

# *Eccles*

GEORGE S. AND DOLORES DORÉ  
ECCLES THEATER



# 2019 YEAR IN REVIEW



7 Season Titles

257,850  
Tickets Sold

Wicked, Aladdin, School of Rock, Rent,  
Book of Mormon, Miss Saigon,  
A Christmas Story



59 Performances

95,825  
Tickets Sold

## 2019 HIGHLIGHTS

Events 339

Visitors 367,451

Tickets Sold 367,138

Public Tours 34

Arts for All Tickets

Distributed 2,767

57% Increase in Site Activity

13% Increase in Total Tickets Sold  
from 2018

## LIVE! AT THE ECCLES PERFORMANCES



**Spoken Word:** COLD: Susan Powell Case Files, Wait, Wait... Don't Tell Me, Daniel Tosh, The Last Podcast on the Left, Pod Tours America



**Music:** Diana Krall, Gentry: Finding Christmas, Buddy Guy, Kurt Bestor Christmas, Robert Plant, Howard Jones Trio, Clint Black, Franco Escamilla, Toto, Tori Kelly, Mannheim Steamroller Christmas, Deep Purple, NEEDTOBREATHE, Jim James + CL Delirium, Rain-A Tribute to the Beatles, Ray LaMontagne, Glen Hansard, Kansas, Roy Orbison & Buddy Holly



**Entertainment:** The Simon and Garfunkel Story, Hip Hop Nutcracker, Derek Hough, Eddie Izzard, Bert Kreischer, David Gray, and Rain-A Tribute to the Beatles



**Family:** Wild Kratts LIVE, Baby Shark Live!, PAW Patrol Live, Peppa Pig, PJ Masks Live!, A Charlie Brown Christmas, Rudolph, The Very Hungry Caterpillar



**Hispanic:** Franco Escamilla and George Lopez

## 2019 UPACA BOARD

**CHAIR**-Max Burdick

**VICE CHAIR**-Justin Belliveau

Jennifer Bruno  
Darrin Casper  
Lara Fritts\*  
Patrick Leary\*

Holly Yocom  
Dee-Dee Darby-Duffin  
Diane Stewart  
Jill Wilkerson-Smith

\*Partial Year Members



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**ECCLES THEATER** 2019 Annual Operating Report

*Prepared by Salt Lake County Arts & Culture*

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# 01

## 2019 FINANCIAL REPORTS

*Eccles*  
GEORGE S. AND DOLORES DORÉ  
ECCLES THEATER

- Eccles Theater Building Operating Budget
- Net Operating Income to Owners
- Eccles Theater Site Operating Budget
- UPACA Board and Arts for All Operating Budget

# ECCLES THEATER BUILDING OPERATING BUDGET

## ECCLES BUILDING OPERATING BUDGET REPORT (UNAUDITED)\* PERCENT OF YEAR ELAPSED: 100%

	2018 Actual	2019 Adjusted Budget**	2019 Total Activity as of 12/31/2019***	2019 Actual minus Budget	2019 % Budget Realized	2020 Approved Budget
Broadway at the Eccles Profit Share	1,781,117	1,399,107	1,436,517	37,410	103%	1,218,603
LIVE! at the Eccles Profit Share	549,365	324,082	325,675	1,593	100%	380,268
Sponsorships & Memberships	147,993	100,000	178,029	78,029	178%	125,000
Facility & Service Ticket Fees	2,975,768	2,688,233	2,462,389	(225,844)	92%	2,813,192
Cleaning, Front of House & Equip Rental	15,085	33,990	49,158	15,168	145%	24,617
Local Contracts	-	50,000	50,000	-	100%	88,094
Rent, Merch and Catering	984,903	1,172,004	1,192,705	20,701	102%	959,763
Concessions	102,735	148,174	262,081	113,907	177%	239,685
Misc Revenue	37,217	2,000	18,489	16,489	924%	20,000
Interest Revenue	178,603	85,000	208,546	123,546	245%	100,000
Insurance Recoveries	-	-	-	20,073	0%	-
<b>Total Revenue</b>	<b>6,772,787</b>	<b>6,002,590</b>	<b>6,203,662</b>	<b>201,072</b>	<b>103%</b>	<b>5,969,222</b>
Salary, Wages & Benefits	1,642,167	2,206,288	2,024,939	(181,349)	92%	2,177,797
Building Maintenance & Cleaning	564,829	683,270	703,741	20,471	103%	663,305
Subscriptions, Memberships & Training	8,842	17,733	10,348	(7,385)	58%	27,114
Printing & Advertising	46,800	116,237	57,516	(58,721)	49%	112,277
Supplies, Software & Equipment Purchase	196,492	150,477	220,988	70,511	147%	176,481
Credit Card Processing Fees	568,633	365,000	330,119	(34,881)	90%	450,000
Equipment & Software Maintenance	13,368	32,500	29,332	(3,168)	90%	33,200
Transportation Expenses	34,245	46,244	31,411	(14,833)	68%	52,837
Utilities	311,315	377,646	324,972	(52,674)	86%	375,226
Professional Services & Contract Labor	137,589	63,980	33,962	(30,019)	53%	63,480
Centralized Service	408,416	414,241	426,235	11,994	103%	422,543
Insurance	-	113,400	123,647	10,247	109%	135,900
Capital Asset Purchases from Operations	19,257	150,000	31,360	(118,640)	21%	150,000
<b>Total Expenses</b>	<b>3,951,953</b>	<b>4,737,016</b>	<b>4,348,569</b>	<b>388,447</b>	<b>92%</b>	<b>4,840,160</b>
<b>Revenue Less Expense</b>	<b>2,820,834</b>	<b>1,265,574</b>	<b>1,855,094</b>	<b>589,520</b>	<b>147%</b>	<b>1,129,062</b>
Model Reference	1,782,800	1,752,000				768,000

\* Operating Results do not include capital contribution revenue for transfer of building assets, depreciation expense, or long-term payroll expense. These non-cash items are excluded from calculation of distribution to owners but will be reflected in the published financial statements.

