A thousand audience members sitting in New York City’s historic Apollo Theater saw [Cornel West] recite passionate poetry over the discordant blaring of a jazz band, dance to an ebullient funk groove and even sing a bluesy hymn.”

SALON

“[Watching Les Twins at the Apollo] many in the audience screamed throughout their act in a way my generation chiefly associates with the live performances of the Beatles!”

ALASTAIR MACAULAY, THE NEW YORK TIMES

FROM THE CHAIRMAN AND PRESIDENT & CEO

We are so proud to share highlights of our landmark 2015-2016 season. With Dance, Jazz, Opera, Theater, Comedy, Uptown Hall, School and Family Programs, the Apollo’s 2015-16 season welcomed arts aficionados, tourists, and native New Yorkers alike, and truly had something for everyone. This season we engaged a record high 205,000 people through more than 500 performances and programs and featured more than 1,000 professional and amateur artists. We also continued our strong commitment to nurturing artistic innovation and new works with four world premieres and one New York premiere and developmental residencies for three new artistic projects. From presenting our first opera Charlie Parker’s Yardbird to launching a new Comedy Club to producing our Breakin’ Convention Global Festival to the world premiere of the new holiday musical The First Noel to a host of other engaging performances and events, the Apollo Theater’s 83rd season encompassed a wide variety of artistic disciplines and reflected many cultures of the African diaspora.

The Apollo is deeply committed to our community and to cultivating the next generation of artists and audiences. Apollo Education and Community Programs directly impacted more than 18,000 school children, families, community organizations, and educators during the 2015-2016 season with programs that provided access to the arts, fostered dialogue around important issues in our community, promoted a greater understanding of behind the scenes careers in the arts, and reflected the African American legacy and American culture.

As we reflect on this season, I want to especially thank our Board of Directors for their strategic leadership, our staff for their tireless work, our artists for their creativity and innovation, and our donors for their sustained generosity. The accomplishments outlined in this report would not be possible without your efforts.

Thank you,
Dick Parsons, Chairman of the Board
Jonelle Procope, President and CEO
In a groundbreaking new partnership, the Apollo Theater and Opera Philadelphia came together to produce the New York Premiere of Charlie Parker’s Yardbird. Composed by Daniel Schnyder with a libretto by Bridgette A. Wimberly, Charlie Parker’s Yardbird is set in the famed New York City jazz club Birdland, and offers a free-form expedition into the mind, heart, and personal purgatory of the bebop great. In addition to being the New York premiere of this new opera, Charlie Parker’s Yardbird was an especially historic moment for the Apollo Theater as it marked the Apollo’s first presentation of opera. The cast featured world-renowned opera superstars including Lawrence Brownlee, Angela Brown, and Will Liverman and was the first production in New York City by Opera Philadelphia. The Apollo Theater-Opera Philadelphia partnership featured two Mainstage performances as well as a host of free community engagement and audience development activities including a dress rehearsal for students and Harlem residents, an educational bus tour of Charlie Parker’s Harlem, and a Charlie Parker symposia in partnership with the Schomburg Center for Research in Black Culture.
BREAKIN’ CONVENTION

A SADLER’S WELLS LONDON PROJECT
AN INTERNATIONAL FESTIVAL OF HIP HOP DANCE THEATRE
CURATED AND HOSTED BY JONZI D
SPECIAL GUEST HOST GRANDMASTER CAZ
OCTOBER 16-18, 2015

In a dynamic encore to the 2013 Apollo Breakin’ Convention, the Apollo Theater again partnered with Sadler’s Wells, the world’s largest producer of dance, to present this hip hop dance theatre festival welcoming artists from around the world. Curated and hosted by Sadler’s Wells Associate Artist Jonzi D, Breakin’ Convention was an Apollo Theater biennial Global Festival and featured some of the best New York, U.S. and international poppers, lockers, house dancers, b-boy and b-girls.

Featured performers included Les Twins (France), Ukweli Roach/Birdgang Dance (UK), Compagnie Phorm (France/Argentina), and a new work, 100NAKEDLOCKS, by acclaimed choreographer Rennie Harris Puremovement Dance Company and Brooklyn-based Next Level 2. Breakin’ Convention performances also included special appearances by the Legendary Twins and performances by local acts including Tito Locker from Soulsations!, Ahjani, Street Justice Crew, Rep Your Style, and Klassic Havoc with music by DJ Roogie Blind and DJ Precision.

