



P **LEXINGTON
PHILHARMONIC**

2018-2019 ANNUAL REPORT

THURSDAY, JUNE 27, 2019

5:30 - 7:30 PM

ARTSPLACE



P LEXINGTON PHILHARMONIC

The Lexington Philharmonic believes in the transformative power of live orchestral music.

It brings us together, opens our minds, and lifts our spirits. Through over 200 music and educational events each year, LexPhil creates lasting musical experiences that resonate beyond the concert hall.

Lexington Philharmonic

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18
19

LEXINGTON
PHILHARMONIC
SOCIETY
ANNUAL
MEETING
AGENDA

SCHEDULE

5:30 pm - Registration
Wine and Snacks

6:00 - 7:30 pm
Annual Meeting

- I. Welcome and Opening Remarks**
Carol McLeod, President
- II. Approval of FY 18 Annual Meeting Minutes**
Carol McLeod, President
- III. Volunteer of the Year Award**
Allison Kaiser, Executive Director
- IV. Martha Jane Stone Award**
Sarah Thrall, General & Personnel Manager
- V. Lexington Philharmonic Foundation Presentation**
featuring Isabel Yates
- VI. Lexington Philharmonic Guild Remarks**
Carol McLeod on behalf of Lexington Philharmonic Guild
- VII. 2019-2020 Board of Directors Nominations**
Carol McLeod, President
All Individuals who donated \$100 or more during the 2018-2019 season may vote
- VIII. 2019-2020 Officer Nominations**
Carol McLeod, President
2019-2020 Board Members Vote
- X. Closing Remarks & Adjournment**
Colmon Elridge, President

BOARD MEMBERS

LEXINGTON PHILHARMONIC SOCIETY

2018-2019 EXECUTIVE COMMITTEE

Carol McLeod, DVM , President
Colmon Elridge, III, President-Elect
Stephen Mallory, Treasurer
Jim Baldrige, Secretary
Jackie Hamilton Saykaly, Marketing
and Development Chair
Lou Jones, Personnel Chair
Denise McClelland, LexPhil
Foundation Chair

LEXINGTON PHILHARMONIC SOCIETY

2018-2019 BOARD OF DIRECTORS

Larry Beach
Dr. Marcielle de Beer
Marin Fiske
John Gardner
Dr. Jim Gay
Ellen Karpf
Lyle Hildenbrandt
Andrew Sparks

LEXINGTON PHILHARMONIC SOCIETY

2018-2019 HONORARY BOARD MEMBERS

Thomas P. Dupree, Sr. *
G. Kennedy Engle
Beth Jett *
Kenneth V. L. Miller
Nancyetta Palumbo*
Faye Porter
Sharon Reed
Dr. Ronald Saykaly*
Vivian Weil*
Isabel Yates

**Deceased*

LEXINGTON PHILHARMONIC FOUNDATION

2017-2018 BOARD OF DIRECTORS

Denise McClelland, Chair
Larry C. Deener, Vice Chair
David Porter, Secretary/Treasurer
Larry Beach
Ann E. Bolton
Lou Jones
Sharon Reed
Dr. Ronald Saykaly*
Renee Smith


STAFF MEMBERS

ARTISTIC STAFF

Scott Terrell, Music Director & Conductor
Sarah Thrall, General & Personnel Manager
Laura Beth Lee, Operations Associate Manager
Chase Miller, Education Coordinator & Librarian
Evelynn Esquivel, Artistic Assistant

ADMINISTRATIVE STAFF

Allison Kaiser, Executive Director
Mollie Harris, Marketing Manager
Erin Lum, Patron Loyalty Associate Manager



**TUESDAY
JUNE 26, 2018
5:30 PM
ARTSPACE**

2018 ANNUAL MEETING MINUTES

LIST OF 2018 MEMBER ATTENDEES

Anne Bolton
Martha Clay (proxy for Shelley Smith)
Fred & Marcielle deBeer
Colmon Elridge
John & Carol Gardener
Dr. Jim & Anne Gay
Charles & Linda Gorton
Jackie Hamilton Saykaly
Douglas Harper
Lyle Hildenbrandt
Greg Jenkins
Lou Jones
Jim Baldrige
Charlotte Lakers
Carol McLeod
Steven & Leanne Mallory
Dan Puposki
Eugenie Redman
Becky Reinhold
Randy Rogers
Paula Shives
Matt Stinnett
Wayne Sullivan
Franklin Thompson
Judith Worrell
*Written Proxy granted
to Carol McLeod:*
Lynn Hill
Ellen Karpf
Denine LeBlanc
Kristine Lohr
Gary Priest