\*\* At the May 9, 2019, Board Meeting, the following budget adjustments were approved:

- \$113,400 increase to Insurance for 75% of UPACA Insurance (total cost of \$151,200, 75% to Building and 25% to Site)
- (\$14,520) decrease to Professional Services for payment from Eccles Site for 25% of 30-Year Facilities Maintenance Plan (total cost of \$58,080, 75% to Building and 25% to Site; full amount was encumbered from the Building budget in 2018, Site to reimburse Building for its share in 2019)

\*\*\* Financial information is presented on a budget year basis and includes revenues & expenses paid, accrued, or encumbered against the applicable budget year but does not reflect expenses paid against prior year encumbrances.

Run date: 2/27/20

## 2019 NET OPERATING INCOME TO OWNERS

UTAH PERFORMING ARTS CENTER AGENCY NET OPERATING INCOME DISTRIBUTION TO OWNERS (UNAUDITED)			
	2018 Actual	2019 Actual to Date	2020 Budget
Net Operating Results	2,820,834	1,855,094	1,129,062
Reserve Unused Donor/Sponsor Fulfillment Funds		(43,147)	
Expenses Paid from Prior Year Encumbrance	(17)		
Reserve Prior Year Outstanding Encumbrance	(28,847)		
Release Prior Year Outstanding Encumbrance			
Operating Reserve	-	-	-
Capital Reserve	(850,000)	(850,000)	(850,000)
<b>Total Available to Distribute</b>	<b>1,941,970</b>	<b>961,947</b>	<b>279,062</b>
I. County	600,000	600,000	279,062
II. City/RDA	350,000	350,000	-
III. Next 1 Million:			
County 50%	495,985	5,973	-
City/RDA 50%	495,985	5,973	-
IV. Remaining Funds:			
County 25%	-	-	-
City/RDA 75%	-	-	-
<b>Reserve Funds for Legal Expenses</b>			
County	(25,000)	(136,551)	-
City/RDA	(75,000)	(140,285)	-
<b>Total Distributed</b>	<b>1,841,970</b>	<b>685,111</b>	<b>279,062</b>
Total County Distribution	1,070,985	469,423	279,062
Total City/RDA Distribution	770,985	215,688	-
Run date: 2/27/20			

As of: 12/31/2019

# ECCLES THEATER SITE OPERATING BUDGET

## ECCLES SITE OPERATING BUDGET REPORT (UNAUDITED)

PERCENT OF YEAR ELAPSED: 100%

	2018 Actual	2019 Adjusted Budget*	2019 Total Activity as of 12/31/2019***	2019 Actual minus Budget	2019 % Budget Realized	2020 Approved Budget
Facility & Service Ticket Fees	16,041	13,501	18,937	5,436	140%	25,688
Cleaning, Front of House & Equip Rental	29,770	11,306	31,425	20,119	278%	28,609
Local Contracts	3,616	3,500	24,270	20,770	693%	3,500
Rent, Merch and Catering	41,453	127,014	44,663	(82,351)	35%	80,163
Concessions	1,221	6,547	2,137	(4,410)	33%	7,518
Restaurant Rent & Commissions	-	-	581	581	0%	41,747
Insurance Recoveries	15,477	-	-	-	0%	-
<b>Total Revenue</b>	<b>107,577</b>	<b>161,868</b>	<b>122,013</b>	<b>(39,855)</b>	<b>75%</b>	<b>187,225</b>
Salary and Wages	204,710	197,354	164,656	(32,698)	83%	246,281
Building Maintenance & Cleaning	85,745	67,151	59,777	(7,374)	89%	85,360
Subscriptions, Memberships & Training	65	-	172	172	0%	-
Printing & Advertising	13,179	23,889	18,904	(4,985)	79%	13,500
Supplies & Equipment Purchase	13,450	15,000	23,535	8,535	157%	16,009
Credit Card Processing Fees	1,600	2,000	1,816	(184)	91%	2,000
Equipment Maintenance	-	7,500	203	(7,297)	3%	7,500
Utilities	80,122	84,480	89,967	5,487	106%	84,480
Professional Services & Contract Labor	4,329	17,020	18,360	1,340	108%	2,500
Centralized Service	78,321	143,372	143,372	-	100%	143,047
Insurance	-	37,800	41,216	3,416	109%	45,300
Capital Asset Purchases from Operations	-	50,000	28,728	(21,272)	57%	50,000
<b>Total Expenses</b>	<b>481,521</b>	<b>645,566</b>	<b>590,705</b>	<b>(54,861)</b>	<b>92%</b>	<b>695,976</b>
<b>Revenue Less Expense</b>	<b>(373,944)</b>	<b>(483,698)</b>	<b>(468,692)</b>	<b>15,006</b>	<b>97%</b>	<b>(508,751)</b>
Model Reference	(460,000)	(458,700)				(487,200)

\* At the March 7, 2019, Board Meeting, the following budget adjustments were approved:

- a) (\$82,890) decrease to various accounts to reflect operating efficiencies identified after reviewing historical information and anticipated booking calendar

At the May 9, 2019, Board Meeting, the following budget adjustments were approved:

- a) \$37,800 increase to Insurance for 25% of UPACA Insurance (total cost of \$151,200, 75% to Building and 25% to Site)
- b) \$14,520 increase to Professional Services for payment to Eccles Building for 25% of 30-Year Facilities Maintenance Plan (total cost of \$58,080, 75% to Building and 25% to Site; full amount was encumbered from the Building budget in 2018, Site to pay Building for its share in 2019)

At the November 14, 2019, Board Meeting, the following budget adjustments were approved:

- a) \$9,291 increase to Maintenance & Cleaning to cover Site allocation of Salt Lake City encroachment fee (i.e., aerial encroachments for balconies and surface encroachments for nano door steps)
- b) \$57,784 increase to Centralized Services to cover higher than anticipated County overhead costs, primarily due to Contracts & Procurement and District Attorney activity

\*\* Financial information is presented on a budget year basis and includes revenues & expenses paid, accrued, or encumbered against the applicable budget year but does not reflect expenses paid

Run date: 2/27/20

# UPACA BOARD AND ARTS FOR ALL OPERATING BUDGET

## UPACA BOARD OPERATING BUDGET REPORT (UNAUDITED)

PERCENT OF YEAR ELAPSED: 100%

	2018 Actual	2019 Adjusted Budget*	2019 Total Activity as of 12/31/2019	2019 Actual Budget	2019 % Budget Realized	2020 Approved Budget
Operating Contributions	38,101	240,000	-	(240,000)	0%	-
<b>Total Revenue</b>	<b>38,101</b>	<b>240,000</b>	<b>-</b>	<b>(240,000)</b>	<b>0%</b>	<b>-</b>
Professional Services & Contract Labor	-	158,800	163,641	4,841	103%	-
Insurance	38,101	-	-	-	0%	-
<b>Total Expenses</b>	<b>38,101</b>	<b>158,800</b>	<b>(163,641)</b>	<b>4,841</b>	<b>103%</b>	<b>-</b>
<b>Revenue Less Expense</b>	<b>-</b>	<b>81,200</b>	<b>(163,641)</b>	<b>(244,841)</b>	<b>100%</b>	<b>-</b>

\* At the May 9, 2019, Board Meeting, the following budget adjustments were approved:  
a) \$151,200 decrease to Insurance for UPACA insurance now covered by Eccles Theater operating budgets (75% to Building, 25% to Site).

## ARTS FOR ALL OPERATING BUDGET REPORT (UNAUDITED)

PERCENT OF YEAR ELAPSED: 100%

	2018 Actual	2019 Approved-Budget*	2019 Total Activity as of 12/31/2019 PRELIMINARY	2019 Actual Budget	2019 % Budget Realized	2020 Approved Budget
Operating Contributions	100,000	-	-	-	0%	-
Arts for All Fee	194,306	174,625	162,996	(11,629)	93%	168,942
<b>Total Revenue</b>	<b>294,306</b>	<b>174,625</b>	<b>162,996</b>	<b>(11,629)</b>	<b>93%</b>	<b>168,942</b>
Salary and Wages	-	-	11,760	(11,760)	100%	16,148
Subscriptions, Memberships & Training	-	-	20	(20)	100%	-
Supplies & Equipment Purchase	4,236	3,600	207	(3,393)	6%	3,600
Transportation Expenses	-	-	81	(81)	100%	-
Utilities	-	-	110	(110)	100%	-
Arts for All Expense	63,302	511,722	164,027	(347,695)	32%	457,443
<b>Total Expenses</b>	<b>67,538</b>	<b>515,322</b>	<b>176,206</b>	<b>(363,058)</b>	<b>34%</b>	<b>477,191</b>
<b>Revenue Less Expense</b>	<b>226,768</b>	<b>(340,697)</b>	<b>(13,210)</b>	<b>351,429</b>	<b>4%</b>	<b>(308,249)</b>
<b>Forecasted 12/31/2019 Fund Balance: 397,323</b>						

Run date: 2/27/20

# 02

## 2019 ANNUAL ACTIVITY

*Eccles*  
GEORGE S. AND DOLORES DORÉ  
ECCLES THEATER

- Eccles Theater Building Annual Activity Report
- Eccles Theater Site Annual Activity Report

# ECCLES THEATER BUILDING ANNUAL ACTIVITY REPORT

2019 ANNUAL ACTIVITY REPORT- BUILDING						
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Bookings for Calendar Year 2019
<b>DELTA HALL</b>						
<b>Performances</b>						
	Co-promoter: Broadway	41	40	16	17	114
	Co-promoter: Popular/Other	9	10	10	30	59
	Commercial	0	2	0	0	2
	Not-for-profit	5	12	1	4	22
	<b>Subtotal</b>	<b>55</b>	<b>64</b>	<b>27</b>	<b>51</b>	<b>197</b>
<b>Non-Performance Use</b>						
	Co-promoter: Broadway	7	16	2	3	28
	Co-promoter: Popular/Other	1	1	0	3	5
	Commercial	0	1	0	0	1
	Not-for-profit	0	11	5	3	19
	<b>Subtotal</b>	<b>8</b>	<b>29</b>	<b>7</b>	<b>9</b>	<b>53</b>
<b>Total Activities</b>		<b>63</b>	<b>93</b>	<b>34</b>	<b>60</b>	<b>250</b>
<b>MILLER LOUNGE</b>						
	Not-for-profit	0	3	0	3	6
	Co-promoter: Broadway	246	229	54	123	652
	Co-promoter: Popular/other	13	44	11	35	103
<b>Total Activities</b>		<b>259</b>	<b>276</b>	<b>65</b>	<b>161</b>	<b>761</b>
<b>REHEARSAL ROOM</b>						
	Co-promoter: Broadway	38	37	15	16	106
	Co-promoter: Popular/Other	1	0	1	0	2
	Not-for-profit	1	5	0	4	10
	Commercial	2	0	0	0	2
<b>Total</b>		<b>42</b>	<b>42</b>	<b>16</b>	<b>20</b>	<b>120</b>
<b>DELTA HALL STAGE</b>						
	Commercial	0	0	1	0	1
<b>Total</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>1</b>