Festival activities included performances on the Apollo’s legendary Mainstage, intimate Soundstage and under the iconic marquee on 125th Street, as well as masterclasses, panel discussions, free dance parties, a cypher bunge, film screenings, activities for kids and families, and live graffiti art.

“These identical twins from France — Laurent and Larry Bourgeois — wasted no time on Friday in showing why they were famous. With blasting energy, they displayed electrifying footwork, daredevil plunges, staggering contrasts of dynamics, terrific synchronicity, marvelous control within slowness, as well as speed.”

THE NEW YORK TIMES
DANCE

THEATER

“T his good-looking, high-energy show is packed with vocal talent and propelled by a terrific five piece band”

THE NEW YORK TIMES

WORLD PREMIERE

THE FIRST NOEL

IN PARTNERSHIP WITH CLASSICAL THEATRE OF HARLEM

DECEMBER 13-31, 2015

These debut performances by Classical Theatre of Harlem at the Apollo Theater of the world premiere musical The First Noel marked an especially important moment as the first multi-week run of an Apollo presentation. Running for 20 performances on the Apollo Soundstage this festive, Harlem-based holiday musical with book and lyrics by Leland Durond Thompson, music & lyrics by Jason Michael Webb, and directed by Steven H. Broadnax, III proved to be an instant holiday classic and will return in December 2016 on the Apollo Mainstage.

APOLLO SALON SERIES

APRIL 18-23, 2016

The Apollo Salon Series includes productions that nurture innovative new work and combine a variety of musical forms with other disciplines, including spoken word, poetry, dance, and theater. Artists receive one week of workshop and rehearsal time and present two performances with an artist talk-back Q&A on the Apollo Soundstage, the Apollo’s black-box performance space. Dreaming Zenzile (a work-in-progress) is a modern jazz opera based on the extraordinary life of South African singer and political activist Miriam Makeba. Performed and written by vocalist and songwriter Somi, it features reinterpretations of Makeba’s popular repertoire through the modern jazz idiom as well as original songs reflecting on Makeba’s life journey.

APOLLO SALON SERIES

APRIL 25 – MAY 1, 2016

The fourth in a migration series created by UBW’s founding artistic director, Jawole Willa Jo Zollar, Scat! is set in a fictional, Kansas City jazz club, and is being developed as a site responsive, immersive and participatory work fusing music, dance, theater, and media elements. “Scat!” is performed by seven UBW dancers with an additional singer and a four-piece band. The work reflects Zollar’s own family migration story, her past works, and research regarding the Great Migration, as well as inspiration from The Warmth of Other Suns by Isabel Wilkerson.

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AFRICA NOW!
PRESENTED IN PARTNERSHIP WITH WORLD MUSIC INSTITUTE
MARCH 26, 2016
This annual concert is a highlight of the Apollo season and celebrates the best of today's African music scene. This year's concert was a musical excursion from desert blues of Niger to the tantalizing sounds of Zimbabwe's Tonga music to the experimental fusion of electronica and neo-soul by a Ghanian rising star, showcasing both the origins of African music and its extensions into today's global pop culture. The concert was hosted by Sahr Ngaujah and featured the exciting Tuareg guitarist Bombino, Ghanian singer-songwriter Jojo Abot whose music is an experimental blend of electronica, afrobeat, jazz, neo-soul, house and reggae, the East African retro pop trio Alsarah and the Nubatones and the US premiere of the Afro-Tonga fusion group Mokoomba.

IRVIN MAYFIELD AND THE NEW ORLEANS JAZZ ORCHESTRA
WITH SPECIAL GUEST ARTIST DEE DEE BRIDGEWATER
OCTOBER 30-31, 2015
GRAMMY® and Billboard Award-winning artist, Irvin Mayfield returned to the Apollo with the New Orleans Jazz Orchestra and the incomparable vocalist Dee Dee Bridgewater. The weekend began with a special School Day Live performance and continued with an Apollo Music Café—Irvin Mayfield's Jazz Playhouse—featuring jam-inspired sets with guest artists including some of today's best, young female jazz vocalists Jazzmeia Horn, Camille Thurman, and GloZell, curated by Dee Dee Bridgewater. On October 31st there was a Family Workshop making masks and instruments, the evening masquerade-themed concert and premiere of the new album, Dee Dee’s Feathers on the Apollo Mainstage, and an Apollo Music Café dance party featuring New Orleans’ own Brass-A-Holics, a young and innovative Gogo brass funk band.

