SANDLER CENTER FOR THE PERFORMING ARTS 2018-19 ANNUAL REPORT

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A Message from Spectra Venue Managed

SANDLER CENTER FOR THE PERFORMING ARTS

GENERAL MANAGER, DAVID SEMON



Dear Colleagues,

I am thrilled to present to you to the 2018-2019 Annual Report. With the end of the 2018-2019 Fiscal Year, we have closed our twelfth season! This year we welcomed 171,618 guests into the Sandler Center to experience 458 unique and diverse events. We saw gross ticket sales of \$1,996,425 which returned \$180,641 to the City of Virginia Beach in admission taxes.

Each year we strive to present content that will enrich the lives of the Hampton Roads community and assist in making Virginia Beach a highly rated arts and entertainment destination. This year is no exception. We hosted talented and accomplished acts including David Crosby, Savion Glover, Step Afrika, and Bobby Bones just to name a few. By showcasing world-class talent from across the globe, right here in Virginia Beach, we welcomed new and returning guests to our building to experience the arts firsthand.

Our Resident Companies presented 150 events this year. Always providing exceptional performances, our Resident Companies include **Ballet Virginia, Symphonicity, Tidewater Winds, Virginia Arts Festival, Virginia Beach Chorale, Virginia Beach Forum, Virginia Musical Theatre, Virginia Symphony Orchestra,** and the **Governor's School for the Arts**.

Our staff prides themselves on offering free entertainment to Hampton Roads through our unique self-promoted events including **YNot Wednesdays? Summer Concert Series**, **Dancing with the Seniors, Senior Summer Camp, Sandler Center Jazz Series**, and **Out of the Box Winter Concert Series**. We are always looking to grow these events and ensure that Hampton Roads continues to support them each year. August 2019 marked the conclusion of our 11th year of YNot Wednesdays?, 9th year of Dancing with the Seniors, 7th year of Senior Summer Camp series, 3rd year of the Jazz Series, and 6th year of Out of the Box.

Looking forward to the future, we are excited to continue our contracts with the City of Virginia Beach, YNot Italian, and National Shows 2 (NS2). NS2 will continue to bring over 30 performances to the Sandler Center each year. We are excited to continue our mission and deliver diverse and high-quality content while promoting the arts in the City of Virginia Beach.

Sincerely,

General Manager Sandler Center for the Performing Arts



A Message from City of Virginia Beach CULTURAL AFFAIRS DEPARTMENT DIRECTOR, EMILY SPRUILL LABOWS



Dear Friends,

The Virginia Beach Cultural Affairs Department serves more than 550,000 people at approximately 1,000 cultural events throughout the City each year in support of City Council's goals. The Sandler Center for the Performing Arts is an integral part of our department. Since 2007, the Sandler Center has been the stage for many of these cultural events, enriching the lives of residents and visitors through experiences and educational programs for the arts. It serves as a cornerstone of the flourishing Town Center residential and business area and represents Virginia Beach's growth as a cultural and corporate force.

The Sandler Center's continued partnership with regional non-profit performing arts groups creates a dynamic collection of performances for the community to enjoy, as well as an economic return to the City. The Sandler Center provides world-class facilities to local organizations including **Ballet Virginia, Symphonicity, Tidewater Winds, Virginia Beach Chorale, Virginia Musical Theatre, Virginia Arts Festival, Virginia Beach Forum, Virginia Symphony Orchestra**, and the **Governor's School for the Arts**. The resident companies give the Sandler Center a unique local identity while adding to the increasing success of the twelfth season by providing over 150 events.

Together, we are making a more vibrant Virginia Beach - using art as a tool for revitalization and community pride; creating new landmarks through creativity. One by one Virginia Beach's exciting cultural initiatives are changing the face of our city and establishing Virginia Beach as the leader in the arts in Virginia.

I applaud Spectra, the Sandler Center Foundation, and those who are provide important cultural programs to our City. We look forward to even more success in the future as we continue to transform Virginia Beach through the arts.