Written justification for scheduling a required event at another SL County Arts & Culture venue: The Bell Ringer-A New Holiday Rock Opera Rose Wagner Performing Arts Center 12/19.2019 Reason: PJ Masks performance scheduled at Eccles Theater 12/19/2019

# ECCLES THEATER SITE ANNUAL ACTIVITY REPORT

2019 ANNUAL ACTIVITY REPORT-SITE						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Bookings for Calendar Year 2019	
<b>REGENT STREET BLACK BOX</b>						
<b>Performances</b>						
	Commercial	0	0	2	0	2
	Not-for-profit	5	24	14	27	70
	Resident	0	0	11	0	11
	<b>Subtotal</b>	<b>5</b>	<b>24</b>	<b>27</b>	<b>27</b>	<b>83</b>
<b>Non-Performance Use</b>						
	Co-promoter: Popular/Other	5	1	0	0	6
	Commercial	0	1	3	0	4
	Not-for-profit	5	16	14	36	71
	Resident	0	0	13	1	14
	<b>Subtotal</b>	<b>10</b>	<b>18</b>	<b>30</b>	<b>37</b>	<b>95</b>
<b>Total</b>		<b>15</b>	<b>42</b>	<b>57</b>	<b>64</b>	<b>178</b>
<b>NORTH LOBBY</b>						
	Co-promoter: Popular/Other	1	0	0	0	1
	Commercial	0	2	0	0	2
	Not-for-profit	0	1	0	1	2
<b>Total Activities</b>		<b>1</b>	<b>3</b>	<b>0</b>	<b>1</b>	<b>5</b>
<b>MCCARTHEY PLAZA</b>						
	Co-promoter: Broadway	0	1	0	0	1
	Commercial	0	1	2	2	5
	Not-for-profit	0	1	2	1	4
<b>Total Activities</b>		<b>0</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>10</b>
<b>TANNER LOUNGE</b>						
	Co-promoter: Popular/Other	0	0	0	1	1
	Commercial	3	2	4	2	11
	Not-for-profit	0	9	1	4	14
<b>Total Activities</b>		<b>3</b>	<b>11</b>	<b>5</b>	<b>7</b>	<b>26</b>
<b>GRAND LOBBY</b>						
Non-Performance Use						
	Commercial	0	0	1	0	1
<b>Total Activities</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>1</b>

# OS3

GEORGE S. AND DOLORES DORÉ ECCLES THEATER

## 2019 ECCLES THEATER TICKETING

*Eccles*  
GEORGE S. AND DOLORES DORÉ  
ECCLES THEATER

- Broadway Tickets Issued
- Popular Event Tickets Issued
- "Other" Event Tickets Issued
- Tickets Sold by Zip Code
- Ticket Sales By Zip Code Map
- Tickets Sold Region
- Ticket Sales Map

<b>BROADWAY PERFORMANCES 2019</b>			
<b>TOTAL TICKETS ISSUED</b>			
<b>Performance</b>	<b>Ticketed</b>	<b>Capacity</b>	<b>% Occupancy</b>
A Christmas Story	19,034	22,166	86%
Disney's Aladdin	46,937	59,112	79%
Miss Saigon	18,419	19,704	93%
Rent	19,288	19,976	97%
School of Rock	19,025	19,703	97%
The Book of Mormon	34,419	39,401	87%
Wicked	100,728	100,979	100%
<b>Total 2019</b>	<b>257,850</b>	<b>281,041</b>	<b>92%</b>

<b>ECCLES THEATER 2018</b>			
<b>TOTAL TICKETS ISSUED BROADWAY PERFORMANCES</b>			
Come From Away	19,897	19,976	100%
Finding Neverland	19,162	19,704	97%
Hamilton	78,808	78,816	100%
Jersey Boys	9,761	12,485	78%
Something Rotten	18,978	19,704	96%
The Phantom of the Opera	39,407	39,408	100%
The Sound of Music	19,627	19,704	100%
Waitress	19,841	19,976	99%
<b>Total 2018</b>	<b>225,481</b>	<b>229,773</b>	<b>96%</b>

<b>ECCLES THEATER 2017</b>			
<b>TOTAL TICKETS ISSUED BROADWAY PERFORMANCES</b>			
An American in Paris	16,791	19,704	85%
The Book of Mormon	57,562	59,112	97%
Cinderella	19,574	19,704	99%
Dirty Dancing	17,932	19,976	90%
Disney's The Lion King	74,316	76,353	97%
Elf	10,553	12,315	86%
Kinky Boots	18,704	19,704	95%
Mamma Mia	11,260	12,315	91%
Matilda	19,652	19,704	100%
The Bodyguard	15,605	19,704	79%
<b>Total 2017</b>	<b>261,949</b>	<b>278,591</b>	<b>92%</b>