JE SUIS SOUL!
A SALUTE TO FRENCH AND AFRICAN JAZZ AND SOUL
A CELEBRATION OF THE 35TH ANNIVERSARY OF THE JAZZ À VIENNE FESTIVAL
DECEMBER 4-5, 2015
The Apollo Theater and Jazz à Vienne partnership began in the summer of 2014 with Apollo artists performing at the noted Jazz à Vienne Festival in Vienne, France. The partnership continued in 2015 with French artists coming to the Apollo. Featured artists included legendary Cameroonian saxophonist, Manu Dibango, best known for his hit “Soul Makossa”, French soul superstar Ben l’Oncle performing with San Francisco’s foremost retro-soul group Monophonics, and the Grammy-nominated duo Les Nubians whose unique mix of neo-soul, hip-hop and African music is epitomized in their most recent hit, NG Revolution. Je Suis Soul! also included two Music Cafés with French artists and a family event at The French Institute Alliance Française (FIAF).

AFRICA NOW!
PRESENTED IN PARTNERSHIP WITH WORLD MUSIC INSTITUTE
MARCH 20, 2010
This annual concert is a highlight of the Apollo season and celebrates the best of today’s African music scene. This year’s concert was a musical excursion from desert blues of Niger to the tantalizing sounds of Zimbabwe’s Tonga music to the experimental fusion of electronica and neo-soul by a Ghanian rising star, showcasing both the origins of African music and its extensions into today’s global pop culture. The concert was hosted by Sahr Ngaujah and featured the exciting Tuareg guitarist Bombino, Ghanian singer–songwriter Jojo Abot whose music is an experimental blend of electronica, afrobeat, jazz, neo-soul, house and reggae, the East African retro pop trio Alsarah and the Nubatones and the US premiere of the Afro-Tonga fusion group Mokoomba.

WORLD PREMIERE JAZZ & SPIRIT
ARTURO O’FARRILL & THE AFRO LATIN JAZZ ORCHESTRA
WITH SPECIAL GUEST DR. CORNEL WEST
MAY 21, 2016
GRAMMY® Award-winning composer Arturo O’Farrill and the Afro Latin Jazz Orchestra returned to the Apollo for an exploration of the deep connection between jazz and spiritual traditions in this first segment of a new multi-year Apollo series. The concert featured two works from O’Farrill, A Still Small Voice, performed by a 40-voice choir, and the World-Premiere commission of The Cornel West Concerto which featured the virtuosic speaker, scholar and activist Dr. Cornel West accompanied by the Afro Latin Jazz Orchestra in a work steeped in the faith and oratory of great preachers, the style and improvisatory genius of Jazz, and a clarion call for social justice. “O’Farrill filled the Apollo with a big band sound so potent, at times it seemed as if the walls would be unable to contain it” THE ROOT, JAZZ AND SPIRIT
AMATEUR NIGHT
WEDNESDAYS   |  40 WEEKS A YEAR
Amateur Night is the Apollo’s signature talent competition. Since introducing the first Amateur Night contests in 1934, the Apollo and its notoriously “tough” audience has played a major role in cultivating artists and in the emergence of innovative musical genres including jazz, swing, bebop, R&B, gospel, blues, and hip-hop. Ella Fitzgerald, Sarah Vaughan, Billie Holiday, Sammy Davis, Jr., James Brown, Gladys Knight, Luther Vandross, D’Angelo, Lauryn Hill, and countless others began their road to stardom on the Apollo’s stage. This season, Amateur Night at the Apollo included themed nights like “Nothing But Soul,” “Harlem Week,” and the “Amateur Night Holiday Special,” as well as Top Dog and Super Top Dog rounds leading up to the $10,000 season grand prize: Super Top Dog Winner, Burgandy.