Sincerely,

Chily Sprill Cabour

Emily Spruill Labows Director, Cultural Affairs City of Virginia Beach

ORGANIZATIONAL CHART



Regional Director of Finance

Box Office Manager



Stefanie McGill Office Manager



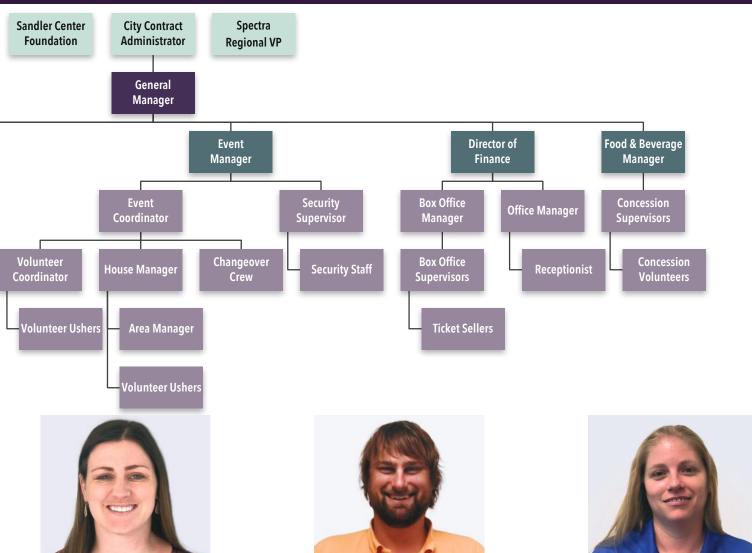
Raenell King Event Coordinator



Peggy Leftwich Volunteer Coordinator



Sherrie Distaso Box Office Supervisor



Megan Boyle **Marketing Manager**

Russell Brown Production Manager

Melissa Moura **Operations Manager**



Elizabeth Nicodemus Box Office Supervisor



Ashley O'Donnell **Marketing Coordinator**



Michael Boso Assistant Production Manager



Jackee Washington Lead Housekeeping Supervisor

STATEMENT OF PURPOSE

SANDLER CENTER FOR THE PERFORMING ARTS MISSION The mission of the Sandler Center for the Performing Arts is to enrich the lives of residents and guests by providing great and diverse performances, experiences, and educational programs for the arts. In doing so, the Sandler Center will serve as a home for regional and community arts organizations that contribute to the arts and culture of Virginia Beach. With state-of-the-art technology and a variety of spaces for both world-class performances and private special events, the Sandler Center offers exceptional opportunities for patrons to create memories that will last a lifetime.

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FACILITY OVERVIEW

- Opened on November 3, 2007.
- Managed since its opening by Spectra Venue Management.
- Three-level performance hall comfortably seats 1,308.
- Only 100 feet separating the front of the stage and the furthest seat in the house.
- 86,497 square foot building.
- All seating levels contain ADA and companion seating, and several aisle seats in the Orchestra level have arms that lift and swing out for more accessibility.
- Expertly designed using innovative methods similar to Carnegie Hall's Isaac Stern Auditorium, the Sandler Center is a flexible acoustic environment that always presents flawless sound to the entire house.
- The sound system in the Performance Hall consists of over 150 individual speakers, powered by over 20,000 watts of amplification.
- The sound reinforcement system in the theatre is the stateof-the-art NEXO Line Array speaker system. It incorporates NEXO amplifiers, digital processors, and flow speaker arrays that allow the Center to maintain a completely digital signal path from its sound mixing console to its amplifier outputs.
- Additional spaces:
 - The Sandler Center boasts a 2,400 square foot studio theatre that can be set up for a theatrical production with full lights and sound or a sit-down dinner for 125.
 - The 900-square foot Wood Founders Room provides a more intimate event location, accommodating roughly 60 guests.
 - The Grand Lobby and Upper Lobbies total over 12,000 square feet with flexible set-up options, two concession booths, a merchandise booth, coat room, and a box office.
 - Two classrooms with audio and visual capabilities on the upper levels that can easily accommodate a meeting or lecture.
- Located in the heart of the Virginia Beach Town Center, within easy walking distance of over 60+ restaurants and shops; just steps away from over 3,000 free parking spaces.