STAFF/ MUSICIANS/GUESTS

Clyde Beavers, Elaine Cook,
Tegan Debolt, Mollie Harris,
Michael Heitz, Jim & Martine
Holzman, Allison Kaiser,
Rebecca Kiekenapp, Pat Lawrence,
Erin Lum, Katy Masino,
Scott Terrell, Sarah Thrall,
Nathan Williams

I. OPENING REMARKS, CALL TO ORDER

President, Carol McLeod, called the meeting to order at 6:14PM. CM asked for a moment of silence for the recent passing of two dear friends of LexPhil, Tom Dupree and Dr. Ron Saykaly. CM thanked Scott Terrell for a wonderful season as well as Clyde Beavers and Rebecca Kiekenapp for providing music this evening. CM continued by thanking Allison Kaiser as well as introducing and thanking the full staff. The Board, Foundation Board, Guild, and Musicians were all thanked and welcomed. CM invited everyone to engage friends, neighbors, etc. to talk about live orchestral music.

II. APPROVAL OF FY17 ANNUAL MEETING MINUTES

John Gardener made a motion to approve the FY17 Annual Meeting Minutes. The motion was seconded. The motion passed unanimously.

III. EXECUTIVE DIRECTOR REMARKS AND VOLUNTEER OF THE YEAR AWARD

Allison Kaiser, Executive Director, thanked everyone for attending. She reiterated that when the various community engagement and education ensembles are included, LexPhil performs

100's of concerts each year. There is a large desire to make LexPhil's programs even more visible while facing upcoming budgeting challenges. However, we are continually finding ways to grow. LexPhil has wonderful concerts, but some of the most important work is done with the underserved and our education programming. On behalf of the entire staff, AK presented Lou Jones with the Volunteer of the Year award.

IV. MUSIC DIRECTOR AND CONDUCTOR REMARKS AND MARTHA J STONE AWARD

Scott Terrell expressed how wonderful the year was for LexPhil artistically. He thanked the staff for supporting all the behind the scenes. Longer than the orchestra has existed, Martha Jane Stone gave money to help develop musicians and the program. Ingang Han, who could not be in attendance, was awarded the MJS award.

V. LEXINGTON PHILHARMONIC FOUNDATION REMARKS –

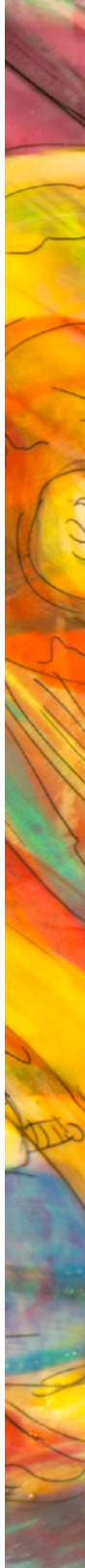
Lou Jones spoke on behalf of Denise McClelland for the foundation. LJ explained why and how the foundation exists to support LexPhil. LJ explained that during FY18 a Legacy Society was established for patrons who have committed both current and estate planning gifts to the Foundation.

VI. LEXINGTON PHILHARMONIC GUILD REMARKS

Lyle Hildenbrandt, Guild President, spoke on the Guild's contributions to LexPhil for FY18. The major fundraiser, The Guild Fashion Show, was a large success and they were able to donate \$5,000 to the Foundation and \$18,000 to the Music Builds programming.

VII. 2018/2019 BOARD NOMINATIONS

Dr. Jim Gay, Nominating Committee Chair, deferred his report to Board President, Carol McLeod. CM introduced the slate of individuals being nominated for Board service with their term to begin July 1, 2018. She explained that all present members are to vote on the election of the new Board Members. The nominees were: Stephen Mallory, VP of Commercial Loans at Central Bank and Greg Jenkins, Attorney at Law. Lou Jones made the motion to approve the new Board Members. The motion was seconded. The motion passed unanimously. CM then explained that Steve Grossman, Becky Reinhold and Colmon Elridge had been nominated for a second three year term as board members. John Gardener made a motion to approve the 2nd terms of the 3 returning board members. The motion was seconded. The motion passed unanimously. As a board member Dan Poposki would be



2018 ANNUAL MEETING MINUTES

CONTINUED

leaving the state and unable to fulfill his tenure as a part of the LexPhil Board, Carol McLeod presented Jim Baldrige to finish the current term of DP. John Gardener made the motion to approve. The motion was seconded. The motion passed unanimously. The motion was seconded. The motion passed unanimously.

VIII. 2018/2019 OFFICER NOMINATIONS

Carol McLeod introduced the slate of officers for the 2018-2019 Board of Directors. She explained that only the current and newly elected board members could vote on the officers.