## POPULAR EVENT TICKETS ISSUED

LIVE PERFORMANCES 2019 TOTAL TICKETS ISSUED			
Performance	Ticketed	Capacity	% Occupancy
A Charlie Brown Christmas	2,985	4,934	60%
Baby Shark Live!	1,531	1,941	79%
Bert Kreischer	2,418	2,501	97%
Buddy Guy	1,920	2,501	77%
Clint Black	1,383	1,967	70%
COLD: Preview Matinee	289	1,068	27%
COLD: Susan Powell Case Files	2,234	2,477	90%
Daniel Tosh	2,498	2,501	100%
David Gray	1,263	1,995	63%
Deep Purple	1,500	2,473	61%
Derek Hough	2,497	2,497	100%
Diana Krall	1,611	2,501	64%
Eddie Izzard: Wunderbar	2,452	2,501	98%
Franco Escamilla	1,718	2,501	69%
GENTRI: Finding Christmas	4,382	4,946	89%
George Lopez	1,689	1,995	85%
Glen Hansard	1,041	1,995	52%
Howard Jones	1,468	1,995	74%
Jim James + CL Delirium	1,403	1,995	70%
Kansas - Point of Know Return	1,473	2,501	59%
Keb' Mo' Solo	897	1,994	45%
Kurt Bestor Christmas	6,279	10,004	63%
Mannheim Steamroller Christmas	6,329	7,503	84%

Performance	Ticketed	Capacity	% Occupancy
NEEDTOBREATHE	1,350	1,995	68%
PAW Patrol Live!	5,481	7,968	69%
Peppa Pig	1,630	2,489	65%
PJ Masks Live!	937	2,461	38%
Pod Tours America	1,806	2,501	72%
RAIN: A Tribute to the Beatles	4,376	4,934	89%
Ray LaMontagne	2,476	2,501	99%
Robert Plant	2,501	2,473	101%
Roy Orbison and Buddy Holly	1,439	1,788	80%
Rudolph the Red-Nosed Reindeer	2,464	7,451	33%
Sebastian Maniscalco	2,131	2,501	85%
The Hip Hop Nutcracker	1,617	2,501	65%
The Last Podcast on the Left	1,862	1,995	93%
The Simon & Garfunkel Story	1,236	2,501	49%
The Very Hungry Caterpillar	1,188	1,941	61%
Tori Kelly	1,734	2,501	69%
TOTO: 40 Trips Around the Sun	1,705	1,995	85%
Wait Wait... Don't Tell Me!	5,001	5,002	100%
Wild Kratts LIVE 2.0	3,631	4,298	84%
<b>Total Popular Events</b>	<b>95,825</b>	<b>130,782</b>	<b>73%</b>

# "OTHER" EVENT TICKETS ISSUED

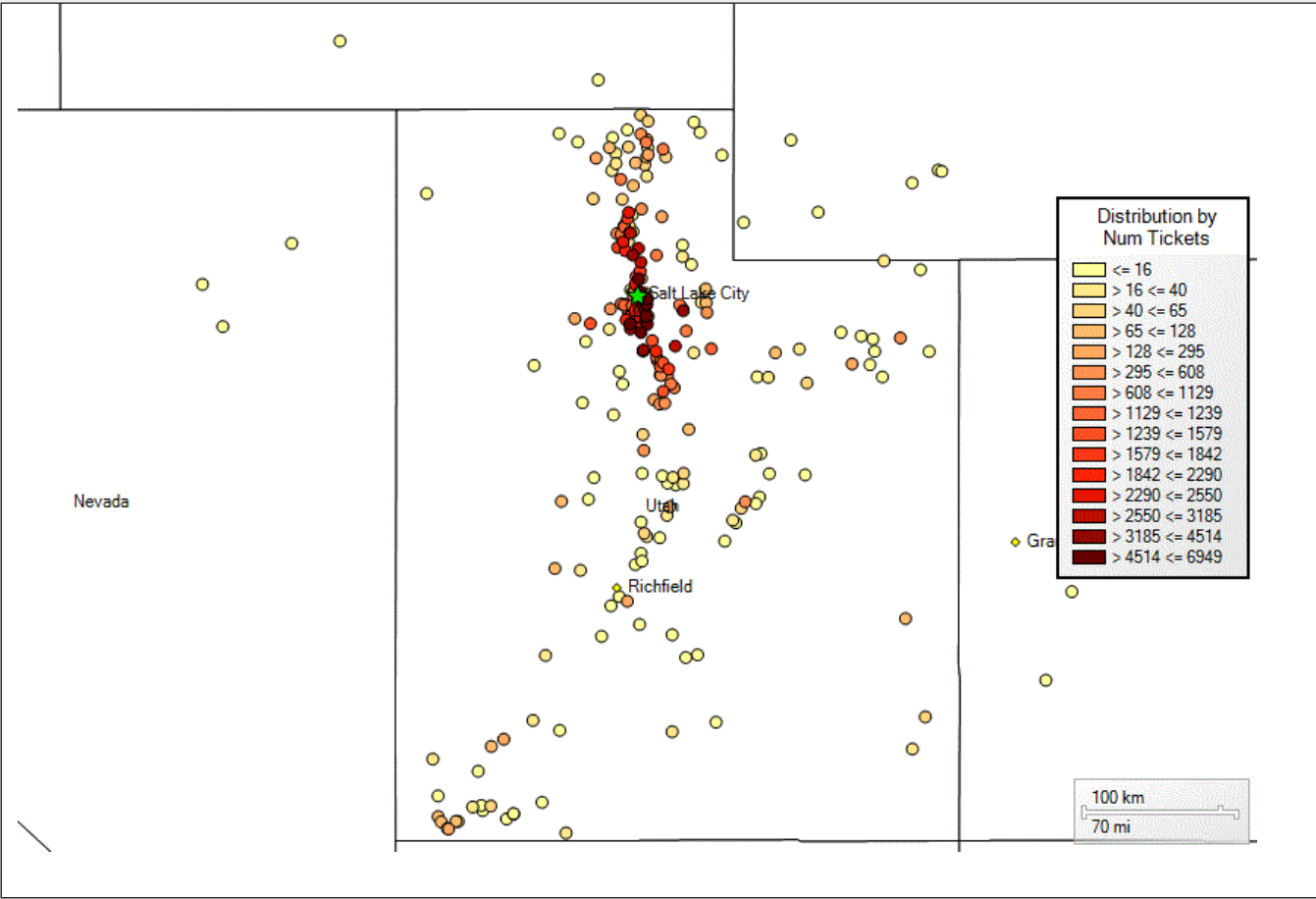
<b>DELTA HALL PERFORMANCES "OTHER" 2019</b>			
<b>TOTAL TICKETS ISSUED</b>			
<b>Performance</b>	<b>Ticketed</b>	<b>Capacity</b>	<b>% Occupancy</b>
Miss Utah Scholarship Pageant	3,506	4,590	76%
Shen Yun	9,357	9,820	95%
The Way of the Rain	600	2,463	24%
<b>Total Popular Events</b>	<b>13,463</b>	<b>16,873</b>	<b>80%</b>