OUR PARTNERS

GREAT PERFORMANCE SERIES SPONSOR



ASSOCIATE SPONSORS







EVENT SPONSORS AND CORPORATE SUPPORTERS





EDUCATION PROGRAM SPONSOR



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The Sandler Center for the Performing Arts greatly relies on the generous support of corporate sponsors and partners to bring the best of the performing arts to Virginia Beach and provide education and cultural opportunities that enrich the community.







VIRGINIA ARTS FESTIVAL

Virginia Arts Festival, a leader in regional artistic management and promotion has provided extensive support and guidance throughout our 13 years of operation. Spectra Venue Management and Virginia Arts Festival worked closely to utilize key partnerships and maximize resources from associated entities.

TICKETING AND FAN ENGAGEMENT

Paciolan, a full-service ticketing and marketing organization, is the provider of our ticketing platform. Spectra staff at the Sandler Center and ODU's Ted Constant Center continued the five-year sponsorship agreement with YNot Italian, under which both organizations utilize YNotTix.com to engage our fans and patrons.

NS2

National Shows 2 (NS2) is a Nashville-based full-service event promotion company. NS2 creates, produces, and promotes live entertainment and concert events in arenas, amphitheaters, performing arts centers, clubs, and other venues across the country. NS2 is the exclusive booking partner to the Sandler Center. We are excited to continue into the third year of our five-year agreement with NS2.





"Rebecca and I can't thank you enough for ALL of your assistance before, during and after this event. You all did an awesome job and really made us look good! We truly thank you!" - Lavera with City of Virginia Beach







THE SANDLER CENTER FOR THE PERFORMING ARTS PRESENTED 26 PERFORMANCES AND EVENTS AS PART OF THE GREAT PERFORMANCE SERIES, WHICH INCLUDED:

MARY CHAPIN CARPENTER

KENNY WAYNE SHEPHERD BAND AND BETH HART

KANSAS

RODNEY CARRINGTON

THE FUN SHOW WITH CAT AND NAT

STEVEN CURTIS CHAPMAN

THE PRICE IS RIGHT LIVE! (2 dates)

THE TENORS: FAN FAVORITES TOUR

TOTO: 40 TRIPS AROUND THE SUN TOUR

EILEEN IVERS

DAUGHTRY - CAGE TO RATTLE TOUR

BOBBY BONES RED HOODIE COMEDY TOUR

SAVION GLOVER

TRAVIS TRITT

THE SECOND CITY

STEP AFRIKA

KATHLEEN MADIGAN

AARON LEWIS - STATE I'M IN TOUR

CHRIS BOTTI

RICKY SKAGGS & KENTUCKY THUNDER

MELISSA ETHERIDGE

DAVID CROSBY

AN EVENING WITH KATHY MATTEA

FAMILY FEUD LIVE CELEBRITY EDITION

2018/2019 GREAT Performance series

"The show was awesome! Savion was amazing. It was a near capacity crowd and everyone around me was just as impressed of his performance as I was." – Patron Dale on attending Savion Glover.



"Thank you so much for all you did to help make our event with the Norfolk and Virginia Beach Forums bringing in Father Patrick Desbois a huge success. Everyone was tremendously professional and accommodating. We loved being able to fill up your beautiful venue. I hope we can work together again soon." Elena Barr Baum, Holocaust Commission Direction on Spectra Staff



RESIDENT COMPANIES

Resident performing arts companies, community groups, and educational organizations form the backbone of the performing arts at the Sandler Center with more than 150 events hosted in the 2018-2019 season with 39,961 patrons attending their events. The Resident Companies at the Sandler Center include: **Symphonicity**, **Virginia Beach Chorale, Virginia Musical Theatre, Virginia Symphony Orchestra, Virginia Arts Festival, Virginia Beach Forum, Tidewater Winds, The Governor's School of the Arts, and Ballet Virginia.**

VIRGINIA MUSICAL THEATRE

- La Cage Aux Folles
- Mary Poppins
- Seussical the Musical
- Sister Act

THE VIRGINIA BEACH CHORALE

- Pop Goes the Chorale
- Visions of Sugarplums

VIRGINIA BEACH FORUM

• Father Patrick Desbois

VIRGINIA SYMPHONY ORCHESTRA

- Pictures at an Exhibition
- Bolero
- PB&J Family Halloween Spooktacular
- ComicConcert
- Winter Dreams
- PB&J Family Jingle Bell Jam
- Holiday Pops
- Beethoven Symphony no 7
- Hogwarts Hullabaloo
- Grieg Piano Concerto
- A Mozart Celebration
- PB&J Family An American in Paris
- A Night at the Movies
- PB&J Family Princess and Pirates