The nominees were:
President – Carol McLeod,
President-elect – Colmon Elridge, III
Secretary – Jim Elliot
Treasurer – Matt Stinnett

John Gardener made a motion to elect the officers of the board. The motion was seconded. The motion passed unanimously.

IX. NEW WEBSITE UNVEILING & 2018-2019 10TH ANNIVERSARY SEASON

Mollie Harris, Marketing Manager, and Tegan DeBolt, Development Manager unveiled the new LexPhil website. They explained that the new website keeps LexPhil competitive and relevant. The new website emphasizes design and functionality while telling LexPhil's story. They asked for feedback and announced that it was indeed live as of earlier that afternoon.

X. CLOSING REMARKS & ADJOURNMENT

Carol McLeod expressed thanks once again for everyone's attendance. She stated that we need to be searching for gratitude daily while we have the opportunity. John Gardener then made a motion to adjourn. The motion was seconded. The motion passed unanimously. The 2018 Annual Meeting was adjourned at 6:57 PM.

NOMINATING COMMITTEE REPORT

2019 - 2020 Nominations

*New Board Nominees
for term July 1, 2019 (FY20)
through June 30, 2022 (FY22)*

The Nominating Committee is pleased to nominate the following individuals for service on the Lexington Philharmonic Society Board of Directors for a first term of three years beginning July 1, 2019.

VOTE #1

All individuals who donate \$100 or more per year to the Lexington Philharmonic Society are asked to vote on the following nominees:

Jason Akhtarekvari

Jason is the University of Kentucky Healthcare Arts in Healthcare curator. He holds a BA in history from the University of Kentucky. He founded CREATE, a non-profit dedicated to expanding awareness the benefits of the health and wellness benefits of the arts. He has collaborated with LexPhil in the UK Healthcare Artist in Residence program.

Brendan Burnett

Brendan holds a JD/MBA from the University of Pennsylvania - Wharton. A former resident of New York City and Los Angeles, originally from Texas, she is the founder of Sierra Alta Partners, an executive search and consulting company serving the financial industry. She speaks regularly on

Diversity and Inclusion and has served on numerous boards.

Elizabeth Deener

Elizabeth holds a JD from the University of Kentucky and a BS in Chemical Engineering from Georgia Tech. Some of her areas of interest are Patent Law, Intellectual Property, and Product Liability. She has participated in LexPhil events for many years.

Lee Eachus

Lee is Director of Undergraduate Studies & Lecturer in the Department of Arts Administration at the University of KY. Prior to Lee's academic work, he worked in Marketing and Development at the Lexington Art League, American Ballet Theater (NY) and Miami City Ballet.

JoAnne Hilliard

JoAnne, a native of South Carolina (and former Miss South Carolina), moved to Kentucky intending to stay a few years and return to South Carolina. Forty four years later, JoAnne has made central Kentucky her home. She is a Life Coach, Consultant, and Trainer.

Donald Mason

Donald is a graduate of Asbury University with a Bachelor's degree in management and ethics. He has collaborated with LexPhil in his role as Executive Director of The Lyric Theatre. A musician and singer, Donald is currently a member of the current Music Director Search Committee.



NOMINATING COMMITTEE REPORT

CONTINUED

VOTE #2

The following individuals have completed the last portion of a three year term and have been asked to serve a first three year term on their own accord.

Jim Baldrige
Jackie Hamilton Saykaly

The following individual has completed his first three year term and has been asked to serve a second three year term.

Jim Gay

Honorary Board Members

The following individuals are recommended to be Honorary Board Members:

Ann Todd Dupree
Mayor Linda Gorton
Ellen Karpf
Dr. Michael Karpf

Lyle Hildenbrandt has been nominated for a second term as Guild president and will continue to serve on the Society Board.

VOTE #3 - OFFICERS:

To be voted on all current and new Lexington Philharmonic Society Board Members, including those just elected or re-elected:

President
Colmon Elridge, III

President Elect
To be filled in FY20.

Past President
Carol McLeod

Secretary
Lou Jones

Treasurer
Stephen Mallory

FOUNDATION REPORT

The Lexington Philharmonic Orchestra Foundation, Inc. ("Foundation") was formed November 1977 as a separate 501(3)(c) entity with a separate board.

The Foundation exists to secure long term financial support through public and private sources and to promote philanthropic activity to benefit the annual expenses of the Lexington Philharmonic Society, Inc. ("Society").

In 2018-19, the Foundation's endowment spending policy allowed a \$130,000 disbursement for the Society's annual operating expenses and further awarded \$550 from the Martha Jane Stone fund for orchestra member educational use. The Foundation has approved the requested \$120,000 disbursement from the endowment for the Society's 2019-20 FY operating expenses and also \$500 for the Martha Jane Stone award for the use of one or more LexPhil musicians for the summer 2019.

