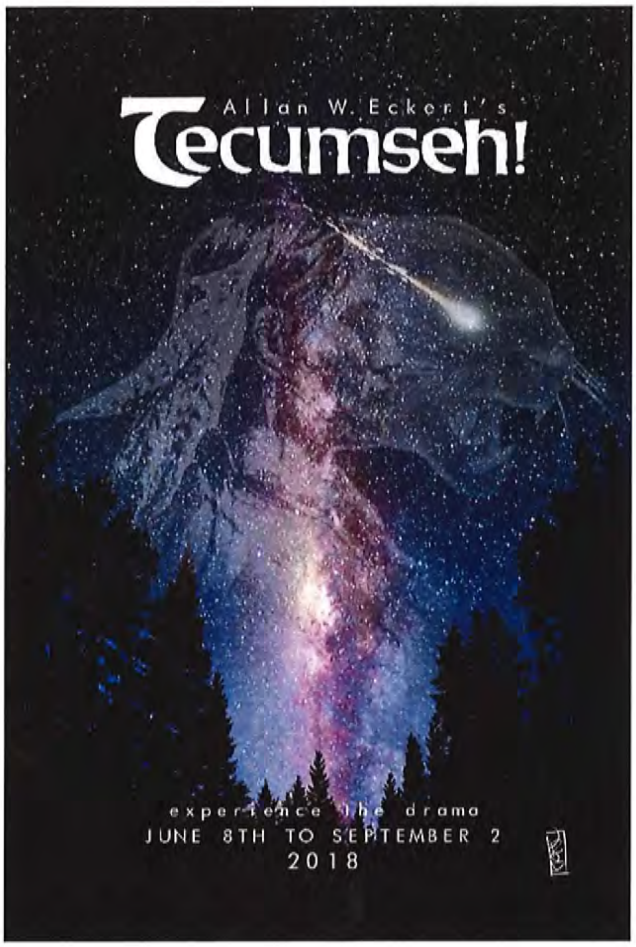
# The Scioto Society, Inc.

## Producers of *Tecumseh!*




# 2018 Annual Report

# PRODUCED BY THE SCIOTO SOCIETY, INC

**MISSION:** The mission of The Scioto Society is to advance and promote the artistic, recreational, industrial, economic, commercial and civic development of Chillicothe Ohio and the surrounding geographical areas comprised of Ross, Pickaway and Pike counties. The Society's primary focus is the annual presentation of the historical drama *Tecumseh!* and also any additional activities that drive, support and promote the development, stability and prosperity of the area, its history, its residents and its visitors.

# The Scioto Society, Inc. Board of Trustees

## Officers

**Chairman**
Dr. Randall D. VanVoorhis, *Chillicothe*

**Vice-Chairman**
Robert C. Evans, *Chillicothe*

**Treasurer**
Paul Adkins, *Waverly*

**Secretary**
Melody Young, *Chillicothe*

## Directors

Mike Northrup, *Chillicothe*
Allison Henderson, *Chillicothe*
David M. Polk, *Chillicothe*
Bill Herrnstein, *Chillicothe*
Albert Heierman Jr, *Chillicothe*
Marion Waggoner, *Andover, CT*
Judge Matthew McFarland, *Portsmouth*
Tim Wilson, *Circleville*
David Fausnaugh, *Circleville*
Lance Mekeel, *Chillicothe*
Matt Dresbach, *Chillicothe*
Ryan Adams, *Chillicothe*
Dr. Richard Rooney, *Chillicothe*
Joe McFadden, *Chillicothe*
Gary Dean, *Circleville*
James Younkin, *Minford*
Kristen May, *Circleville*

# Tecumseh!

January 29, 2019

This past season was the most difficult one we've faced in some time. Of the 75 production days on the calendar this summer it rained on 67 of them. We had a record setting nine rain outs. Adverse weather conditions that difficult take their toll as the days go by, not only on attendance, but on the psyche and morale of the company. But they rose to the occasion time and time again, providing a truly memorable theatre experience for tens of thousands of people. I am extremely proud of and grateful for the company we had in place. They made this year memorable for me as well.

The company continued a number of initiatives which were new in 2017. The largest of these was our education programming. In the spring of 2018, we distributed tens of thousands of FREE tickets to school children in Ross, Pike and Pickaway counties. Every child in those schools received a ticket voucher.