APOLLO MUSIC CAFE
OCTOBER 2, 2015 - JUNE 4, 2016   |  18 PERFORMANCES
The Apollo Music Café series is designed to bring independent, cutting-edge artists to a forward-thinking audience. Featuring diverse performances across a myriad of genres this monthly series showcases artists drawn from the independent music scene who are destined to impact the way music is heard and experienced. This season’s Music Cafe highlights included singer-songwriter Kimberley Nicholas, future-soul band Mad Satta, singer-actor Mykal Kilgore, Jazz violinist Charisa, Congolese artist Rafiya, Puerto Rican soul songstress Calma Carmen, emerging Jazz artists from the Betty Carter Jazz Ahead program—in partnership with the John F. Kennedy Center for the Performing Arts, and Martin Luther McCoy—as part of the Blue Note Jazz Festival.

APOLLO COMEDY CLUB
OCTOBER 1, 2015 - JUNE 2, 2016  |   9 SHOWS
The opening of the Apollo Comedy Club brought the Theater back to its comedic roots as it further expanded its robust programming offerings. Presented in partnership with the legendary Bob Sumner (producer of Def Comedy Jam, creator of LaffMobb on Aspire), the Apollo Comedy Club featured an evening of comedy on the Apollo’s intimate Soundstage starring the best up and coming talent in comedy today. Comedy shows preceded the Theater’s weekend music series, Apollo Music Café, extending the Theater’s late night offerings and further establishing the Apollo as a late night destination and vibrant neighborhood lounge. Hosted by Smokey Suarez with music by DJ Qool Maarv each show featured a diverse line up of three comics.
HARLEM HEALTHY SOUL FESTIVAL
SEPTEMBER 19, 2015 | SPONSORED BY COCA-COLA
The Apollo Theater presented its third annual Harlem Healthy Soul Festival focusing on family wellness. Inside the Apollo and all along the adjacent 126th Street was filled with live music, double dutch, health screenings, food demonstrations, fitness classes, healthy food vendors, zumba and line dancing classes, face painting, and instrument making. The New York Knicks, Knicks City Dancers, and US Tennis Association provided interactive activities for the whole family. DJ Big Tigger provided the in-house music and DJ Jess provided music under the Apollo marquee for this daylong event. Featured performers and speakers on the Apollo Mainstage were Dr. Jeff Gardere, Erica Campbell, Dr. John Palmer, Terrie Williams, and other health experts.

HOLIDAYS AT THE APOLLO
DECEMBER 2015
The Apollo’s month-long celebration of holiday traditions and special programming included several events. The Coca-Cola Winter Wonderland on December 19, featured a variety of free holiday-themed activities under the iconic Apollo marquee: pictures with Santa; live musical performance; and a toy and book drive to benefit HCCI. The Amateur Night Holiday Special, also on December 19, had guest performances by TV and Broadway performer Corbin Bleu (“High School Musical” and “In the Heights”) and Shanice Williams breakout star of NBC’s “The Wiz Live!” as well as talented child dancers, musicians and singers from Amateur Night. The Apollo’s popular annual Kwanzaa Celebration Regeneration Night featuring Abdel Salaam’s Forces of Nature Dance Company returned on December 27 with guest performances by Raul Midón and Foday Musa Suso.

BLACK HISTORY MONTH FREE OPEN HOUSE WEEKEND
FEBRUARY 5-6, 2016
Co-hosted by WLIB’s Imhotep Gary Byrd, WHLS’ Bob Shade, and the Apollo’s Tour Director Billy Mitchell, Saturday offered a day of film and music presentations honoring legendary Apollo artists such as James Brown, Nina Simone, and Bob Marley who championed black pride and equality. On Sunday, the Apollo Theater, Firelight Media, Independent Lens, THIRTEEN, and PBS presented a free screening of The Black Panthers: Vanguard of the Revolution, the first feature-length documentary exploring the Black Panther Party. The screening was followed by a discussion moderated by WNET’s Rafael P. Roman between the film’s director Stanley Nelson; former Black Panthers Kathleen Cleaver, Erika Huggins, and David Lemieux; journalist Jamilah Lemieux (Ebony); and activist Dante Barry. The event also included music by IMPACT Repertory Theatre Performance Company.

