

JUN 14 2018





**Funding Application**  
**2018 and 2019 Lodging Tax Funds**

RECEIVED  
JUN 14 2018

BY: .....

**Deadline**

June 15, 2018 at 4:00pm for funds to be expended in 2018

August 31, 2018 at 4:00pm for funds to be expended in 2019

**Attention**

City of Yelm

Dana Spivey, Executive Administrative Assistant

105 Yelm Avenue West

Yelm, WA 98597

**Entity Information**

The Triad Arts Theater 45-451-2298  
Organization/Agency Name Federal Tax ID Number

Cameron Jayne DIRECTOR  
Contact Name Title

PO 2040 Yelm WA 98597  
Mailing Address City State Zip

360 458-3140 702 8455925 The Triad Theater@gmail.com  
Work Phone Cell Phone Email Address

☐ Tourism Promotion/Marketing Activities

☐ Events/Festivals

☐ Program/Project

Amount Requested: \$  
\$20,000 - \$25,000

Total Budget: \$  
\$213,750.00



## LTAC Funding Request Information

The Triad Arts Theater 2011 til indefinite ....

Name of Tourism Activity/Event/Program/Project Location Start Date End Date

Brief Description:

(450 words or less)

The Triad Theater is the home to countless actors, musicians, poets, singers, scientists, philosophers, artists, lecturers and people who appreciate the arts & free thinking in our community. It unifies a diverse town such as ours, since 2011.

The Triad Arts Theater.com / Facebook, Twitter, Google, Linkin

Website Address

Social Media Account(s)

1. What are the projected number of attendees estimated to travel greater than 50 miles to attend the activity/event and what is your estimate based on:

Our lecturers are nationally + some internationally acclaimed who have big internet followers. Our theatrical groups are known regionally. We can validate by credit card ticket sales on line. 40 people monthly for Wed. nite shows alone

2. What are the projected number of attendees estimated to travel from another state or country to attend the activity/event and what is your estimate based on:

We provide entertainment for students attending a 3 day event which averages about 30 a month, plus those international people in community bring their family & friends. The lecturers come from Africa & England, Ireland, Mexico & Peru.

3. What are the projected attendees who estimated to stay in paid overnight accommodations?

We have patrons who regularly stay at Conley Suites and Prairie Hotel when attending shows in winter months and during our festivals & plays. It varies

4. What are the projected attendees who estimated to stay in unpaid overnight accommodations?

Since the majority of audiences on regular basis live in the greater Yelm Community, there are more of these but varies per event at theater.

5. How do you plan to measure/evaluate the actual attendance and locations visitors traveled from?

We have a 3000 list email contacts that send out calendars & events monthly & comments & requests are welcomed. Our ticket sales online reveals and we log nightly admission fees.

6. Describe the tourism promotion impact on the economy from your special event, festival, or tourism-related program or project within the City of Yelm, specifically on the lodging and food service sectors.

A unique arts theater in town is priceless for businesses in lodging & food service. A night on the town means go to a cafe/restaurant, bar and a show

7. How broad-based will the tourism promotion benefit be geographically and economically?

It varies but this theater provides a variety of genres of music & events to reach out to all genders, age, creeds and classes of people.

8. Describe how you will promote overnight stays in Yelm lodging establishments?

We always encourage out of towners to stay over during our foggy rainy advisory nights for safety as well as providing 2 events part A & B on weekends often to encourage them staying over.

9. Describe how you will promote Yelm and other attractions in the Yelm area to entice tourists to extend their visit beyond attendance to your special event, festival, or tourism-related facility.

Newsletters - social media - calendars - press releases  
posters in window AND HOPEFULLY A MUCH NEEDED 2  
marquee on the building. Also more filming & editing community  
events at theater to broadcast on local television & internet. (very effective)



10. What tourism outcome should the City expect if your proposal is only partially funded? Please be specific. For example: Which services will not happen? How do you intend to alternatively fund your program?