In the fall 2017, the Foundation initiated the Legacy Society to recognize patrons who have committed to new gifts to the Foundation, including cash and estate gifts of most any type assets. Approximately a dozen LexPhil patrons have joined the

Legacy Society by committing to making a new gift to the Foundation . As part of your estate plans, please consider the many ways you can make a current or deferred gift to the Lexington Philharmonic Orchestra Foundation, Inc. and share your love of music with future generations!


- Outright gifts of cash, securities (stock), or real estate to the Foundation
- Name the Foundation as the beneficiary of IRAs, 401ks or other retirement income
- Name the Foundation as the beneficiary of life insurance policies (term or whole life)
- Make a charitable gift to the Foundation through your will or trust.
- Establish an annuity that pays you an income for life and leaves the balance to the Foundation.

Benefits

In addition to providing long-term financial support for the Lexington Philharmonic, planned giving offers many favorable financial benefits for the donor.

- Tax deductions
- Exemption from federal estate tax and inheritance tax
- Avoidance of capital gains tax
- Reduction of taxable estate and gift taxes
- Lifetime income payments in the case of certain annuity arrangements





In addition, at the April 2019 concert, the Foundation recognized Isabel Yates as its first Living Legacy. Mrs. Yates is the sole surviving original director of the Foundation when formed in 1977 and a LexPhil season ticket holder since the early 1960s.

LEXINGTON PHILHARMONIC GUILD REPORT

Our year end meeting and Officer Installation took place at the

Lexington Country Club on Tuesday, June 11, 2019, with 31 Guild members present. Officers were installed by Immediate Past President of the Guild, and the Society Board of Directors, Dr. Carol McCleod:

President: Lyle Hildenbrandt, who will continue in office thru May, 2020.

2019-21 Officers:

Livia Theodoli-Wing

1st Vice-President

Tracy Lovan & Carolyn Averitt

2nd Vice-Presidents (Hospitality)

Linda Prewitt

3rd Vice-President (Fundraising)

Charlotte Lakers

Recording Secretary

Faye Toomey

Corresponding Secretary

Mary Van Kesteren

Treasurer

Results of the Fashion Show and Silent Auction have been finalized, as shown below:

Fashion Show Income	
Less Expenses:	\$9,094.00
Silent Auction Income	
Less Expenses:	\$9,801.00
Income from sponsors:	\$3,000.00
Orchestrated Events Income:	\$2,000.00

The amount represents \$18,000 for the Music Builds Program, and \$5,000 for the LPO Foundation.

There were positives: the Fundraiser maintained its income from years past, and many people were very complimentary of the new location at the Red Mile with its wide bank of windows. We served 221 Guest Meals (with eight of the meals provided by the Guild, for business owners and sponsors). We may need to rethink this in the future.

LEXINGTON PHILHARMONIC GUILD REPORT

CONTINUED

There were also negatives: The space for the Silent Auction was much smaller than in the past, limiting the number and size of the Items we could display. The stairs were also a problem, with many people leaving their Bid Items, rather than carry them down several sets of stairs. We may need to rethink this in the future.

As a result of the Fundraiser, the Guild was able to donate \$18,000.00 to the Orchestra Society, and \$5,000.00 to the Orchestra Society Foundation.

Orchestra Appreciation was held on May 16, 2019 – Organized by Marlie McRoberts and Randy Rogers, with eight Guild Members welcoming, thanking, serving and clean-up. Orchestrated Events are already planned for the 2019-2020 season, with one taking place on June 21st, which should raise approximately \$2,000.00-\$2,400.00. Others are planned for later in the year, and we hope to double this amount with the Events that are planned through December.

The Annual Membership Tea will be held in late August or early September. Invitations will be mailed in late July or early August. There will be a full Board Meeting on August 20, 2019, to discuss the current direction of the Guild as far as membership and fundraising are concerned. Our membership is aging, and we are not attracting younger members, who are unwilling to spend the time away from their families to support intensive fundraising. My goal is to generate ideas and enthusiasm, and energize the current membership to invest in new ways to bring new fundraising ideas, and increase membership enrollment.