# TICKETS SOLD BY ZIP CODE

ECCLES THEATER 2019 TICKET SALES BY ZIPCODE - UTAH				
Zone	County	Total Tickets	Total Patrons	Regional %
Central	Carbon	498	18	0.15%
	Juab	601	9	0.18%
	Millard	95	8	0.03%
	Sanpete	424	18	0.13%
	Sevier	207	9	0.06%
	Region Total	321	22	0.17%
	Sevier	151	9	0.08%
<b>Region Total</b>	<b>1,825</b>	<b>62</b>	<b>0.54%</b>	
Eastern	Duchesne	345	13	0.10%
	Grand	23	2	0.01%
	Uintah	612	25	0.18%
	<b>Region Total</b>	<b>980</b>	<b>40</b>	<b>0.29%</b>
North	Box Elder	3,932	90	1.17%
	Cache	5,387	189	1.61%
	Davis	44,806	1,460	13.37%
	Morgan	962	40	0.29%
	Rich	76	5	0.02%
	Salt Lake	184,321	5,958	54.99%
	Summit	8,380	347	2.50%
	Tooele	2,823	122	0.84%
	Utah	32,429	1,131	9.67%
	Wasatch	2,177	89	0.65%
	Weber	21,362	653	6.37%
<b>Region Total</b>	<b>306,655</b>	<b>10,084</b>	<b>91.48%</b>	
South	Beaver	36	2	0.01%
	Garfield	22	3	0.01%
	Iron	308	13	0.09%
	Kane	85	3	0.03%
	San Juan	75	3	0.02%
	Washington	1,310	46	0.39%
<b>Region Total</b>	<b>1,836</b>	<b>70</b>	<b>0.55%</b>	
Unknown	Unknown	23,906	1,158	7.13%
	<b>Region Total</b>	<b>23,906</b>	<b>1,158</b>	<b>7.13%</b>
<b>Total</b>		<b>335,202</b>	<b>11,414</b>	<b>100.00%</b>