VIRGINIA ARTS FESTIVAL

- Renee Fleming
- Pilobolus
- I'm With Her
- Micheal Feinstein
- Coffee Concert
- Bela Fleck & Chick Corea

SYMPHONCITY

- Destination: Latin America
- Destination: Austria
- Destination: Italy
- Destination: United Kingdom
- Destination: Virginia
- Handel's Messiah Sing-Along
- A Jurassic Journey -Lollipop Concert

BALLET VIRGINIA

- The Nutcracker
- Snow White

TIDEWATER WINDS

Holiday Concert

GOVERNOR'S SCHOOL FOR THE ARTS

• VCU- Side by Side - Music of the Americas





Tidewater, John Brewington, Mu













11TH ANNUAL SUMMER CONCERT SERIES

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ednesdays?



25,000 ATTENDEES

\$289,000 DONATED TO THE Sandler Center Foundation OVER THE PAST 10 YEARS

> Local artists, vendors, and farmers sold handmade and homegrown items.

13-week series featuring LIVE LOCAL bands

LIVE Music

Title sponsor **YNot** Italian served delicious pizza, sandwiches and gelato. **Hoffman Beverag**e served local and domestic beer. **Heaven Hill** provided spirits.



ARTIST SERIES

EMERGING

Adam M. Car Wolcon Rivers

MILLER STUDIO THEATRE AT THE SANDLER CENTER

OUT OF THE BOX WINTER CONCERT SERIES

The Emerging Artist Series "Out of the Box" was once again held in the Miller Studio Theatre. The Sandler Center partnered with Paul Shugrue and his WHRV radio program, Out of the Box, and California Pizza Kitchen in Town Center. Over 1,750 guests enjoyed the event over the eight weeks. The Sandler Center also offered VIP tables for purchase and sold out each week. This year we had new sponsorship opportunities with Heaven Hill sponsoring the bar and vendor opportunities. Vendors were able to sell homemade items and connect with potential customers in the lobby.

SANDLER CENTER JAZZ SERIES

The Jazz Series returned to the Miller Studio Theatre for its second year. It was once again met with tremendous support with four sold out performances.



SENIOR PROGRAMMING

Reaching seniors in Hampton Roads is a priority for the Sandler Center. The Sandler Center's Senior Programs have been designed to provide unique opportunities for Hampton Roads seniors to interact and learn about the arts. The Sandler Center takes great pride in programming these special events.

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DANCING WITH THE SENIORS

- * 9 weeks
- 2 classes a day
- * 60 participants per week
- 9 years

SENIOR SUMMER CAMP

- 12 weeks
- * 2 classes a day
- 60 participants per week
- 6 years

Sponsored by







RENTALS AND CITY FUNCTIONS

With over 400 events a year, the continued success of the Sandler Center can be attributed to the relationships built over the years with returning clients hosting annual events at the building along with new clients each year. The Sandler Center understands the importance of treating every event and client in a way that emphasizes our appreciation for their continued patronage. From non-profit groups to commercial organizations to dance organizations to the City of Virginia Beach, 210 ticketed and non-ticketed events brought thousands of patrons to the building. Some of these organizations include:

- Virginia Beach Education Foundation
- Design Build Institute of America
- Charles Barker
- Moscow Ballet
- Art Institute of Virginia Beach
- Recruit Military
- Armed Services Arts Partnership (ASAP)
- Hurrah Players
- Pin Ministry
- Chesapeake Bay Foundation
- Wings Over America
- Wilkins School of Dance
- Denise Wall Dance Energy



JURVIVAL:

VOLUNTEERS

Our volunteers play an integral part of the Center. They elevate the success of the events with their energy and dedication. The Sandler Center staff is truly grateful to have them as valuable members of the organization. They perform tasks as ushers, ticket takers, concession volunteers, and much more!