*Submitted by,
Lyle Hildenbrandt*

*Lexington Philharmonic
Guild President
2017-2019*



18
19

BY THE
NUMBERS

15,571

TOTAL CONCERT ATTENDEES

25,000+

adults engaged in LexPhil programming

20,000+

youth engaged in LexPhil programming

175 VOLUNTEERS

400,000

HOUSEHOLDS REACHED BY WEKU BROADCASTS

1,900

FREE TICKETS DISTRIBUTED TO LOCAL ORGANIZATIONS

480

GUEST ARTISTS LEXPHIL WORKS WITH EACH YEAR

LEXINGTON PHILHARMONIC SOCIETY

FY2019 & FY2020 BUDGETS

INCOME

	FY2019	FY2019	FY2020
	Approved Budget	Year-End Projected	Operating Budget
EARNED INCOME			
TICKET SALES			
Subscriptions	\$176,000	\$167,000	\$171,000
Single Tickets	\$179,820	\$166,000	\$183,820
Ticket Fees	\$21,000	\$28,000	\$21,000
TOTAL Ticket Sales	\$376,820	\$361,000	\$375,000
TOTAL OTHER EARNED	\$173,100	\$104,750	\$75,000
TOTAL EARNED INCOME	\$542,000	\$468,625	\$519,920
UNEARNED INCOME			
Individual donations	\$290,000	\$240,000	\$200,000
Corporate sponsorships	\$152,675	\$107,550	\$120,000
Grants	\$210,000	\$207,280	\$210,000
LPO Foundation	\$130,000	\$130,000	\$120,000
TOTAL UNEARNED INCOME	\$782,675	\$684,830	\$650,000
TOTAL INCOME	\$1,332,595	\$1,150,580	\$1,100,000
EXPENSES			
Artistic	\$734,200	\$739,750	\$552,000
Production	\$145,210	\$128,845	\$98,250
Marketing & Development	\$94,975	\$88,975	\$99,000
Administrative	\$337,230	\$371,185	\$347,750
TOTAL EXPENSES	\$1,311,615	\$1,328,755	\$1,097,000
NET	\$20,980	(\$178,175)	\$3,000
FY18 + Cumulative Deficit	(\$91,000)		
FY18 + Projected FY19 Deficit		(\$269,175)	
Less FY20 projected Deficit reduction (fundraising + cost reduction)			\$103,000
PROJECTED DEFICIT FY20			(\$166,175)



VISION

Our dream is to grow the Lexington community of music and arts lovers who trust LexPhil to identify, showcase and champion music that entertains and inspires. By creating meaningful and lasting music experiences for people of all ages, we can strengthen our community and enrich the lives of our citizens.

The Lexington Philharmonic (LexPhil) presents over 170 concerts and educational programs each season, furthering its mission to foster excellence and innovation in the performance and presentation of great music; to enrich the lives of our diverse citizenry; to educate current and future audiences; and to bring distinction to our community through the orchestra's presence and standing.

LexPhil is committed to the core values of artistic excellence, innovation, collaboration and accessibility which build a culture of curiosity and excitement for orchestral music in central, eastern, and southern Kentucky, and develop an environment that encourages innovative and creative music production.



History

The Lexington Philharmonic (LexPhil) is a pillar of central Kentucky's rich cultural and artistic environment. As it approaches its 58th season, it is the only professional orchestra serving central, southern, and eastern KY. LexPhil was formed in 1961 with nearly 60 volunteer musicians, many of whom were faculty and students from surrounding colleges or graduates of the Central KY Youth Orchestra. The first season held three concerts in the Henry Clay High School auditorium under the direction of conductor Robert King. We mourn the passing of one of LexPhil's original founders, Joseph Beach, who died in late June 2019. King was succeeded in 1965 by Leo Scheer, who in turn passed the baton to George Zack in 1972.

Dr. Zack remained LexPhil's longest serving Music Director for 37 years, and was succeeded by Scott Terrell in April 2009. The 2018-2019 season was Maestro Terrell's tenth and final season with LexPhil and the organization is currently undergoing a Music Director/Conductor search. LexPhil has evolved into a strong example of the role that a professional regional orchestra can play in its community through demonstrating the core values of artistic excellence, innovation, collaboration and accessibility.

Today

LexPhil serves central Kentucky through music experiences. As one of the farthest-reaching performing arts organizations in the region, we strive to meet the needs of those we serve by presenting music at the



LexPhil in rehearsal for a nearly sold-out New Year's Eve 2018 at the Lexington Opera House.



highest artistic level while giving voice, through the universal language of music, to relevant and timeless questions, issues, themes and stories. We prioritize the communal experience of live concerts and make programming decisions through the lens of our values; artistic excellence, innovation, collaboration and accessibility.

With these values as a guide, LexPhil has celebrated music as a collaborative force of the past, present, and future, combining iconic masters of the orchestral canon with living composers of today. We have gained a reputation for original music creation and production through our Saykaly Garbulinska Composer-in-Residence program. LexPhil brings the best emerging new guest artists and established artists to Lexington, and gives our community access to world-class, live orchestral music experiences.

LexPhil programs are inventive and dynamic, combining classic masterpieces with modern works and unique voices in the industry. The ability to explore new orchestral territory over the last eight years has been made possible in large part to the immensely generous support of the late Tom Dupree Sr. through the Dupree Initiative.