Additionally, we successfully overhauled our Halloween offering with Brian Clowdus Experiences. *The Sleepy Hollow Experience at Haunted Mountain* was one of the largest undertakings the company has ever attempted. It was a terrifying and wonderful experience. The results spoke for themselves. 7 additional performances were added to try and meet the demand for tickets. Nearly every performance sold out. Ticket sales exceeded expectations and the groundwork was laid for a successful yearly program. We also produced our fourth year of Bluegrass Concerts, featuring The Del McCoury Band. In our four years of concert promoting, we have not only turned a profit (an exceedingly difficult thing to do in the concert business!), but we have brought tens of thousands of new patrons through the gates of the Sugarloaf Mountain Amphitheater. Our big spring fundraiser, Cead Mile Failte was again sold out. That event has raised well over $70,000 in its four years. In addition to all of that, we held our second Bourbon Dinner with much success, and had a strong year at our retail shop downtown.

The following pages will lay out how it all was done. So take a moment to appreciate and celebrate our success. But I hope you'll also take this time to commit to going back into the huddle with me yet again. With energy and excitement. With faith in our community. With respect to the story of Tecumseh. And with friendship and respect for each other.

I can't wait to get back to work with you!

Brandon Smith, CEO

# The Scioto Society, Inc.
## Administrative Staff

### Brandon Smith, Producer/CEO

Brandon Smith has spent the past two decades dedicated to the idea that the arts can change lives. A Chillicothe native, he began his first summer season at *Tecumseh!* in 1994 as a ticket taker. Within two years he was Theatre Manager and over the next 5 summers he and Marion Waggoner created a template for operations that is still being used at theatres all over the country. Between summers at *Tecumseh!* he studied acting at the Stella Adler Conservatory. After graduation he looked to combine the practical skills from Outdoor Drama with the artistic sensibilities learned in New York. Over the next decade he served in a variety of capacities from the smallest regional theatres in New England to new Outdoor Dramas in Ohio and the Catskill Mountains. In New York, he worked both on and off Broadway in marketing, management and box office. Following the summer 2005 season of Johnny Appleseed Outdoor Drama, he turned his attention to symphony orchestras. He oversaw a period of unprecedented growth at the Mansfield Symphony Orchestra as its General Manager. During his tenure, the orchestra tripled its number of concerts, doubled its fundraising dollars and established a major education program. He lives, quite literally at the Sugarloaf Mountain Amphitheatre, with his partner of 16 years, Dan.

### Marcia Holton – Director of Finance & Personnel

Marcia is honored and excited to be returning for her 9th season at *Tecumseh!* With over 2 decades of combined experience in customer service, administration, and accounting, Marcia currently oversees the financial operations and human resources for the Scioto Society. During the off-season, you can find Marcia at the office creating budgets, directing the cash flow, working on fundraising events, and basically preparing for the next season of Tecumseh!. Marcia would like to thank Brandon, Jeremiah, and LeAnna for being such a wonderful team to work with, and she sends her love to her children Lauren, Katie, Ben, Jenna, and her wonderful grandchildren Noah, Hadley and Asa! Last, but certainly not least, Marcia would like to thank you for traveling here this summer to see this amazing cast and crew produce the world's greatest outdoor drama. Without you, we simply could not tell this extraordinary story. Enjoy the show!

### Karen Bright- Director of Retail Sales & Services

Karen is thrilled to be coming back to the mountain for her 15th season. She graduated from Jackson High School and has multiple years of experience in customer service and accounting. She has worked in the box office and the gift shop. She enjoys the atmosphere and patrons at Tecumseh! "I really enjoy seeing all of the regular customers come back each season; but, I love meeting new friends even more! It always seems like one big family every summer." In the off season, you will find her at the Tecumseh Trading Co. in historic downtown Chillicothe. Karen would like to thank her husband, three children and six grandchildren for their support over the years!

### Jeremiah A. Waggoner – Associate Producer

Jeremiah has worked across several areas of theatre operations—in the Gift Shop, on the Maintenance Staff, with the Parking and Security team, and for a brief stint as lighting operator for the Scioto Society's 2000 production of *A Midsummer Night's Dream*. This will be his second year serving on the Administrative Staff. He graduated from Ohio University, Athens in 2003 with a BA in English and Creative Writing and in 2012 he graduated from the University of Notre Dame with an MA in English and American Literature. His scholarly interests revolve around European colonialism and indigenous resistance movements from the late 1600's to the early 1800's. When he's not working on theatre operations or doing research, Jeremiah enjoys hanging out with friends, Sherlock Holmes stories, cooking and grilling, all forms of music, bass guitar, used book sales, stargazing, and hiking. He would like to send his love and thanks to his father Marion and his mother Nita, J.J., Kane, Ahpoo Lawrine, Ernie and Lindy, his Texas and Kentucky families, Raymond Speakman, Richard Doliber, Brandon Smith, Marica Holton, LeAnna Kleinke, Curt and Pam Potter, and his amazing and beautiful girlfriend Kayla. He would like to dedicate his season's work to the memory of his Grandfather Ahwoo Jack Battise, Sr.