**90% OF TICKETS SOLD IN UTAH** are along the Wasatch Front (Salt Lake, Davis, Weber, and Utah Counties)

# MAP OF TICKETS SOLD BY ZIP CODE

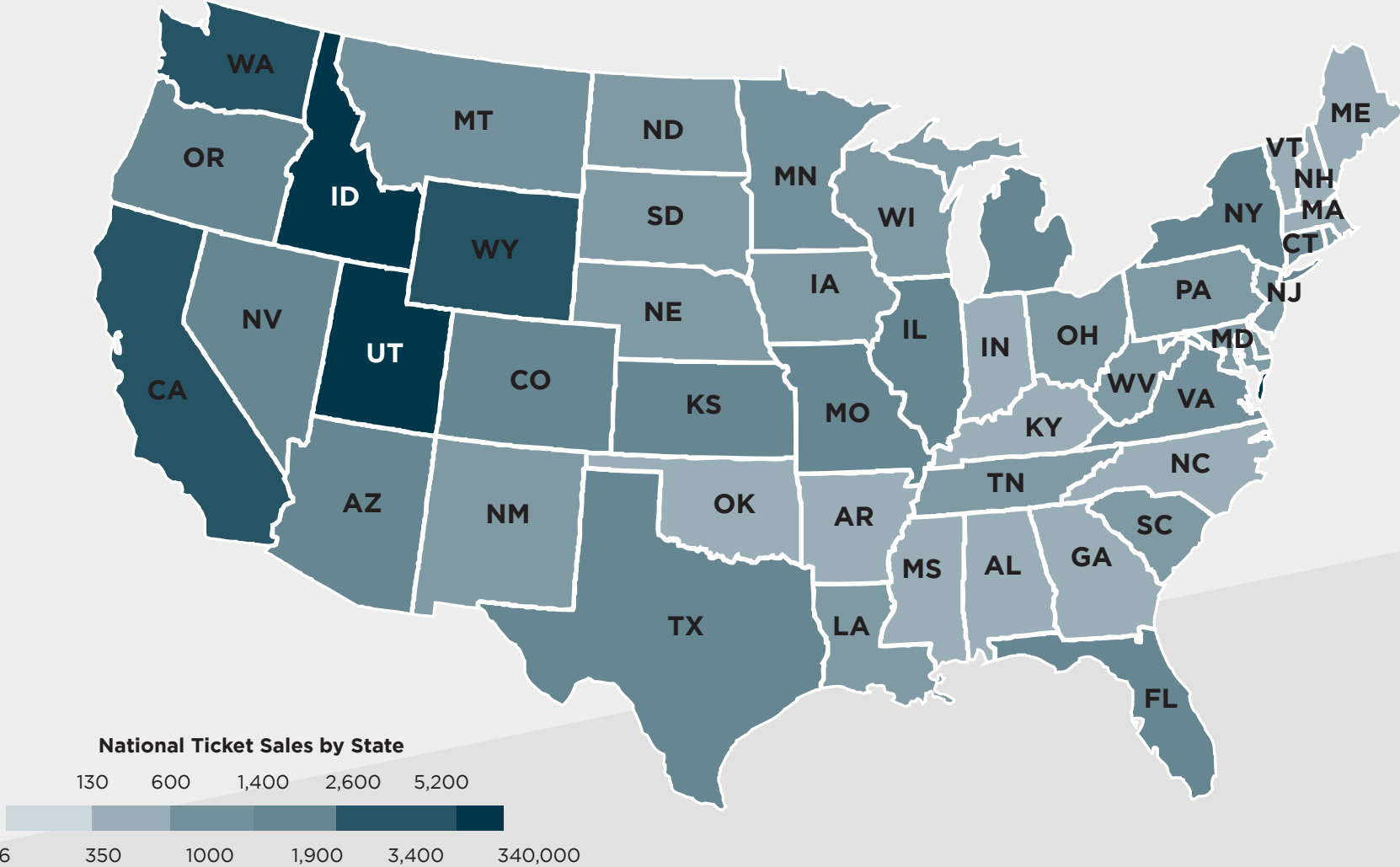


# TICKETS SOLD BY REGION

ECCLES THEATER 2019 TICKET SALES NATIONAL				
Region	State	Total Tickets	% By Region	% Total
Far West Region	CA	4108	47.80%	1.11%
	NV	1213	14.11%	0.33%
	OR	797	9.27%	0.22%
	WA	2477	28.82%	0.67%
		<b>8595</b>		<b>2.33%</b>
Great Lakes	IL	912	34.92%	0.25%
	IN	117	4.48%	0.03%
	MI	1057	40.47%	0.29%
	OH	337	12.90%	0.09%
	WI	189	7.24%	0.05%
	<b>2612</b>		<b>0.71%</b>	
Mideast	DC	146	6.56%	0.04%
	DE	44	1.98%	0.01%
	MD	251	11.28%	0.07%
	NJ	382	17.16%	0.10%
	NY	884	39.71%	0.24%
	PA	519	23.32%	0.14%
	<b>2226</b>		<b>0.60%</b>	
New England	CT	1312	75.19%	0.36%
	MA	331	18.97%	0.09%
	ME	10	0.57%	0.00%
	NH	45	2.58%	0.01%
	RI	23	1.32%	0.01%
	VT	24	1.38%	0.01%
	<b>1745</b>		<b>0.47%</b>	
Other	AA	2	1.02%	0.00%
	AK	47	23.86%	0.01%
	AP	6	3.05%	0.00%
	HI	82	41.62%	0.02%
	PR	4	2.03%	0.00%
	VI	3	1.52%	0.00%
	XX	53	26.90%	0.01%
		<b>197</b>		<b>0.05%</b>

ECCLES THEATER 2019 TICKET SALES NATIONAL				
Region	State	Total Tickets	% By Region	% Total
Plains	IA	105	4.64%	0.03%
	KS	1096	48.39%	0.30%
	MO	613	27.06%	0.17%
	NE	424	18.72%	0.11%
	SD	27	1.19%	0.01%
		<b>2265</b>		<b>0.15%</b>
Plains	MN	529	96.01%	0.14%
	ND	22	3.99%	0.01%
		<b>551</b>		<b>0.71%</b>
Rocky Mountain	CO	1433	0.42%	0.39%
	ID	6322	1.83%	1.71%
	MT	496	0.14%	0.13%
	UT	333878	96.78%	90.49%
	WY	2862	0.83%	0.78%
	<b>344991</b>		<b>93.50%</b>	
Southeast	AL	40	1.40%	0.01%
	AR	19	0.67%	0.01%
	FL	1324	46.51%	0.36%
	GA	208	7.31%	0.06%
	KY	53	1.86%	0.01%
	LA	22	0.77%	0.01%
	MS	10	0.35%	0.00%
	NC	269	9.45%	0.07%
	SC	103	3.62%	0.03%
	TN	190	6.67%	0.05%
	VA	603	21.18%	0.16%
	WV	6	0.21%	0.00%
		<b>2847</b>		<b>0.77%</b>
	Southwest	AZ	1434	48.76%
NM		123	4.18%	0.03%
OK		110	3.74%	0.03%
TX		1274	43.32%	0.35%
		<b>2941</b>		<b>0.80%</b>