During the FY19 season, LexPhil achieved several milestones.

On a national level, LexPhil's 2017 commissioned work "No Borders:



Cellist Clyde Beavers at Lexington Art League's Altered Views exhibit.

Concerto for Canadian Brass and Orchestra" written by composer-in-residence Chris Brubeck was broadcast twice on American Public Media's "Performance Today" through NPR in November 2018 to a national and international audience of 1.2M listeners. LexPhil is one of the few small to mid-size orchestral organizations in the US that commissions new works on a regular basis with "No Borders" being its fourth original work, and has contributed to the expansion of the region's understanding and appreciation of live orchestral music as a valuable facet of the arts creation and production landscape in Kentucky. "No Borders" was the second LexPhil recording selected for national broadcast on Performance Today. The first NPR broadcast of a LexPhil commissioned work was "Canto" in 2016, composed by Adam Schoenberg.



On a regional level, LexPhil partnered with the City of Whitesburg, KY and the Cowan Community Center in the Levitt Foundation's "AMP Your City" national project to bring the power of free, live music to small and mid-sized cities. We look forward to returning in late July 2019.

At the local level, LexPhil received a nationally competitive grant from the League of American Orchestra's Futures Fund to incubate innovation and explore new ways of community engagement through LexPhil's Orbit Initiative. This project was designed to take orchestral ensembles into select neighborhoods and facilitate the engagement of different constituents to build collaborative, intentional music experiences. LexPhil partnered with the Lexington Art League to create a sonic landscape that complimented their summer 2018 exhibit *Altered Views*.

A second effort is currently underway to develop opportunities in Lexington's east-end to mentor youth about the production processes behind public performance. By crafting programs in venues that are responsive to and reflective of the communities and the issues they face, LexPhil can expand the orchestra's role in cross-sector collaborations and increase participation and engagement in music by ethnically, ideologically, and economically diverse communities.

LexPhil expanded its education programming to include an additional Title I partner school (total of 8 schools) for teaching artist visits, classroom ensembles, and curriculum/education resource support. Through expansion of our partner schools we bolster our pursuit of accessibility and music education for young people in central, eastern and southern Kentucky.



Lexington Philharmonic ensemble performance in Whitesburg, KY as part of the Levitt Amp Music Series.

EDUCATION

During the 2018-19 season, LexPhil provided approximately 100 youth education programs in the following 20 Kentucky county Public School Systems:

Anderson, Bourbon, Bullitt, Clark, Fayette, Floyd, Franklin, Harlan, Knott, Knox, Letcher, Madison, Martin, Mercer, Oldham, Pike, Scott, Spencer, Whitley and Woodford. In addition, LexPhil partnered with the City of Whitesburg, KY (Letcher County) for the Levitt Foundation's AMP your City project. This list does not include all of the counties which receive broadcasts of LexPhil concerts on WEKU 88.9 and Classic 102.1 radio stations.

MUSIC BUILDS

LexPhil works to further diversify connections through its Music Builds platform, a modular education program developed to promote music education and musical support of required curriculum in the classroom. Music Builds is designed to provide high-quality educational experiences for students of all ages and backgrounds while increasing access to high-quality music education and experiences in central Kentucky schools. It also demonstrates how music is a valuable tool for strengthening all areas of education. The differing yet complementary Music Builds modules allow educators to choose components that best fit their classroom needs. **Music Builds programming reaches approximately 20,000 students annually.**



LexPhil's Music Builds Discovery! concerts at the Lexington Opera House are many central Kentucky students first experience with live orchestral music.



Throughout the school year, we provide the following programs at eight partner schools:

ENSEMBLES IN SCHOOLS

Interactive concert programs featuring LexPhil teaching musicians performed for the entire school.

CLASSROOM INSTRUCTION

A series of three to five (3-5) music education lessons led by LexPhil's teaching musicians.

INSTRUMENT PETTING ZOOS

Up to 30 instruments for students to explore and play.

MUSIC BUILDS EDUCATION

GUIDE In-depth education guide with lesson plans and activities to help teachers: (a) prepare students for the Discovery Concert; and (b) use music as a learning tool throughout the year. Updated annually, it is available on LexPhil's website.

MUSIC BUILDS DISCOVERY! CONCERTS

Presented annually, Music Builds Discovery Concert, for K-12 students, provides a field trip opportunity for students to experience a full orchestra program in its traditional concert-hall setting.

The popular **Peanut Butter & Jelly Concerts** for youth are held in community spaces and in collaboration with nonprofit organizations around central Kentucky.



The Instrument Petting Zoo at the Farmer's Market in Whitesburg, KY.