### LeAnna Kleinke – Director of Development

LeAnna has been with the Scioto Society since 2014. She enjoys the power and dynamics of the drama, and it has stuck with her since her grandfather brought her for the very first time. "Tecumseh, means something a little different to every person that attends, but to me, it's a special memory, the smell of old spice as I hugged my grandfather's neck when the cannons went off; it's the most special place I've ever been." She loves spending time with her family, and dear friends, and thanks them for their never ending support. She dedicates her career and all accomplishments to her departed grandfather Clarence. She would also like to thank Brandon Smith, Jeremiah Waggoner, and Marcia Holton for the amazing experiences, and opportunities she's had while working here. Finally, and above all, the cast and crew for all of their hard work and dedication! Enjoy the show!

# Our Supporters

The legacy of *TECUMSEH!* is a powerful reminder of what individuals, government, community and organizations can achieve when inspired by a dream, driven by opportunity and challenge, and fueled by generosity and gratitude. For five decades, The Scioto Society has thrived through the generous support received from individuals and organizations. Our patrons' commitment and vision will ensure that the important work of economic development through tourism and the arts continues in Ross, Pike and Pickaway counties.

Through generous contributions of their resources, our business partners and corporate sponsors participate in the success of *TECUMESH!* We are very grateful to all our business and corporate sponsors who continue to support the Scioto Society's efforts to produce a quality performance of high artistic integrity and develop other educational and community programs. Our corporate sponsors enrich the lives of our community through their sponsorship of events, venues and programs.

**20/20 Visionary Society**
Dr. and Mrs. Randall VanVoorhis
The Bill & Linda Herrnstein Fund

**$10,000 & Up**
The Ross Chillicothe Convention & Visitors Bureau

**$5000 & Up**
Accurate Heating & Cooling
Horizon

**$4000**
Adena Medical Staff & Physician Recruitment

**Presenter ($3000)**
Adena Health System
CP Management
Healthcare Logistics
Huntington Bank
Ohio University Chillicothe
Southern Ohio Multimedia (SamJam Bluegrass)
The Local Pages
The Chillicothe Gazette

**$2500**
Tecumseh Alumni Association

**Producer ($2000)**
G & J Pepsi-Cola Bottlers, Inc.
Veterans Administration Chillicothe Hospital

**$1500**
Adena Health System

**Sponsor ($1000)**
Bettie Friedman
Globe Furniture
Herrnstein Auto Group
Janney Montgomery Scott
Ryan & Cathy Adams
SFM Insurance

**Supporter ($500)**
AKM Building Systems
Al Heierman
Americas Best Value Inn
Atomic Credit Union
Benson & Sesser LLC
Best Western Adena Inn
Stephen & Linda Brown
D. E. Huddleston, Inc.
Detillion Lanscaping
Fluor-BWXT
Frisch's Big Boy
G&J Paving
Garland Tussing Memorial
Hirsch Fruit Farm
Petland
RHF Enterprises
Tim & Joyce Staab
The Haute Doggerie
Ware Funeral Home
Wissler Myers & Kallies Family Dentistry LLC
WSSR

# Our 2018 Members:

Al Heierman

Ann Perdue

Bill & Linda Herrnstein

Brandon Smith & Daniel Sherbinsky

Bryan & Winda Joseph

Charles & Sybil Stevens

David Cutright

Elizabeth Salt

Linda & Terry Ballou & Sloan

Michael Northrup

Kay Northrup

Mike & Anne Snodgrass-Eversole

Pasqualino Laniro

Steve Kelley

Terry Sloan & Linda Ballou

# Grants Received in 2018:

David Meade Massie Trust

Ross Chillicothe Convention & Visitors Bureau

Ross County Facilities Commission

Ross County Commissioners

First Capital Rotary Club

Chillicothe Rotary Club

Bill & Linda Herrnstein Fund of Chillicothe-Ross Foundation

The Ohio Arts Council

# The Friedman Fund

From the inception of The Scioto Society, Inc. in May of 1970, Herbert and Bettie Friedman worked tirelessly to help bring professional outdoor drama to this rural area of south-central Ohio. Now, as *Tecumseh!* celebrates its 47th season on Sugarloaf Mountain, the production continues to play a significant role in the cultural growth of the Chillicothe, Circleville, and Waverly communities. The drama is recognized around the world as one of Ohio's, as well as the nations, most spectacular theatre forms.