APOLLO UPTOWN HALL
RACE & PRIVILEGE: EXPLORING MLK’S TWO AMERICAS
A WNYC AND APOLLO THEATER PRESENTATION
JANUARY 17, 2016
The Apollo and WNYC again partnered for the annual Martin Luther King Day celebration, a special edition of the Apollo’s Uptown Hall Series. WNYC’s Brian Lehrer and Jami Floyd co-hosted this event featuring Pulitzer Prize-winning journalists Jose Antonio Vargas and Taylor Branch; Race Forward Executive Director Rinku Sen, and Color of Change Executive Director Rashad Robinson. The event also included a collaborative performance of “Blackbird, Fly” by composer Daniel Bernard Roumain (DBR) and spoken-word artist Marc Bamuthi Joseph, and a duet between DBR and internationally renowned Haitian singer Emeline Michel.
APOLLO THEATER ACADEMY

The Apollo Theater Academy is a multi-pronged program with seminars, workshops, internships, and events designed to increase knowledge of behind-the-scenes careers in the performing arts and entertainment fields. A cornerstone of the Apollo Theater Academy is the High School Internship Program which provided 25 high school seniors with six-eight week paid internships in technical theater or arts administration. More than 15 NYC high school students applied for the 25 Internships which provided each participant with a staff mentor, an opportunity for professional and personal development in non-performance related careers, and an insight into what takes place behind-the-scenes at the Apollo Theater throughout the year.

TEEN TAKEOVER AND YOUNG PRODUCER’S CLUB

Created by participants in the High School Internship Program, Apollo Teen Takeover is a new program that celebrates art created by teens from across New York City providing a space for them to showcase their talents, express their creativity, mix n’ mingle and collaborate with other young artists. Each intern cohort throughout the year had responsibility for different aspects of the event and their hard work culminated in the inaugural Apollo Teen Takeover on July 17, 2015. The popularity of the Teen Takeover program also led to the creation of the Young Producers Club, which allows intern alumni to stay involved at the Apollo through monthly meetings, mentoring, and participating in the Teen Takeover.

IN-SCHOOL WORKSHOPS AND RESIDENCIES

Workshops and Residencies highlight the rich history of the Apollo and its connection to Harlem and African American culture, while providing engagement in music, dance, and theater. Nearly 2500 students participated in more than 45 in-school workshops at 15 schools and 2 community organizations during the 2015-2016 school year. Highlights included extended residencies at: C.S.154 where 115 4th and 5th grade students participated in the Apollo Oral History Project transforming oral histories into original theatrical works; Wadleigh Secondary School for the Performing & Visual Arts where 35 11th graders created their own documentary film based on oral history; and Urban Assembly School for Global Commerce where 14 9th and 10th graders participated in a multidisciplinary afterschool program.

APOLLO SCHOOL DAY LIVE

School Day Live are special Apollo performances during the school day. Meeting Dee Dee’s Voice was October 30 and starred virtuosic vocalist Dee Dee Bridgewater and members of NOJO in an exploration of Jazz, New Orleans, and the ability of the human voice. Ballet Hispanico offered two performances on November 19 by BHdos featuring Latin music, world-class choreographers, and cultures of Spain, Cuba, Puerto Rico and the Americas, and famous Latino icons such as Celia Cruz and Tito Puente. JazzReach offered the final School Day Live of the season on May 6 with Stolen Moments: The First 100 Years of Jazz tracing Jazz and history throughout the 20th century.

LIVE WIRE

Live Wire Discussions are free conversations that focus on topics pertinent to the Apollo Theater’s history and/or events that advance knowledge and appreciation of the Theater’s role in shaping American arts and entertainment. The Live Wire discussion series was expanded during the 2015-2016 season to encompass six discussions from September – June: Breakin’ Convention: Hip Hop Dance Theater - How We Get Down Now; Mr. Dynamite: The Rise of James Brown, Film screening & discussion; Comedy at the Apollo; Mothers of Invention; Identifying & Signifying: Harlem’s Queer Arts Legacy; and Bad/Dangerous/Invincible: Michael Jackson’s Epic Years.