These concerts will be rebranded during the 19-20 Season as the **Sound Explorers Series**. These interactive concerts introduce young children and their families to orchestral music through ensemble performances from LexPhil musicians, followed by time for play and discovery at the Instrument Petting Zoo. Each concert is based on a different theme, such as literacy, creativity, science, and cooperation, drawn from the Music Builds education platform.



LexPhil musicians and staff bring Music Builds to the classroom.



EQUITY, DIVERSITY AND INCLUSION

LexPhil is committed to making our programs and performances inclusive and welcoming to all.

There are several ways in which LexPhil works to build diversity. It is committed to presenting culturally diverse artistic programming designed to appeal to a broad demographic and create a culture of curiosity surrounding orchestral music. LexPhil annually invests in educational programs serving students in ethnically diverse, economically and geographically under-served communities. Third, LexPhil engages in a wide-range of community outreach events to make orchestral music more accessible, such as a collaboration with the Center for Women & Families to bring an Instrument Petting Zoo to Duncan Park located in one of Lexington's poorest neighborhoods. We strive to reflect the kind and hospitable character of the community we are a part of by providing personal and compassionate assistance to anyone who needs special assistance.

LexPhil actively works to recruit individuals from different ethnic, lifestyle, and under-represented populations to its staff, Board, committees, and programs. The LexPhil staff has consistently included diverse and/or underrepresented populations. Audience and program participation has welcomed strong increases in Hispanic, African-American and Asian populations. LexPhil is actively working to increase diversity in its Board leadership and welcomes one of the largest new Board nominee classes in recent history.

LexPhil intentionally selects music each season that tells the stories of different cultures, has been created by ethnically diverse or underrepresented composers, and works with ethnically diverse guest artists and narrators. Recent and upcoming seasons have and will feature the works of Women, Asian, Latin, and African-American composers.

The FY 19 season featured the work of three (3) living female composers, a population that is terribly under-represented in the orchestral field and the 19-20 Season will feature a woman composer on every Season Series program.

BUILDING NEW AUDIENCE

During the 18-19 season, LexPhil worked with the local consulting firm, S&A Strategies, to convene a focus group to help LexPhil understand how we are perceived and appear to those who are not normally part of the LexPhil audience.

The Focus Group included a dozen individuals, who represented the diversity we desired to see mirrored in our audience. Recruits represented young, old, LGBTQ, differently-abled persons, people of color, young professionals, retirees, and other self-attributed identities. Most had never attended a LexPhil concert, but described themselves as supporters of arts and culture.

S&A delivered their findings to the Board of Directors in May of 2019, including actionable outcomes and recommendations that can be incorporated to develop LexPhil's inclusion and growth. Much of the feedback was about creating a more welcoming and race-inclusive organization at every level. All levels of the organization are implementing recommendations from the report during the 2019/2020 season, including orientations with venue ushers to be more welcoming and producing marketing materials that highlight LexPhil as a welcoming space.

COLLABORATION

Collaboration greatly expands LexPhil's reach and impact. It helps to build community identity, shares LexPhil's professional resources with students and amateur artists, build pride of place, and showcases local talent.

During the 18-19 season, LexPhil partnered with more than 30 local organizations, such as:

Performance & Audition Venues

Arts Place, Singletary Center for the Arts, Lexington Opera House, Lyric Theater, Transylvania University, Lexington Art League/ Loudon House, UK Healthcare, Keeneland, The Summit, Josephine Sculpture Park, Cathedral of Christ the King, First Presbyterian Church and Tates Creek Christian Church.



Patriotic Concert at Old Morrison - presented by the Downtown Lexington Partnership

Education & Community Programs

Fayette County Public Schools, Scott County Public Schools, Bourbon County Public Schools, WEKU FM/102 Classic Radio, Visually Impaired Pre-School, The Carnegie Center for Literacy & Learning, Lexington Public Library, Cowan Community Center, Paul Sawyer Public Library, Duncan Park, Oldham County Library, KET Network, Woodland Art Fair, Tahlsound Music Festival, The Plantory, Shaker Village at Pleasant Hill, Hummel Planetarium, Living Arts & Science Center and UK Chandler Hospital.

LexPhil Ticket Distribution Program

Central Music Academy, VetTix, CKYO MusicWorks, GlobalLex, Kentucky Educators Association, Kentucky Refugee Ministry, Central Music Academy, Big Brothers Big Sisters, and all arts organizations in Lexington.

Concerts Presented by Other Organizations

Levitt AMP concert series in Whitesburg KY, Picnic with the Pops Commission, LexArts, and the LFUCG Courthouse unveiling ceremony.



UK Arts in HealthCare Artist in Residence Simone Porter presents a Masterclass with students from MusicWorks, an el-sistema after-school orchestra serving a Fayette County Title I elementary school.