*Sign / marquee! It is imperative we get help to afford an electric/ And upgraded sound system + editing/filming equipment to financially*

11. List other organizations that you will partner with for this proposal. Letters of endorsement are welcome to be attached to this application (please do not send separately to City Hall).

*We have the patrons + city + major businesses supporting us already but not in a major way.*

12. List any other measurements that demonstrate the impact of increased tourism attributable to your special event, festival, or tourism-related facility. Please include any other thoughts that may encourage the Lodging Tax Advisory Committee/Yelm City Council to use lodging tax funds to support this application.

*Emails, visionary nominee awards, views on internet of our downloaded events on Youtube, newspaper articles - enthralled audience and comments after shows. Please see attached form "Did you know" for more detailed info about theater + gallery.*

### Certification

I hereby state on behalf of \_\_\_\_\_ (organization/agency name) that we are a:

☒ Nonprofit ☐ Government Entity ☐ Other

The applicant has, or will obtain, general liability insurance covering no less than \$1,000,000 combined single limit per occurrence and \$2,000,000 aggregate for personal injury, bodily injury and property damage.

The applicant has on file with the City, or is submitting one copy, of their current articles of incorporation and by-laws.

I understand this is an application for a contract with the City of Yelm, which, if awarded, will only be paid after the service(s) is rendered on a reimbursement basis and a signed Lodging Tax Invoice is submitted with proof of payment documentation.

The applicant has accounting/record-keeping systems which A) show the purposes for which City of Yelm funds have been spent; B) is open to inspection by the City of Yelm or its agents; and C) is maintained for at least 6 years following the end of contract.

I understand that the City of Yelm will conduct public discussions regarding recommendations for funding to any agency making application to the City of Yelm and its Lodging Tax Advisory Committee.

I hereby certify that the information contained in this certification and application for funding with the City of Yelm is a true and accurate statement of activities and financial status of the organization submitting this application.

I hereby certify that the person signing this application is duly authorized to execute this document on behalf of the applicant entity.

*Cameron Jayne*  
Name and Title

*C. Jayne*  
Signature

*June 14 2018*  
Date

(See Attachment)

## Lodging Tax Budget Form

### Lodging Tax Applicant

Specific to your tourism projects, activities and events in City of Yelm, please complete the highlighted portions of this document and list the amount and status of funding for all sources from you have already or intend to receive. If applicable, please include in-kind donations and funds received from admission fees.

### Projected Revenue

Source		Amount
Sponsorships		
Admission		
Reserves		
Donations & In-Kind Contributions		
Grants		
Program Service Fees		
Gift Shop		
Vendor Fees		
Fundraising Activities		
Anticipated Lodging Tax Funding		
Lodging Tax from other Jurisdiction (please specify)		
All other Sources of Revenue (please specify)		
Total Revenue		\$

### Projected Expenses

		Amount
Personnel (salaries and benefits)		
Administration (utilities, phone, etc.)		
Marketing and Promotion		
Professional and Consultant Fees		
Equipment		
Facility/Event Rental		
Travel (please specify)		
All Other Expenses (please specify)		
Total Expenses		\$
Program Excess (Deficit)		\$

# Lodging Tax Budget Form

Projected Revenue	Past Year 2017	Up Coming Year 2018
Sponsorships		\$10,000.00
Admission	\$30,053.63	\$30,000.00
Reservation	\$0.00	
Donations and In-kind Contributions	\$25,000.00	\$25,000.00
Grants - Building	\$0.00	\$39,000.00
Program Services Fees	\$0.00	
Gift Shop - Concessions-Gallery *2018 alcohol sales	\$5,181.00	\$10,000.00
Vender Fees	\$3,050.00	\$7,750.00
Fundraising Activity		
Anticipated Lodging Tax Funding		\$20,000.00
Lodging Tax from other Jurisdiction		
all others		