219 VOLUNTEERS DONATED 21,484 HOURS VALUE OF \$546,332

savings to the City of Virginia Beach



"My wife and I attended the "I'm With Her" performance in May. Even before the excellent show, we were impressed by the friendliness of the staff – all senior citizen volunteers, I believe – from the woman who greeted us at the door to the ticket-takers, to the women working the concession stand and the ushers. Thanks to the Sandler Center for giving seniors this wonderful opportunity, and thanks to the volunteers who helped make a great evening even better." - Patron Jim on the volunteers at the Sandler Center.

VOLUNTEER AMBASSADOR PROGRAM

The Volunteer Ambassador Program assists in spreading the word about the Sandler Center Foundation.





COMMUNITY PROJECTS

This year, employees of the Sandler Center volunteered at Toys for Tots. Through the month of December, we collected toys at the Box Office and were met with tremendous support from the community. The boxes were overflowing! At the end of the month, we donated all the toys collected and we volunteered at the local Toys for Tots distribution center. We helped sort toys, assisted families in picking out gifts for their children, and helped them to their cars.



CONCESSIONS

In 2017, the Sandler Center took over concessions. We are excited to grow our Food & Beverage program and offer new and exciting items to our guests. We reopened catering to preferred caters who offer customizable, full-service catering. In 2018, we now offer the Sandler Center Souvenir Cup to patrons, allowing them to bring alcoholic beverages into the house. Since starting this initiative, we have sold 2,245 cups, generating \$18,401 additional gross revenue.

SANDLER CENTER ART GALLERY

In support of the Sandler Center's mission, our Sandler Center rotating art gallery offers visual artists the opportunity to showcase their works and enrich the local community through a diverse variety of visual art experiences. This past year, the Sandler Center Gallery showcased five new exhibitions for a total of 30 exhibits since the beginning of the gallery, with more than 55 artists displayed for patrons to visit and appreciate.

"It was a great (and busy) night! Our artist was the MOST enthusiastic and happy I have ever seen. She was a darling to watch. Thank you to everyone on the SC staff and volunteers! These events are enjoyed by all and run smoothly thanks to your coordinated efforts. The Foundation is grateful for all you do!" - Hallie with Sandler Center Foundation on Spectra Staff.

MARKETING AND ADVERTISING NUMBERS



231,327 VISITORS TO SANDLERCENTER.ORG 1,636,830 PAGE VIEWS ON SANDLERCENTER.ORG

34,000 CYBER CLUB

SOCIAL MEDIA 16,883 Facebook followers, 8.52% increase 996,858 paid and organic reach*

5,605 Twitter followers, 4.9% increase 658,800 organic impressions*

2,369 Instagram followers, 36.06% increase 120,117 organic impressions*

*September 2018-June 2019



AWARDS AND DISTINCTIONS

COASTAL VIRGINIA MAGAZINE - BEST PERFORMING ARTS VENUE

The Sandler Center for the Performing Arts has been recognized by The Virginia Green Travel Alliance as a Green Attraction that is committed to minimizing the environmental impacts of our operation. Our operation has met the established "core activities" for Green Attractions, and we have committed to communicating our activities to our guests. When visiting the Sandler Center, guests can expect the following "green" activities: recycling, waste reduction, energy and water conservation, and eliminated use of polystyrene.



The fifth annual YNot Every Event sweepstakes awarded one lucky fan with two tickets to every ticketed event in 2019 at the three Hampton Roads Spectra-managed venues and free pizza for a year, provided by Ynot Italian.

The prize included season tickets for ODU Football and Basketball. The lucky winner can attend every football game in the newly renovated Foreman Field, along with Men's and Women's Basketball games hosted at the Ted Constant Center, plus world-class performances at the Sandler Center.