# TICKET SALES MAP



04

## 2019 ECCLES THEATER ATTENDANCE

*Eccles*  
GEORGE S. AND DOLORES DORÉ  
ECCLES THEATER

- Eccles Theater Building Attendance
- Eccles Theater Site Attendance

# ECCLES THEATER BUILDING ATTENDANCE

## ECCLES THEATER BUILDING 2019 ATTENDANCE

Performance	Attendance
A Charlie Brown Christmas	2,535
A Christmas Story	17,221
Baby Shark Live!	1,410
Bert Kreischer	2,249
Buddy Guy	1,799
Clint Black	1,152
COLD: Preview Matinee	289
COLD: Susan Powell Case Files	2,278
Daniel Tosh	2,375
David Gray	1,119
Deep Purple	1,285
Derek Hough	2,398
Diana Krall	1,477
Disney's Aladdin	45,387
Eddie Izzard: Wunderbar	2,222
Franco Escamilla	1,644
GENTRI!: Finding Christmas	3,858
George Lopez	1,586
Glen Hansard	863
Howard Jones	1,385
Jim James + CL Delirium	1,270
Kansas - Point of Know Return	1,366
Keb' Mo' Solo	764
Kurt Bestor Christmas	5,767
Mannheim Steamroller Christmas	5,916
Miss Saigon	16,658
Miss Utah Scholarship Pageant	3,264
NEEDTOBREATHE	1,123
PAW Patrol Live!	5,247
Peppa Pig	1,473
PJ Masks Live!	852
Pod Tours America	1,719
RAIN: A Tribute to the Beatles	3,870

Performance	Attendance
Ray LaMontagne	2,286
Rent	17,200
Robert Plant	2,372
Roy Orbison and Buddy Holly	1,028
Rudolph the Red-Nosed Reindeer	2,200
School of Rock	17,168
Sebastian Maniscalco	1,968
Shen Yun	8,105
The Book of Mormon	33,004
The Hip Hop Nutcracker	1,475
The Last Podcast on the Left	1,749
The Simon & Garfunkel Story	1,073
The Very Hungry Caterpillar	1,087
The Way of the Rain	1,132
Tori Kelly	1,496
TOTO: 40 Trips Around the Sun	1,545
Wait Wait... Don't Tell Me!	4,764
Wicked	98,546
Wild Kratts LIVE 2.0	3,413
<b>MILLER LOUNGE</b>	
Equality Utah Allies	60
Utah High School Musical Theatre Awards	60
<b>REHEARSAL ROOM</b>	
Claudia's Yoga Birthday Party	20
Frantic Assembly - Sackerson Class	120
The Very Hungry Caterpillar Show	100
Utah High School Musical Theatre Awards	50
Wild Kratts Live 2.0 - Activate Creature Power!	200
Women of WeWork - International Women's Day Celebration	15
<b>Total</b>	<b>324,803</b>



TOTAL BUILDING  
ATTENDANCE

324,803 | 2019

321,803 | 2018

# ECCLES THEATER SITE ATTENDANCE

ECCLES THEATER SITE ATTENDANCE 2019	
Event	Attendance
<b>GRAND LOBBY</b>	
Equality Utah Allies	2,000
Group Sale for Frozen	165
Lights On! Eccles - Holiday Art Installation COMMUNITY Event	120
<b>NORTH LOBBY</b>	
Membership Lunch & Theater Tour	150
Tori Kelly - The Preview	122
Utah High School Musical Theatre Awards	80
UX & Product Management Case Study Conference	1,310
<b>REGENT STREET BLACK BOX</b>	
44 Sonnets	62
A Night of Classic Theatre	51
AARAMBH	140
Allies Gala 2019 Kickoff Party	120
American Psycho the Musical	0
Cinderella	937
Derek Hough	88
Elliot Frank	61
Equality Utah Allies	25
Gabino Flores and the Utah Classical Guitar Orchestra	71
Gold Mountain	266
Happy Days	279
Henry IV Part 1	223
INVICTA Vox Summer Concert Series	187
Jon Paul Yerby	46
Kossler Duo	71
Les Miserables School Edition	1,545
London Academy of Music and Dramatic Arts Lecture & Workshop	54
Mayoral Debate	65
Memorial Dinner	130
Monday Night Jam	23
Nerve and Sinew	223
Paw Patrol Live	293

Event	Attendance
SALT Fall Show - 19/20	600
Solis Customer Cocktail Party	275
Tengyue Zhang	113
The Bird of Dawning	256
Utah High School Musical Theatre Awards	80
Utah Valley University's Julius Caesar	227
Xiré	238
<b>TANNER LOUNGE</b>	
APMSA/ASPS Mixer	120
Breakfast Panel	80
Equality Utah Allies	120
Farmland Reserve & AgReserves Executive Meeting	22
FJ Management Leaders' Forum	25
FJ Managment Intern Social Hour	60
Gentri	50
O.C. Tanner Leadership Retreat	124
O.C. Tanner Meeting	10
Onegin by Ballet West	300
PCL Solar Meetings	120
Peppa Pig Meet & Greet	87
Social Dinner	18
TWOTR Cast Party	75
Utah High School Musical Theatre Awards	80
Wells Fargo Pre-Event Social	30
<b>TOTAL</b>	<b>12,097</b>

TOTAL SITE ATTENDANCE

12,097 | 2019

13,739 | 2018