During the past four decades the Friedman's have provided a wide range of support for the drama, from financial assistance to numerous volunteer projects. Their passion and dedication for the continuance of *Tecumseh!* has displayed a rare form of both personal and community commitment. They shared 64 wonderful years of marriage before Herbert passed away on December 13, 2012. He was on the board of trustees from the beginning of The Scioto Society, in addition to serving as a founding member of the group. He also served as president, secretary, and treasurer of the organization for years. Since the first production in 1973, Herbert rarely missed a performance of the drama until his health prevented him from attending during the 2012 season. Sharing Herbert's passion for *Tecumseh!*, and recognizing the financial needs of the drama—especially during these difficult times—Bettie recently made the decision to contribute the seed money in order to establish an endowment for the production. In recognition of this generous support, The Scioto Society Board of Trustees unanimously agreed to create THE HERBERT AND BETTIE FRIEDMAN *TECUMSEH!* ENDOWMENT FUND. The fund will be utilized as a long-term measure toward helping ensure the permanence of the drama within the communities it serves.

As of Dec 31, 2018 the fund shows a balance of over $23,000...more than double the original size of the fund!

# The Year In Review

Our 2018 season was a difficult one. It began raining on opening night, and continued for seemingly the rest of the season. The year closed out with a record setting 9 rain outs and measurable rain on 67 days. It was a test of both the companies' personnel and infrastructure. But we made it to the end. Years of planning proved to be invaluable in ensuring that another year would come for Tecumseh! Months of work and preparation go into making each and every season a reality. This year's performance would not have happened if not for the generous contributions of our sponsors, the enthusiasm and support of the Chillicothe community and many other communities from across the region, and the tireless efforts of our office staff and Board of Trustees. Our cast and crew were unparalleled in both talent and professionalism, and, as always, our patrons gave us tremendous support in coming out to enjoy our show. With such passion and determination supporting us, the outdoor drama *Tecumseh!* will remain an integral part of the Ohio historical experience and will continue set the highest standards in outdoor entertainment. We at the Scioto Society, Inc. want to extend a heartfelt Thank You to everyone for giving us the opportunity and privilege to perform for a 47th season, and we look forward to everything that 2019 has to offer!

The Actor/Technicians had a difficult year full of rain, and other things!

November, 2017

- Books are closed on the 2017 season, again beating out financial projections for the year.
- The first annual Bourbon Dinner is held at the Christopher Conference Center. A very small profit was turned, but the event promises to be a great fall fundraiser in future years.
- Brent Gibbs is named Director for the 2018 production.

December, 2017

- The annual holiday open house is held at the Tecumseh Trading Company.
- Holiday sales at the Tecumseh Trading Company beat projections, and the first big sales season is a success.

January, 2018

- Contracts for the 2018 Live On The Mountain Concert Series are signed
- Brandon Smith attends IOT Auditions in Greensboro, NC
- Jeremiah Waggoner travels to OTA Auditions. A blizzard hampers attendance.
- Brian Clowdus travels from Atlanta for a site visit and planning for The Sleepy Hollow Experience. Contracts are signed.

February, 2018

- Jeremiah Waggoner attends UPTA auditions in Memphis.
- Huntington Bank re-up their sponsorship of Cead Mile Failte
- Mailing campaign begins with AAA Travel Centers and Convention & Visitors Bureaus around the region.
- Local brochure distribution begins.
- School Night invitations for the 2018 season go out to 542 schools around the region.

March, 2018

- Cead Mile Failte is a sell out in its fourth year, raising nearly $20,000 for the organization.
- Jeremiah Waggoner and Brandon Smith attend SETC auditions in Mobile, Alabama.
- CEO Brandon Smith is again named as co-chair of the SETC professional division representing outdoor theatres.
- Job postings for the 2018 House Staff go online, and interviews begin.
- Cast and company information are compiled for the new souvenir program, developed in partnership with Metropolis Design Studios.
- The Scioto Society is presented with the prestigious "Corporate Citizenship" award from the Ross Chillicothe Chamber of Commerce

April 2018

- After a very long and cold off-season, the Sugarloaf Mountain Amphitheatre is de-winterized.
- Preseason maintenance staff begins work on cabins, grounds and barn areas.
- TripAdvisor names *Tecumseh!* as an award recipient and the #1 tourist attraction in the area for the fourth consecutive year.