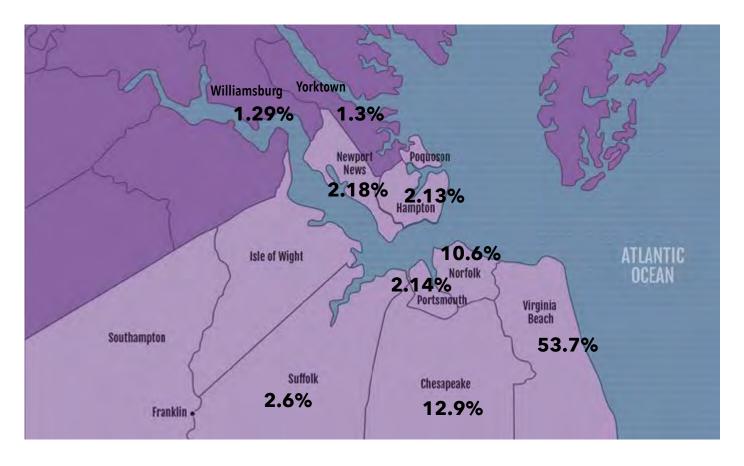
The winner will also receive free YNot Italian pizza for a year. YNot Italian a the family favorite, serving Italian cuisine, pizza, desserts, craft beer and cocktails in the Hampton Roads. The prize is available in all seven YNot Italian locations in Virginia Beach, Chesapeake, and Norfolk.

Executed November 1-30

- 13,800 entrants
- 18.65% increase from the previous year
- 5,774 unique email addresses collected



TICKET BUYERS BY LOCATION



Top Ticket	Sales	by	City
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23451 23452 23455 23456 23454 23464 23462 23322 23320 23453 23518 23508 23508 23323 23435 23321 23505 23503 23507	1135 1070 1039 1038 1027 879 815 726 507 361 249 232 224 212 208 205 179 126	CHESAPEAKENORFOLKSUFFOLKSUFFOLKNEWPORT NEWSPORTSMOUTHHAMPTONYORKTOWNWILLIAMSBURGMOYOCKRICHMONDSMITHFIELDCHESTERCARROLLTONKITTY HAWKGLOUCESTER	7448 1790 1468 368 303 297 296 184 178 73 73 69 57 52 42 36 33 30

Top Ticket Sales by State

VIRGINIA	13381
NORTH CAROLINA	512
WASHINGTON	103
CALIFORNIA	102
MARYLAND	93
FLORIDA	71
NEW YORK	70
CONNECTICUT	51
NEW JERSEY	41
PENNSYLVANIA	38
ILLINOIS	33
TEXAS	32
OHIO	31
GEORGIA	27
DELAWARE	20
NEBRASKA	20
TENNESSEE	19
SOUTH CAROLINA	18

THE SANDLER CENTER FOUNDATION

MEMBERSHIP

The Sandler Center for the Performing Arts and the Sandler Center Foundation are grateful for the generous support of their 115 dedicated members who value the arts in the community. Sandler Center membership supports the Sandler Center Foundation's mission to educate, inspire, enrich and build our community, strengthen local arts organizations, and instill an appreciation of the arts in future generations through the underwriting of world-class performances at the Sandler Center. The Foundation's programs focus on education, community programs and performance underwriting.

EDUCATION

- More than 20,000 total students were served through the Education Program. Programming included student matinees and an interactive theatrical lighting STEAM (Science, Technology, Engineering, Arts, and Math) display at the 75th NAS Oceana Air Show.
- Over 14,300 students in pre-K through 8th grade attended an educational matinee. The Foundation provided funding for 81% of the student attendees.
- Through a total of 24 performances, the Sandler Center Foundation's Education Program reached students from 82 schools and homeschool groups in 10 cities.
- Every year the Sandler Center Foundation provides funding for students from Title I schools or other groups that demonstrate a financial need to attend a matinee. The Sandler Center Foundation is proud to have served students from 100% of the Title I schools in both Chesapeake and Virginia Beach last year, and a total of 52 Title I schools in Hampton Roads.

MERCHAD

PERFORMANCES

Professor Wow's Fun-Believable Science Show, November 19, 2018 (Grades 3-5: 1,661 students attended)

The Phantom Tollbooth, January 29, 2019 (Grades K-6: 1,556 students attended)

Rosie Revere, Engineer & Friends, February 4, 2019 (Grades 2-4: 1,702 students attended)

Buffalo Soldier, February 8, 2019 (Grades 2-12: 1,422 students attended)

A Sick Day for Amos McGee, March 19, 2019 (Grades K-4: 1,810 students attended)

Cinderella Lecture Demonstration presented by Richmond Ballet, the State Ballet of Virginia, March 20, 2019 (Grades K-5: 1,785 students attended, and an additional 2,772 students serve on the road.)



