

ANNUAL REPORT



**THE
PHIL**

ANDREW CONSTANTINE
MUSIC DIRECTOR

FORT WAYNE PHILHARMONIC

2016-2017

FROM BOARD CHAIR BEN EISBART

ALL arts institutions – operas, ballets, theatres, orchestras and even museums – face tremendous challenges in the 21st Century, challenges created by new technologies, changes in the recording industry, the introduction of movie-theater operas, and radically shifting demographics, just to cite a few. But we all believe in the power of the arts to inspire, educate, and entertain.



People in every culture draw, sing, play musical instruments, and dance. Artists need to create beautiful and meaningful works! And, while there always will be art and artists in the world, the way we deliver our music most certainly will change.

After serving as your Board Chair these past two years, I believe the answer lies in HOW we implement the model under which we operate, the consistent vigor and focus by which we manage our affairs, and the planning we undertake to meet the challenges of the future.

Those who succeed, I will note, always produce interesting art...just attend a concert directed by Music Director Andrew Constantine and played by our wonderful musicians and you will know that's exactly the case here.

Successful institutions know how to market – well, look in your mailbox, your email and/or Facebook accounts, or glance in the newspaper to see evidence of those efforts.

And, while we still have a ways to go, over the past two years our earned income as well as our contributed income, our subscribers as well as our donors, and Annual Fund have increased dramatically! In no small part, thanks must be given to supporters just like YOU.

And, we are embracing technology, utilizing kinetic marketing campaigns, state-of-the-art subscriber retention and renewal programs, as well as dynamic ticketing and box office enhancements.

Successful organizations more often than not are governed by strong and effective boards...AGAIN...ask our Governance Committee, which had to choose from a pool of talented community leaders to fill the coming year's class of Board members. People want to be

associated with a winning organization – an organization called the Fort Wayne Philharmonic.

This is what we are meant to be...

And so, as I turn the gavel over to Chuck Surack, I am optimistic, energized, thankful, and appreciative for the opportunity you have given me to serve as your Chair these past two years, and to work with some of the finest Board and Staff members I have ever been associated with in my years of volunteerism.

For this, I thank you.

Ben Eisbart

MISSION AND VALUES

“To foster and instill a lifelong love of symphonic music through performance and education.”

VISION STATEMENT

“The Fort Wayne Philharmonic will be one of the most vibrant, highly acclaimed and financially healthy orchestras in the country, assuring its position as the cornerstone of the regional arts community. It will perform great art in the most excellent possible manner, and create innovative programs across many styles and media, resulting in exceptional experiences for each individual as they are enticed, engaged and thrilled.”

VALUES

Artistic Integrity
Individual & Organizational Excellence
Innovation
Transparency
Accountability
Responsible Stewardship



FROM MUSIC DIRECTOR ANDREW CONSTANTINE

The English writer, novelist, and philosopher Aldous Huxley wrote:

“After silence, that which comes nearest to expressing the inexpressible is music.”

My colleagues in the orchestra and I wish to express our thanks for your steadfast support of the music we all love. This season you made possible indescribable musical moments and stellar artistic achievements.

We began with the Russian virtuosa Olga Kern playing Rachmaninoff, presented a semi-staged version of Puccini’s operatic thriller *Tosca* with stunning visual effects, and concluded with Mahler’s Resurrection symphony, a work that expresses emotions no composer could utter in words.

The Pops, Family, Chamber, Freimann Series, and special concerts held more highlights, proving that countless others who cherish all kinds of music can find a musical home at the Fort Wayne Philharmonic.

Credit must be given to staff conductors Caleb Young and Benjamin Rivera, who bring passion and commitment to everything they do. We also welcomed new colleagues to the orchestra, including concertmaster Violetta Todorova, who quickly became a treasured friend and vital member of our community.

Special thanks to outgoing Board chair Ben Eisbart for his notable service. Ben has been a transformational leader for the Philharmonic, and now hands the gavel to Chuck Surack who will serve as his successor.

We cannot thank you enough for your ongoing support of this cultural and community treasure known as the Fort Wayne Philharmonic.