APOLLO EDUCATION

SCHOOL DAY LIVE

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APOLLO SPRING GALA
JUNE 13, 2016
The 2016 Apollo Spring Gala was an unforgettable evening that featured a one-night-only concert hosted by LL COOL J with performances by Leon Bridges, Andra Day, LeTwint, and The O’Jays, followed by a magnificent party designed by Apollo Board Member, Bronson van Wyck. Viacom received the Corporate Award in recognition for its outstanding philanthropy and community leadership. The After Party included a spectacular “Let’s Go Crazy” dance set curated by DJ D-Nice as a heartfelt and high-spirited tribute to Prince. More than 800 business, media, entertainment and philanthropy leaders came together to raise funds to support of Apollo’s year-round education, community, and performing arts programs.

DINING WITH THE DIVAS
FEBRUARY 11, 2016
On Thursday, February 11, 2016 the Apollo hosted the sixth annual Dining with the Divas, a luncheon celebrating the accomplishments of extraordinary women. Hosted by Sade Baderinwa of WABC-TV Eyewitness News, this year’s event was the most-widely attended Divas luncheon to date. The event was co-chaired by Michelle Gadson-Williams, Joan Haffenreffer and Carolyn Minick Mason. Divas speakers included Penny Abeywardena, Commissioner of the Mayor’s Office for International Affairs, and Beverly D’Angelo, a former Apollo Theater Academy intern, who shared with the audience inspiring and transformative moments in their lives. The luncheon also included a performance by former Amateur Night Stars of Tomorrow winner, Christian Guardino.

CELEBRATE APOLLO

APOLLO IN THE HAMPTONS
AUGUST 20, 2016
Apollo Theater Vice Chairman Ronald Perelman hosted the 7th annual Apollo in the Hamptons dinner and private concert at his East Hampton home. This year’s event raised $5 million to support the Apollo’s artistic, educational, and outreach programs which build on the Theater’s rich history as a cultural cornerstone and economic anchor in Harlem and as a nurturing home for emerging talent and artists of color.

The 7th Annual Apollo in the Hamptons gala featured a blowout concert with performances by legendary superstars Lionel Richie, Jon Bon Jovi, Pharrell Williams, Gwen Stefani, Ciara, and Kimberly Nichole (The Voice) with popular live band The Roots as the house band. The event was co-chaired by Mr. Perelman, Apollo Board Chairman Dick Parsons, Apollo Board Member Robert Kraft, and Jon Bon Jovi, and was underwritten by Mr. Perelman.
Following several years of significant growth, FY16 was relatively flat as compared to FY15. This reflects the Apollo’s organizational stability and vibrant year-round season of world-class performing arts programming, innovative education initiatives, and meaningful community engagement. Season highlights included the Apollo’s first opera, Charlie Parker’s Yardbird, and the first multi-week run of an Apollo presentation, The First Noel. Partnership continued to be a key component of the Apollo’s programming strategy and included relationships with Opera Philadelphia, Classical Theatre of Harlem, Ballet Hispanico, World Music Institute, the Jazz à Vienne festival, World Music Institute, and The John F. Kennedy Center for the Performing Arts, among others.

As is standard for most not-for-profit performing arts organizations, the majority of the Apollo’s revenue comes from Contributions and Grants. Admissions is also an important part of the revenue mix and includes ticket sales to Apollo-produced performances and programs. A third key component of the revenue mix is Facility Rental Income. These rentals provide additional revenue and are often curated to complement the Apollo’s legacy, mission, and programming mix. Notable rental events for FY16 include concerts by Leon Bridges, David Gray, Duran Duran, Joe Jackson, Jill Scott, and Esperanza Spalding.

The Apollo finished FY16 in a strong position but with a slight operating deficit of $7,441 after transfers for property and equipment purchases. The financial information presented below is derived from the Apollo’s audited financial statements and summarizes the activity of the fiscal year ending June 30, 2016.