PROGRAM PROMOTION AND MARKETING

LexPhil continues to diversify its promotion efforts to reach both new and existing audiences. LexPhil still uses traditional platforms such as billboards, paid print and radio advertisements, press releases, print brochures, and postcards. Each of these efforts is evaluated based on return, and how effective the platform is for reaching new single ticket buyers.

In FY18, LexPhil increased digital and online promotion through social media. LexPhil communicates special offers to first-time ticket buyers via targeted email and Facebook campaigns. LexPhil has seen its Twitter, Facebook, and Instagram followers steadily grow over the last several seasons. In FY20, LexPhil will invest in more video production, and targeted online advertising, to continue to build new audience while still maintaining regular communications with existing audiences through more traditional mediums, such as radio, print, and direct mail. LexPhil continues to invest in improvements to the LexPhil website, including making the site more mobile friendly.

In addition to a diverse mix in the marketing budget, during the 2018/2019 Season the Marketing Department made great efforts to be increasingly present in the community, and to forge new partnerships to build positive brand associations. During the summer of 2018, LexPhil tabled at the Lexington Farmer's Market, and partnered with Local Action Trivia to present several trivia nights to promote both Picnic with the Pops: The Music of the Rolling Stones and the sold-out May 2019 finale, Star Wars: A New Hope in Concert.

In the fall of 2018, LexPhil partnered with a class of senior Intergrated Strategic Communications students at the University of Kentucky, and their professor Marc Whitt, to present Student Night at the Lexington Philharmonic. The program and partnership will continue in fall of 2019.



Student Night at the Lexington Philharmonic

CHALLENGES

As with most performing arts organizations, the greatest challenge is shifting audience engagement which is changing financial support patterns. With recent tax law changes and the death of two major donors, LexPhil is facing a decrease in donations. LexPhil ended both FY18 & FY19 with a significant deficit. LexPhil is addressing the deficit through a two-year expense reduction plan while increasing fundraising efforts. FY20 reflects a 17% reduction compared to FY19. The FY21 budget will be at this same reduced level. Many of the reductions will be in production and guest artist expenses so as not to jeopardize the commitments made to LexPhil musicians through the 2018-2022 Collective Bargaining Agreement. We will work to engage more donors, sponsors and grants as well as continue planned giving campaigns with the Lexington Philharmonic Foundation. Please donate to the Lexington Philharmonic and encourage those within your sphere of influence to support LexPhil through attendance and contributions.

LexPhil's second challenge is the aging demographic of our audience. LexPhil is developing new strategies for community



engagement to bring music to broader audiences through more micro-concerts in community spaces, more diverse musical selections in performances, and more social media and online presence. Continued efforts to expand the Music Builds educational programs will also help LexPhil reach younger audiences and their families over the long-term.



LOOKING AHEAD

The 19-20 Season will mark new beginnings for the Lexington Philharmonic with some bold changes and exciting programming.

LexPhil will audition six candidates for Music Director and Conductor. Each of the six finalists will conduct one Season Series concert cycle and engage in several opportunities for stakeholders and the public to interact with the auditioning candidate.

The activities will range from Conductor in the Classroom programs at LexPhil's partner schools, pre- and post-concert talks, and meet & greet activities throughout the community.

Each full-production concert will include a free Inside-the-Score lecture by the auditioning conductors and guest artists. The 19-20 season will feature a diverse repertoire of classical and contemporary orchestral music and guest artists with a focus on female composers. We will also reunite with some long-time local artistic partners including the Lexington Singers.



Special concerts will also be presented such as Countdown to Kindergarten, KET Super Saturday, Picnic with the Pops, Cathedral Christmas Holiday Concert with the Lexington Singers, and New Year's Eve. LexPhil will present community micro concerts and Instrument Petting Zoos throughout the season in non-traditional community spaces.

You won't want to miss a single concert!

LEXINGTON PHILHARMONIC ANNUAL FUND

Thank you! This list recognizes all donors that have made an ANNUAL FUND contribution to LexPhil from July 1, 2018 to June 21, 2019. Every effort has been made to ensure that those recognized in all categories are accurate. To request a correction, please send an email to development@lexphil.org.

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The Lexington Philharmonic Foundation works to ensure the future of the Lexington Philharmonic. The Foundation provides a substantial allocation from its endowment each year to help cover expenses associated with the Lexington Philharmonic's vital educational and concert programs.



The Dupree Initiative for Innovation is funded through the incredible generosity of Thomas P. and Ann H. Dupree, as an investment in the artistic vision exemplified by LexPhil.



The Hamilton Saykaly Garbulinska Foundation, funds LexPhil's commitment to continued artistic growth and brings world-renowned artists to perform with LexPhil and participate in outreach for the Lexington community.



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