Sincerely,

Andrew Constantine

2016 - 2017 SEASON ARTISTIC HIGHLIGHTS



Mahler Symphony No. 2, Resurrection, May 13, 2017



Star Wars 40th Anniversary, April 29, 2017

Sweetwater **Pops Series**

Bugs Bunny at the Symphony II, October 29, 2016 (above left) Pink Martini, March 4, 2017 (below)

Madge Rothschild Foundation **Masterworks Series**

Opening Night: Olga Kern Plays Rachmaninoff, October 1, 2016 (top left) | Tosca, February 4, 2017 (below)



Ambassador Enterprises **Chamber Orchestra Series**

Messiah by Candlelight, December 15 & 16, 2016 (below left)

Chamber Beethoven, October 12 & 16, 2016



Brotherhood Mutual Insurance Company **Freimann Series**
(left)

STAR **Family Series**

Star Wars and Superheroes, February 19, 2017 (right)



Harry Potter and the Sorcerer's Stone, April 7, 2017

2016-2017 SEASON FINANCIAL HIGHLIGHTS AND NEAR FUTURE

The 2016-2017 Season continued positive financial trends and forward momentum. Ticket sales increased by 13% and fundraising by 10.5%, with the Philharmonic maintaining a healthy endowment. In aggregate, earned income has increased by more than 40% and fundraising by 22% since 2015, while the Philharmonic works to stabilize its finances for the long term.

Patron retention and loyalty programs have been created with a special emphasis on reengaging lapsed donors, acquiring alternative modes of support, and offering new concert experiences. The inaugural fundraising gala PHILharmonious at Joseph Decuis Farm on June 2 was a resounding success, raising over \$220,000 in support of education and community engagement programs. Nearly 800 donors supported the Philharmonic in 2016-2017, almost double the number since 2015, while the Annual Fund has grown almost 50% during that same period.

INCOME INCLUDES

■ Earned Income

- Subscriptions
- Single Tickets
- Concert Fees
- Advertising
- Education Fees

■ Contributed Income

- Grants
- Foundations
- Government
- Annual Fund
- Sponsorships
- Events

■ Other Income & Special 2017 Allocations

- Endowment Earnings

EXPENSES INCLUDE

■ Core Artistic, Education and Community Engagement

- Orchestra Expenses
- Guest Artists
- Special Concerts & Festivals
- Concert Production
- Young People's Concerts
- Youth Orchestras & Club Orchestra
- In School Performances
- Free Community Engagement Concerts
- Regional Tour Concerts
- Instrument Loan Program & Scholarships

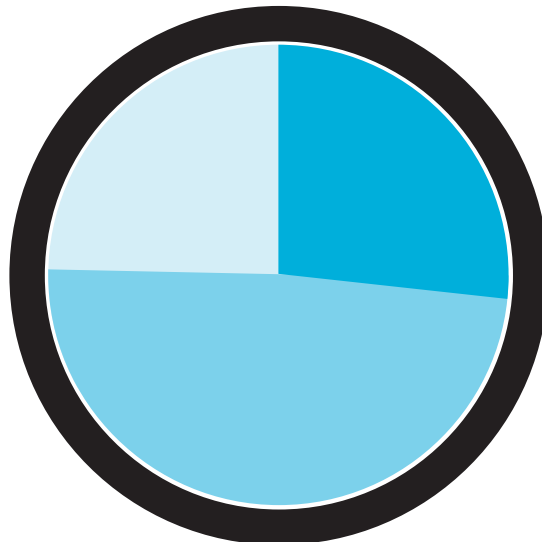
■ Development

■ Marketing

■ General/Administrative

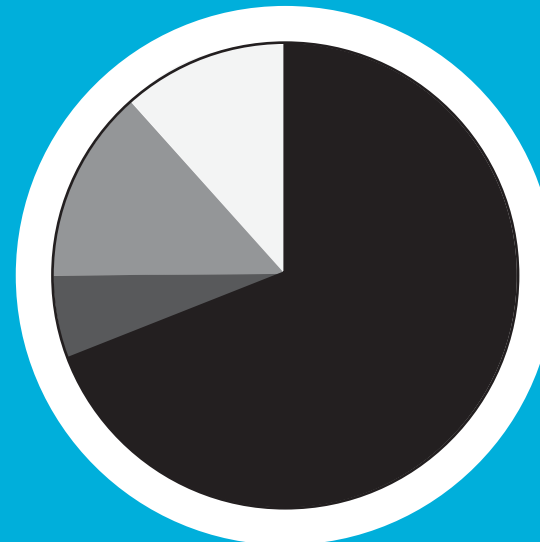
INCOME

- Earned Income - 27%
- Contributed Income - 49%
- Other Income and 2017 Special Allocation - 24%



EXPENSES

- Core Artistic, Education, and Community Engagement 67%
- Development 7%
- Marketing 15%
- General/Administrative 11%





WHAT SETS US APART: EDUCATION

The Fort Wayne Philharmonic boasts one of the most comprehensive and far-reaching education and community engagement programs in the nation, serving 15 neighboring counties throughout Northeast Indiana.