**Total** **\$63,284.63** **\$141,750.00**

To include purchase of  
electric sign, 2 mics, TV,  
camera & Editing

Projected Expenses		
Personnel (Salaries and benefits)		\$72,000.00
Administration Utilites phone Garbage, Rent	\$32,842.91	\$46,000.00
Marketing and Promotion, Social Media	\$730.00	\$10,000.00
Professional and Consultant Fee		\$750.00
Equipment	\$0.00	\$20,000.00
Facilities Event Rental		\$0.00
Travel, Hotel and Meals	\$0.00	\$1,000.00
All other		
Entertainment	\$475.00	
COG Gift Shop, Gallery, Concessions	\$7,290.82	
Building Repairs and Maintenance from Grant		\$39,000.00
Donations in-kind- advertising & professional fees	\$25,000.00	\$25,000.00
<b>Total</b>	<b>\$66,338.73</b>	<b>\$213,750.00</b>

**Profit and Loss Totals** **(\$3,054.10)** **(\$72,000.00)**

## **Lodging Tax Budget Form**

### **Paid Admin Position**

Accounting Monthly and Daily Bookkeeping	\$	500.00	per month
Janitorial	\$	300.00	per month
Office Manager	\$	1,993.33	Per Month
Director	\$	2,000.00	Per Month
Sound Tec	\$	433.33	Per Month
Total	\$	5,226.67	



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Start Date

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*Emails, visionary nominee awards, views on internet of our downloaded events on Youtube, newspaper articles - enthralled audience and comments after shows.*

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*Cameron Jayne* *C. Jayne* *June 14 2018*  
Name and Title Signature Date

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Total		\$ 5,226.67





**A Greeting to You from the Triad Theater in Yelm WA!**

## **DID YOU KNOW WE HAVE A COMMUNITY ARTS THEATER?**

THE TRIAD THEATER PROVIDED APPROXIMATELY 384 SHOWS IN THE LAST TWO YEARS AND OVER  
19,200 PATRONS WALKED THRU OUR DOORS IN THAT TIME?

Our Shows and Events Included:

- \* LIVE THEATRICAL PRODUCTIONS of DRAMA AND MUSICALS
- \* CHILDREN'S MUSICAL RECITAL SHOWCASES
- \* CHILDREN DANCE SHOWS
- \* LIVE MUSIC CONCERTS OF LOCAL BANDS
- \* 1 COMEDY SHOWS FEATURING SEATTLE TO OLYMPIA COMEDIANS.
- \* LECTURES FROM INTERNATIONALLY ACCLAIMED SPEAKERS (on a wide variety of topics from Quantum Physics to Secret Space Programs/ Health Topics to Women's Issues to Local Who's Who in our Community Speakers)
- \*We also offered MUSIC and VOCAL INSTRUCTIONS AND ACTING CLASSES.

### **PLUS WE GAVE FREE SHOWS TO THE PUBLIC!**

- \* YELM ORCHESTRA and CHORAL LIVE CONCERTS
- \* OPEN MIC POETRY NIGHT SHOWCASES

- \* OPEN MIC SONGWRITERS SHOWCASES
- \* TOWN HOUSE MEETINGS FOR LOCAL POLITICIANS
- \* HISTORY OF SKATEBOARD documentary
- \* LOCAL ARTISTS & SCULPTORS GALLERY SHOWS
- \* FREE CLASSIC, INDEPENDENT OR FOREIGN MOVIES (Holidays and Double Feature Fridays)
- \* VOLUNTEERING to other Organizations (Teaching Beginning Acting to the Girls and Boys at Summer Camp Programs)
- \* PARTICIPATION IN 2 MAJOR PARADES PER YEAR providing colorful floats, laughter, and music for the viewers.

**We have been providing the likes of these wonderful shows to the Community for over 7 years in an old fashion, cozy, artsy environment with professional sound and lights, stage and theater seating.**

**But the theater needs the financial support to help keep this theater alive and thriving.** Without any salaries or compensation, I have been putting in my own money for the past years to keep this theater afloat. Now I am asking for you to help contribute to this worthy cause as my funds can no longer support it alone.