Jacques Brunswick, COO
### Statement of Operating Activity

<table>
<thead>
<tr>
<th>Support and Revenue</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>$2,281,556</td>
<td>$2,581,100</td>
</tr>
<tr>
<td>Facility Rental income</td>
<td>1,896,900</td>
<td>1,951,240</td>
</tr>
<tr>
<td>Other Income</td>
<td>544,246</td>
<td>597,353</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td><strong>4,722,702</strong></td>
<td><strong>5,129,693</strong></td>
</tr>
<tr>
<td>Contributions and Grants</td>
<td>8,716,669</td>
<td>8,555,106</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td><strong>13,439,371</strong></td>
<td><strong>13,684,799</strong></td>
</tr>
</tbody>
</table>

### Expense

<table>
<thead>
<tr>
<th>Program Services</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arts and Entertainment</td>
<td>7,658,327</td>
<td>7,911,489</td>
</tr>
<tr>
<td>Educational and Outreach</td>
<td>2,578,637</td>
<td>2,392,435</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>10,236,964</strong></td>
<td><strong>10,303,924</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supporting Services</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>1,277,152</td>
<td>1,274,811</td>
</tr>
<tr>
<td>Fundraising</td>
<td>1,850,399</td>
<td>1,826,203</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>3,127,551</strong></td>
<td><strong>3,101,014</strong></td>
</tr>
</tbody>
</table>

| **Total Expense** | **13,364,515** | **13,404,938** |

Increase (decrease) in Net Assets before items below

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>74,856</td>
<td>279,861</td>
<td></td>
</tr>
</tbody>
</table>

Transfers for property and equipment purchases

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>(82,297)</td>
<td>(113,844)</td>
<td></td>
</tr>
</tbody>
</table>

Increase (decrease) in Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ (7,441)</td>
<td>$166,017</td>
<td></td>
</tr>
</tbody>
</table>

### Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$740,855</td>
<td>$1,188,784</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>211,861</td>
<td>389,763</td>
</tr>
<tr>
<td>Unconditional Promises to Give</td>
<td>2,503,286</td>
<td>2,691,164</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>294,973</td>
<td>238,743</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>39,192,821</td>
<td>40,512,214</td>
</tr>
<tr>
<td>Portraits</td>
<td>577,538</td>
<td>577,538</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>43,521,334</strong></td>
<td><strong>45,598,206</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and accrued expenses</td>
<td>798,201</td>
<td>1,158,365</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>549,867</td>
<td>222,879</td>
</tr>
<tr>
<td>Loans Payable</td>
<td>832,201</td>
<td>153,491</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>2,180,269</strong></td>
<td><strong>1,534,735</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Commitments and Contingencies</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating</td>
<td>2,304,978</td>
<td>2,312,419</td>
</tr>
<tr>
<td>Designated reserves</td>
<td>482,417</td>
<td>1,612,417</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>37,647,420</td>
<td>56,129,617</td>
</tr>
<tr>
<td>Interest in equity of subsidiaries</td>
<td>17,190,242</td>
<td></td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>41,341,065</strong></td>
<td><strong>78,443,955</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>$43,521,334</td>
<td>$79,978,690</td>
<td></td>
</tr>
</tbody>
</table>
APOLLO THEATER STAFF

Executive Staff
Jonelle Procope, President & Chief Executive Officer
Jacques Brunswick, Chief Operating Officer
Mikki Shepard, Executive Producer
Jing He, Chief of Staff

Dwight Jordan, Project Manager to the Executive Producer
Victoria Ellerbe, Assistant to the COO and HR Coordinator

Performing Arts Programs
Laura Greer, Associate Producer
Jamilla Deria, Program Director
Charisse Williams, Program Manager
Fernanda Cintra de Campos, Program Associate
Marion J. Caﬀey, Amateur Night Producer
Kathy Jordan Sharpton, Amateur Night Coordinator & Hospitality

Education & Community Programs
Shirley Taylor, Director of Education
Debbie Ardemendo, Associate Director of Education
Jason Steer, Education Manager
Chinal Hardy, Education Associate
Princess Belton, Education Associate
Billy Mitchell, Tour Director and Apollo Ambassador
L. Ade Williams, Associate Director of Community Programs

Marketing & Communications
Melissa Skinner, Senior Director of Marketing
Khaliah Elliott, Director of Marketing
Nina Flowers, Director of Public Relations & Communications
Courtney Moore, Customer Relations Manager
Cynthia Tate, Public Relations Manager
Robert Minell, Graphic Designer
Anguileque Coleman, Marketing Assistant
Erin Washington, Marketing Assistant
Missy Aja, PR Assistant
Keshave Sattaur, Box Office Treasurer
Kevin Dorier, Box Office Assistant Treasurer