- Annual Young People's Concerts, in partnership with the Embassy Theatre and Carnegie Hall, served more than 4,500 Allen County 4th and 5th grade students
- Youth Symphony and Youth Concert Orchestras fostered the development of 100+ youth musicians with intensive training and performance experiences
- Philharmonic Friends Instrument Loan Program offered quality instruments to eligible student musicians
- Professional Musician Scholarships offered accomplished students private lessons with Fort Wayne Philharmonic musicians

CLUB ORCHESTRA

Club Orchestra, a collaborative program with the Boys and Girls Clubs of Fort Wayne, is as much a social service program designed to foster lives as it is a music program. Club O aims to increase self-esteem and teach discipline and other life lessons through music in an orchestra classroom.



ENSEMBLES IN THE SCHOOLS AND COMMUNITY

- Nine chamber ensembles bring classical music into school and community settings for nearly 36,000 students and 4,600 seniors each year
- 186 total site visits (94 schools, 92 nursing homes)
- Counties served: Allen, DeKalb, Huntington, LaGrange, Noble, and Steuben

ENSEMBLES FOR PRE-SCHOOLERS

- Woodwind and string duos performed programs specifically designed for pre-school learners





FOUNDATION SUPPORT

WHAT SETS US APART: COMMUNITY ENGAGEMENT

From regional Patriotic Pops concerts every summer, including the signature free July event at Parkview Field, to Holiday Pops on the road during the busy Christmas season, the Fort Wayne Philharmonic and its dedicated donors heavily subsidize quality arts experiences while making friends through great performances.

- Fort Wayne Ballet *Nutcracker* and the spring collaboration featuring Tchaikovsky's *Swan Lake* offered Indiana's only professional ballet performances with a live resident orchestra.
- Fort Wayne Children's Choir performed with the Philharmonic at Holiday Pops and selected Masterworks.
- Seven Philharmonic chamber ensembles offered 45-minute programs at retirement community residences, a partnership with Audiences Unlimited, Inc. These performances addressed issues of socialization and wellbeing in older adults.
- *Musically Speaking*, the free, pre-concert talks, offered audiences insight into Masterworks concert programs, hosted by Philharmonic conductors, musicians and guest artists.
- The third Fort Wayne Philharmonic International Conductor Workshop brought aspiring young conductors from three countries to the city to hone their skills.
- *Live at Lunch*, the new, free, around town series of concerts, reached people in their own workplaces and convenient public settings. Casual and relaxed, audiences were free to sample the hour-long concert or stop by for just a few minutes.
- *Leading by Listening*, the new executive learning workshop, was piloted with support from Foellinger Foundation. Designed for corporate management teams, participants were seated within the orchestra to experience lessons about leadership and communication.

PHILHARMONIC SOCIETY *Gifts of \$1,000,000 and Above*

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MAESTOSO *Gifts of \$250,000 and Above*

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SERIES SPONSORS

Madge Rothschild Foundation **Masterworks Series**
Sweetwater **Pops Series**
STAR **Family Series**
Ambassador Enterprises **Chamber Orchestra Series**
Brotherhood Mutual Insurance Company **Freimann Series**
Steel Dynamics Foundation **Regional Patriotic Pops Series**
Parkview Health **Regional Holiday Pops Series**

MAESTOSO *Gifts of \$250,000 and Above*

Madge Rothschild Foundation

ALLEGRETTO *Gifts of \$50,000 to \$149,999*

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Names listed in this publication correspond with donations received between September 1, 2016 and August 31, 2017. The Philharmonic makes every effort to provide complete and accurate information in donor lists. Please inform the Development Department (260.481.0775) of any discrepancies or errors so that issues can be resolved as soon as possible.

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