May 2018

- Production crew arrives and begins work during the first week of May.
- The annual Company Meeting is held at the Christopher Conference Center.
- Rehearsals begin at the Sugarloaf Mountain Amphitheatre.
- Dozens of lighting fixtures in the backstage and front of house areas are changed over to LED.
- Nearly $250,000.00 in free tickets are distributed to local schools in an effort to provide all local students with access to *Tecumseh!*

June 2018

- A preview night is held for sponsors and supporters on June 7.
- The 2018 season of *Tecumseh!* opens on Friday, June 8. The show is rained out.
- Opening weekend party on Saturday generously catered by Paul and Bev Adkins.
- Volunteer ushers and hospitality staff begin working on the mountain.
- Live On The Mountain Concert series opens with a return visit from Rhonda Vincent.
- An Ohio Arts Council grant is awarded to the company in support of the fall project, The Sleepy Hollow Experience at Haunted Mountain.

July 2018

- Sack It With Shakespeare, a free public discussion on Shakespeare is held at the Ross County Public Library North Branch for the fourth year.
- Seven actors from the company attend a day at the Ohio State Fair, presenting our "Tecumseh and the Galloways" trunk show.
- Much Ado About Nothing, directed by alumn JJ Cobb, is performed for a large crowd.

August 2018

- End of season auditions are held at the Sugarloaf Mountain Amphitheatre.
- Annual company picnic is held at Dr. and Mrs. Rooney's farm near Chillicothe.
- The second and final concert of the bluegrass series, features a return visit from Nathan Stanley and the legendary Del McCoury and his band.

September 2018

- After a difficult and rainy season, *Tecumseh!* closes with a special Sunday night performance to a nearly sold out crowd.
- Construction immediately begins on Haunted Mountain. The project will be the largest and most expensive investment in a new theatrical presentation in decades.
- Rehearsals for Tecumseh & The Galloways begin.
- DE Huddleston Construction donates manpower for construction of the covered bridge set for Sleepy Hollow.

October 2018

- Haunted Mountain opens its fourth season in partnership with Brian Clowdus Experiences and runs each weekend throughout the month. Attendance grows again selling out almost every night. The run is extended through the first weekend in November.
- CEO Brandon Smith travels to Manteo, NC to attend the IOT conference.
- Preparations begin for the Christmas season at the Tecumseh Trading Co. downtown.
- Tecumseh & The Galloways tours Southern Ohio performing at over 18 schools and for over 3,000 students.
- Brent Gibbs signs on for a second year as director.
- The company prepares to bring on two new employees to the full time staff: Raymond Speakman as Technical Director and Richard Doliber as head of facilities. They will begin in February of 2019.

# Making A Difference In Our Community

According to American's for the Arts, Tecumseh created nearly $3 million in economic activity outside the gates of the theatre this summer. But beyond the clear economic boon that activity at the drama provides, we also strive to make a difference on the ground. This year we achieved new heights in this area. A few highlights include:

- Donated nearly $6000 in tickets to Veterans and their families through VETTIX
- Partnered with the Veterans Administration for a July 4th event, including FREE tickets to veterans
- Collected 10,000 cans of food for Ross, Pike and Pickaway county food pantries through our Monday Night Discount program
- Offered $10 front row tickets every Friday, breaking down barriers to participation
- Donated nearly a quarter of a million dollars worth of tickets to local students
- Donated $25k worth of ticket vouchers to a variety of local fundraising events including for the MADE drug free program, United Way, Firefighters, Toys For Tots, Adena Women's Board, Chillicothe Civic Theatre, Adena Mansion & Gardens and more!
- Provided a fundraising opportunity to over a dozen local organizations through our usher program

# The Tecumseh Trading Company

In May of 2017, The Scioto Society opened its downtown satellite shop and ticketing outlet, The Tecumseh Trading Company. The idea was one which happened relatively quickly, from a thought in October of 2016, to a fully realized retail operation in May of 2017. With the assistance of Ed Kunzelman and the partners at Nipgin Corner, LLC, a location was scouted and settled upon within a few weeks of a first meeting. Both organizations were keen to make something happen quickly and terms were settled in a matter of days.

Renovations began days after the annual spring fundraiser, Cead Mile Failte, and a small team of 5-8 people at a time had the physical space ready to go in about three weeks.