We need better airconditioning system and a marquee and/or an electric sign board to inform the community in drive by traffic what shows are being offered weekly. The State has provided us appropriation money to help accomplish this as we need a marquee to let people know of the events!. It is the only effective way of reaching the community with the constant changes of shows occurring daily. . (The outside posters get ripped in the wind and rain and not everyone reads the local paper.) In spite of countless articles in the Nisqually Local Newspaper and window posters and flyers, many people in the community are not even aware that the theater exists!)

\* We need to upgrade or replace our Projectors and computers that wear out from daily use and Stage lighting bulbs need to be replaced annually. We also need to pay professional people for their services i.e. sound/light tech, Office Manager w Booking acts and Advertising and Accounting and Janitorial Services. This is a full operation that has been going on for 8 years but volunteers come and go and don't care for the equipment and service. So certain jobs need to be contracted on a as needed basis. This will increase our efficiency and quality of service.

\* **And most of all** we need financial help to offset the monthly costs of rent, (which increased by \$500 per month this year), utilities, insurance, and internet services since ticket sales only partially support the operations and repairs of an art theater. Our shows are subject to weather conditions which also makes challenges for us to continue without contributions. We need your help so that we can have more exposure to the public to fill these seats. Our monthly bills and expenses WITHOUT Anyone receiving Salaries is \$4700 per month!

**Without The Theater, There is No Heart for the Downtown Area of Yelm.**

The Triad Arts Theater in the Historic Wolf Building is right in the heart of the town and with some TLC would make a great impact on people as they enter the historic district.



## **There Is No Centralized Facility That Offers Theatrical and Educational Entertainment as Provided By The Triad Arts Theater in Our Community.**

### **The Triad Arts Theater Brings Business To Yelm!**

- \* People from outside of the community stay overnight in the local hotel and eat at our local restaurants while attending many of our events.
- \* People purchasing property in town are happy to know there are local facilities in the community for entertainment and culture. The Triad adds charm and civility to our community and even more so when we can renovate the historic building it resides in.

### **The Triad Theater Is a Sanctuary For Local Artists and Actors and an Educational Facility for children to learn stage presence, public speaking, music and voice training by the finest instructors and coaches in the Puget Sound!**

- \*It contributes to culture and softens the town image. And Art, Music and Comedy are healing!

### **Our Town is Very Diversified but Unified by Having an Arts Theater!**

- \* Art knows no boundaries so it brings people together from all walks of life.
- \* The Triad Arts Theater reaches out to all ethnic and religious groups and races.
- \* It serves the rich, the middle class and the poor in our community.
- \* It reaches out to men, women and children of all ages.
- \* It unites our community in more ways than many imagine!

### **The Hard Part of Creating a Non-Profit Community Theater in Yelm is Done!**

- \* The state of the art sound system is up and running. The projector and remote drop down custom screen is installed. The lightening system and follow spot installed and operating. The sound bridge is built. The seats are installed and resting on elevated tiers. The stage is raised and painted. A new women's bathroom was installed with financial support from Thurston County. We have a lovely lobby with chandeliers and vintage booths for seating, deep red colorful wall to wall rug and art hanging on the walls. Recently we received our liquor license to provide wine and spirits to our patrons during events. The walls are painted. Coffee is on, Popcorn is popping. Lights Camera, Action! If you haven't come to the theater you don't know what you are missing!

### **The Triad Theater has a 501 C status for non- profits.**

- \* We are set up to take credit cards and have bank accounts. We are set up on Facebook and have a beautiful website and mailing list of over 1000 people that we serve. We have often had packed houses and countless elated patrons influenced by the entertainment we provide. We have grown immensely without your help but need you to step in now to keep us going! Please don't let the theater lights go out!

