13@gmail.com
Sage BlackOwl, Attorney	Board Secretary	sage@blackowl.law
Doug S. Rice, CPA	Board Treasurer	NA
Karen B. Guthrie, Attorney (Retired)	Board Member	NA
Chadrick Scott	Board Member	NA

Staff Members

William Glasser	Executive Director
Anthony D’Juan	Artistic Director, 2025
Julie Mckinney	Production Manager
Nicole Dittman	Marketing and Communications, Box Office

California Non-Profit Registrant Search Tool:

<https://rct.doj.ca.gov/Verification/Web/Search.aspx?facility=Y>



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Updated: December 2nd 2024