With a concentration on Native American arts & crafts, Ohio made goods and of course Tecumseh & Chillicothe related items, the shop offers a wide variety of unique gifts, jewelry, toys, art and more. But beyond the retail operation is the ticketing outlet. Visitors to Chillicothe can stop in at TTCo, and purchase tickets to any of the numerous events happening at Sugarloaf Mountain. Thousands of dollars' worth of tickets were purchased at the outlet in 2018, and the organization believes that number will grow in 2019.

In 2018, the shop exceeded it's sales expectations, leading the organization to believe that long term success may be achievable downtown.

Then of course, there is the matter of supporting the revitalization of Downtown Chillicothe. Speaking directly to the mission of The Scioto Society, the organization has shown not just its support, but it has made an investment in the downtown area!

# Education Program

2017 saw the fruition of several years of planning by the organization to establish a far reaching and robust education program. The definition of that program was dependent on the organizations ability to execute the plan within the staffing and time constraints that it has. At a staff retreat in October of 2016, a plan was finalized for a two pronged approach that would not only provide free access to all school kids in Pike, Ross and Pickaway counties, but actually take a performance into as many schools as possible. 2018 saw those programs continue and grow.

In May of 2018, over $250,000.00 worth of tickets were printed and distributed to dozens of schools in the three counties. Every child at those schools was to receive a free voucher to attend *Tecumseh!* during the 2018 season. There were no restrictions put on them, and the kids did not have to qualify. If they were in school...they got a voucher. This program alone instantly made The Scioto Society the leading arts organization in this part of the state providing uninhibited access to the arts to school children.

Then, in the fall of 2018, *Tecumseh and the Galloways* hit the road for it's second year. Written by Jenny Male, the production was done in classic "trunk show" style, making it easy to travel from school to school. Nearly 5,000 students in the following schools participated in the free program, which was made possible in part by a grant from the Ohio Arts Council.

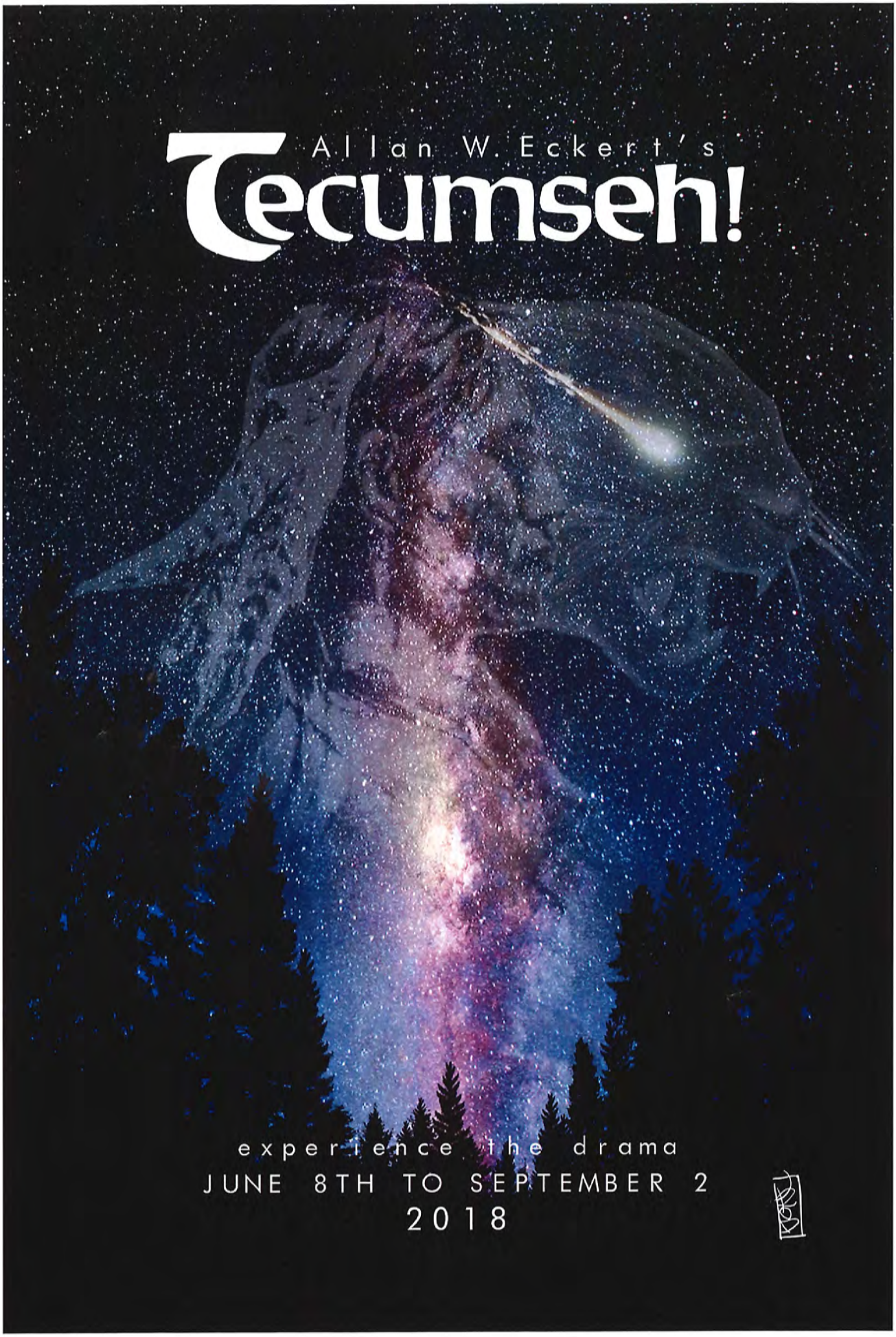
With the successful execution of these two programs, The Scioto Society made a massive impact on children in our communities this year. It was a very large undertaking and investment for the company, and one which we believe will pay dividends in the years and decades to come!