### **Won't You Help Us So That We Can Continue To Grow?**

INTERNAL REVENUE SERVICE  
P. O. BOX 2509  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JAN 12 2015

YELM INDEPENDENT FILM FOUNDATION  
C/O THE TRIO THEATER  
PO BOX 2040  
YELM, WA 98597

Employer Identification Number:  
45-4512258  
EIN:  
17055252257024  
Contact Person:  
SHERRI L ROYCE 104 31553  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
509(c)(2)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
January 31, 2012  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We are pleased to inform you that, upon review of your application for tax exempt status we have determined that you are exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

For important information about your responsibilities as a tax-exempt organization, go to [www.irs.gov/charities](http://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.

Sincerely,



Director, Exempt Organizations

Letter 947

102 YELM AVE EAST, YELM, WA, 98597, USA

Mailing Address:

PO BOX 2040, YELM, WA, 98597-2040, USA

## GOVERNORS

Title	Type	Entity Name	First Name	Last Name
GOVERNOR	INDIVIDUAL		CINDY	SCHORNO
GOVERNOR	INDIVIDUAL		CAMERON	JAYNE
GOVERNOR	INDIVIDUAL		KENDRALEE	WOOD
GOVERNOR	INDIVIDUAL		DAWN	YOUNG
GOVERNOR	INDIVIDUAL		ROBIN LYNN	KEESLAR
GOVERNOR	INDIVIDUAL		ANDREA	LEVANTI
GOVERNOR	INDIVIDUAL		DIANA	RAE
GOVERNOR	INDIVIDUAL		MELODY	RAE
GOVERNOR	INDIVIDUAL		YVETTE	O'KEEFE

## NATURE OF BUSINESS

- CULTURAL

## EFFECTIVE DATE

Effective Date:

01/31/2018

## CONTROLLING INTEREST

Does your company own real property (including leasehold interests) in Washington?

NO

## RETURN ADDRESS FOR THIS FILING

Attention:

JAYNE

Email:

THETRIADTHEATER@GMAIL.COM

Address:

PO BOX 2040, YELM, WA, 98597-2040, USA

## UPLOAD ADDITIONAL DOCUMENTS

Do you have additional documents to upload? No

## AUTHORIZED PERSON

☒ I am an authorized person.

Person Type:

ENTITY

This document is a public record. For more information visit [www.sos.wa.gov/corps](http://www.sos.wa.gov/corps)



Department of the Treasury  
Internal Revenue Service

for Tax-Exempt Organization not Required to File Form 990 or 990-EZ

2017

Open to Public Inspection

A For the 2017 Calendar year, or tax year beginning 2017-01-01 and ending 2017-12-31

## B Check if available

☐ Terminated for Business☒ Gross receipts are normally \$50,000 or lessC Name of Organization: YELM INDEPENDENT FILM  
FOUNDATIONPO Box 2040, Yelm, WA, US,  
98597D Employee Identification  
Number 45-4512298

## E Website:

www.thetriadtheater.comF Name of Principal Officer: Cameron Jayne9601 El Camino Lane SE,  
Yelm, WA, US, 98597

**Privacy Act and Paperwork Reduction Act Notice:** We ask for the information on this form to carry out the Internal Revenue laws of the United States. You are required to give us the information. We need it to ensure that you are complying with these laws.

The organization is not required to provide information requested on a form that is subject to the Paperwork Reduction Act unless the form displays a valid OMB control number. Books or records relating to a form or its instructions must be retained as long as their contents may become material in the administration of any Internal Revenue law. The rules governing the confidentiality of the Form 990-N is covered in code section 6104.

The time needed to complete and file this form and related schedules will vary depending on the individual circumstances. The estimated average times is 15 minutes.

**Note:** This image is provided for your records only. Do Not mail this page to the IRS. The IRS will not accept this filing via paper. You must file your Form 990-N (e-Postcard) electronically.