Toni Israel, Walker Communications Group
Group Sales Agent
Kersten Stevens, ThinkSuite Media
Social Media Lead

Development
Donna Lieberman, Senior Director of Development
Wendy Neikirk Rhodes, Director of Institutional Relations & Campaign
Jodi Doherty, Director of Special Events
Travis Fraser, Director of Major Gifts & Individual Giving
Zulayka Adamson, Special Events Manager
Sarah Rodriguez, Associate Director, Institutional Giving
Kiara Tinch, Development Associate
Gabrielle Hilaire, Development Assistant

Finance
Michele Pagnotta, Senior Director of Finance
Carlos Rivera, Accounting Manager
Subira Taylor, Accounting Associate
Shakeen Johnson, Accounting Assistant

Information Technology
Lewis Bent, Director of Information Technology
Eljah Timmons, Help Desk Technician

General Management
Joe Levy, General Manager
Lloyd Vaughan, Associate General Manager
Diane Diaso, Company Manager
Johanie Olivero, General Management Assistant
Shenequa Brown, Office & Gift Shop Manager

Production
Steven Jones, Director of Production
Ingrid Matias, Production Management Coordinator
Joe Gray, Head Carpenter
Kevin Dessissou, Head Electrician
Ollie Cotton, Head Audio
Kevin Nesbitt, Head Props

Theater Operations
Dennis Walle, Director of Building Operations
Walter Steele, Security Manager
Kim Smith and Edward White, Security Supervisors
Jorge Mejia, Building Superintendent
Fanny Arcuacama & Carmen Encarnacion, Housekeepers

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Carla Harris
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New York Life
New York State Council on the Arts
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Foundation
Barry F. Schwartz
Sharrad and Michael Targoff
Willie and Lulu Woods
Carver Federal Savings Bank
Citrigroup Global Markets Inc.
Cowen Group, Inc.
Credit Suisse LLC
Denim Deutsch
Janine Dorsett
Betheen Franklin
Maya L. Harris
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Denim Deutsch
Janine Dorsett
Betheen Franklin
Maya L. Harris
Johnson & Johnson Matching Gift
APOLLO THEATER

2015-2016

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AMERICAN EXPRESS

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Erika Liles
Jacqueline Nickellberry

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Edith Ginsberg
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Jeanine Liburd
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Rachel Schluter
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Lana Woods

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Dorrie Hall
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Emma Bredlin
Charlane Brown-Wyands
Betsy Cohen
Eun Sun Chun
Faith Corbett
Janine Dorsett

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* Members of the Apollo Legends Circle
(As of June 30, 2016)

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Jermaine Warren
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Merris White
Laura Wise
Cherise Wykoff

(As of June 30, 2016)
JOIN THE APOLLO

APOLLO EMPOWER
Apollo EmpowHer is a group of dynamic and diverse women who are making a difference for teens in the Apollo Theater’s career development programs, introducing over 2,500 students to the many behind-the-scenes careers in the performing arts and entertainment industries over the past year. Now in its 3rd year, members come together for networking opportunities, fundraising events, and other activities to connect with the Apollo, the education programs they are supporting, and each other. The committee is entirely volunteer-driven and is led by a small group of volunteers who set the direction for the group.

LEGENDS CIRCLE
Gifts of $25,000 and above are recognized through the Apollo’s Legends Circle. As recognition for their leadership support, members receive invitations to exclusive receptions with Apollo artists, members of the Apollo’s Artistic team and leadership, as well as a customizable suite of benefits that can include presenting sponsor listing for Apollo Music Café and Apollo Presents Mainstage performances and more.

APOLLO THEATER

APOLLO INSIDERS
Apollo Insiders members provide crucial financial support for the Apollo’s world-class live performance, community and education programs. With three different groups to choose from, you can experience all the Apollo offers in a variety of ways. Exclusive Insider Benefits are the Apollo’s way of saying thanks for investing in our ongoing legacy and include VIP seating, invitations to behind-the-scenes events, special meet the artist receptions and so much more.