We also continue to run our school special nights at the end of the season, playing host to thousands of school kids from Ohio and Kentucky over a few nights.

# 2018 Trunk Show Tour

Good Hands Support
Zane Trace Elementary
Eastern Elementary
Rainsboro Elementary
Paint Valley
Portsmouth Elementary
Bishop Flaget
Allan Elementary
Worthington Elementary
Pickaway Elementary
Washington Elementary
Adena Elementary

Tiffin Elementary
Mt. Logan Elementary
Westfall
Huntington Schools
Ross Co. Christian Academy
Waverly City Schools
Southeastern
Western Elementary
Highland Elementary
Unioto Schools
Piketon Middle School


Allan W. Eckert's
Tecumseh!
experience the drama
JUNE 8TH TO SEPTEMBER 2
2018

# RHONDA AND VINCENT

# THE RAGE

JUNE
17TH
SUN

TIME
7PM
2018

LIVE ON STAGE

## ACCURATE BLUESGRASS CONCERT SERIES

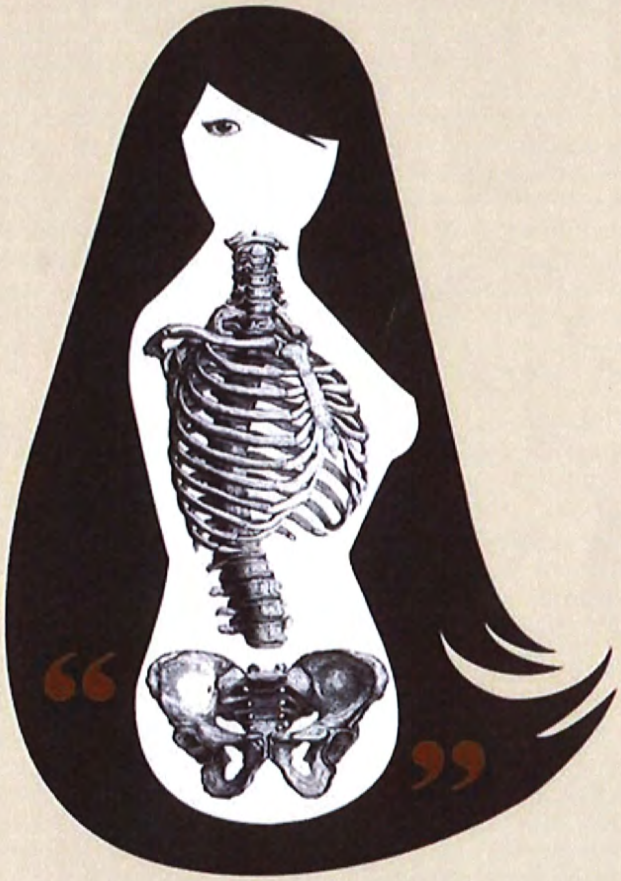
SPONSORED BY THE NORTH PLAZA HOSPITALITY GROUP

SUGARLOAF MT AMPHITHEATRE / tecumsehdrama.com for tickets

THE DEL McCOURY BAND
AND NATHAN STANLEY
JULY 8TH SUN
TIME 7PM 2018
LIVE ON STAGE
ACCURATE BLUESGRASS CONCERT SERIES
SPONSORED BY THE NORTH PLAZA HOSPITALITY GROUP
SUGARLOAF MT AMPHITHEATRE / tecumsehdrama.com for tickets