COMMUNITY PROGRAMS

The Sandler Center Foundation believes that arts programming is essential to a thriving community and cultural arts experiences should be accessible to everyone. Its Community Outreach Programs are focused on educators, first responders, the military community, the special-needs community and their families.

- The Foundation was proud to be the 2018-2019 presenting sponsor of Armed Services Arts Partnership's (ASAP) Operation Improv and Comedy Bootcamp workshop series at the Sandler Center and elsewhere throughout Hampton Roads. The classes served 82 veterans and reached 723 audience members at the graduation and performance ceremonies.
- The Local Heroes Program was originally designed to support and recognize Virginia Beach educators and first responders, this year the program expanded to include deserving Navy Gold Star Families. The program provides the opportunity for these heroes and their families to attend a live performance by one of the Sandler Center resident companies. During the 2018-2019 season, 231 tickets were given to 80 Local Heroes and their families.
- Sensory-friendly performances are designed for those with sensory-input disorders, autism, or other developmental or cognitive disabilities, and their family members or caregivers. The programming is designed to offer a judgement-free, welcoming, and relaxed arts experience. The Foundation hosted its first sensoryfriendly performance on March 19, 2019 with more than 135 patrons in attendance.

PERFORMANCE UNDERWRITING

The Sandler Center Foundation is committed to its original mission to provide a home for ten area resident performing arts companies and to ensure our community has access to world-class and culturally diverse performances through its underwriting of performances at the Sandler Center for the Performing Arts. The Foundation supports Sandler Center resident companies through its Giving Circle and partnered with Virginia Arts Festival to bring world-renowned soprano Renee Fleming to the stage on February 23, 2019.



CAPITAL IMPROVEMENT

Sandler Center for the Performing Arts continues to strive towards providing a comfortable and efficient experience to tours, performers, and patrons. In an effort to progress these experiences, Sandler Center has made the following improvements this year:

Hearing Assist Sound System

To allow customers to experience the Sandler Center better than ever before by providing the clearest, cleanest sound available to people with hearing loss or difficulty, we have installed an induction loop or T-coil system for our patrons to utilize.

- Donated by the Norfolk Sertoma Club
- Installed by Hearing Technologies, Inc
- Rave reviews!

New Carpet

Our office suites, green room, concert hall and lobbies received a face lift this year with new carpet.

Purchase of Electrical tie-in Equipment

Allows touring shows with large sound systems to more easily get all their electricity from a single source. This ensures a clean sound for the audience free of any hums or buzzing.

New System to Control Outdoor Displays

Better graphics, more information for patrons. Provided by Visix Channel Players and Server.

Lighting Layout

Update in lighting layout over the stage to incorporate the recently purchased LED fixtures

Microphone Updates

Purchase of a variety of new, top of the line, professional, microphones that are used when amplifying not only our Steinway but other several other types of instruments on stage during live music performances.

Lighting Poles

Acquired a set of 8' side boom lighting poles that we are able to offer as side lighting options for Dance recitals and competitions. These poles save time and labor in their installation when compared to the 21' poles we used to use.

"Exceptional. I did not expect it to be that good. From the moment I put the earpieces in, I could hear. The thing I liked was that the volume control was really, really good. I am legally deaf in both ears. Anyone who has even a slight hearing loss will benefit. There is no feedback, which was a problem before. It was a joy to be able to hear all the words." – Patron Donna on the new hearing assistance system.

FUTURE OUTLOOK

Looking forward to the future, we are excited to continue our contract with the City of Virginia Beach. Our partnership with NS2 will bring over 30 performances to the Sandler Center each year. Our Resident Companies will provide another great year of diverse programming that will bring the community together.

We are excited to continue our mission to deliver diverse and highquality content while promoting the arts in the City of Virginia Beach. The 2019-2020 season includes performances from Bert Kreischer, Three Dog Night, Righteous Brothers, ABBA, and more!

Beyond our Resident Companies and Great Performance Series, Spectra staff at the Sandler Center look to continue its excellent outreach and community programs. We look forward to continuing our efforts to engage the Hampton Roads community through special Fine & Performing Arts programs at the Sandler Center.