WILLIAMSHAKESPEARE

# MUCH ADO ABOUT NOTHING

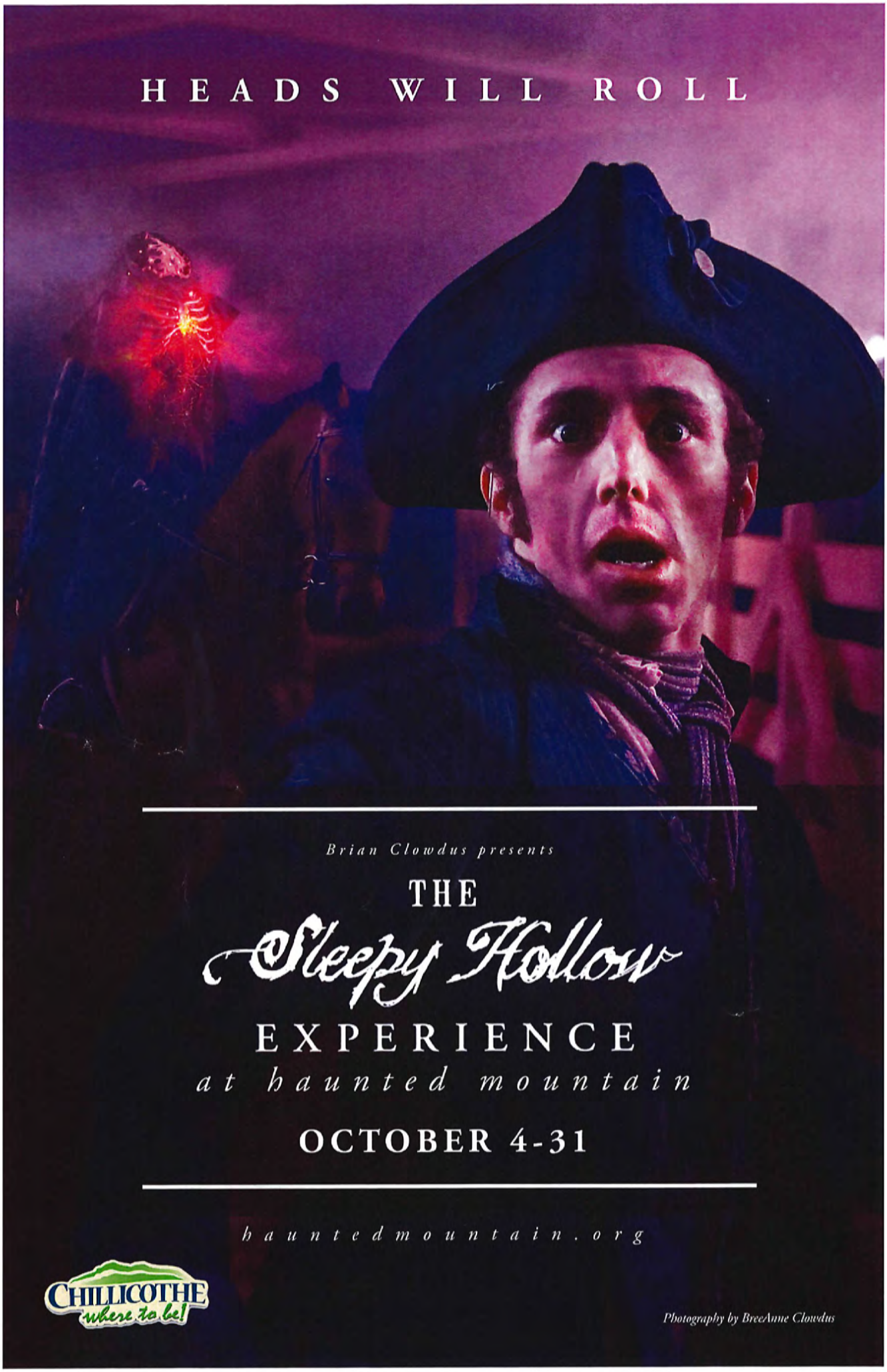


Sugarloaf Mountain Amphitheatre (home of Tecumseh!)

July 29, 2018 8PM FREE

866-775-0700

TecumsehDrama.com


HEADS WILL ROLL
Brian Clowdus presents
THE
Sleepy Hollow
EXPERIENCE
at haunted mountain
OCTOBER 4-31
hauntedmountain.org
CHILLICOTHE
where to be!
Photography by BreeAnne Clowdus