

**P** LEXINGTON  
PHILHARMONIC



**2020**  
**2021**

# ANNUAL REPORT



# *P* LEXINGTON PHILHARMONIC

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## VISION

LexPhil believes in the transformative power of live orchestral music and envisions a culture of curiosity for the creation and performance of great music and the essential role it plays in a vibrant community and education system.

## VALUES

LexPhil is guided by an unwavering commitment to its core values of artistic excellence, innovation, collaboration and accessibility.

## 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.

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### **Lexington Philharmonic**

161 N Mill Street • Lexington, Kentucky 40507

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## ANNUAL MEETING AGENDA

- I. Welcome and Opening Remarks**  
Colmon Elridge III, President
- II. Approval of FY20 Annual Meeting Minutes**  
Colmon Elridge III, President
- III. Volunteer of the Year Award**  
Allison Kaiser, Executive Director
- IV. Martha Jane Stone Award & Honoring Retiring LexPhil Musicians**  
Sarah Thrall, General & Personnel Manager
- V. Lexington Philharmonic Foundation Presentation**  
Denise McClelland, Foundation Board Chair
- VI. Nominating Committee Report**  
Carol McLeod, DVM, Immediate Past President  
*Accept nominations from the floor*
- VII. Looking Forward to 2021-2022 Season: STORIES**  
Kelly Corcoran, Interim Artistic Advisor
- VIII. IDEA (Inclusivity, Diversity, Equity, & Accessibility) Task Force**  
Andrea James, S&A Strategies
- IX. Music Director & Conductor Search Update**  
Carol McLeod, DVM, Immediate Past President
- X. Closing Remarks**  
Colmon Elridge III, President
- XI. Adjournment**  
Carol McLeod, DVM, New President of Lexington Philharmonic Board of Directors

## BOARD MEMBERS

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### LEXINGTON PHILHARMONIC SOCIETY

#### 2020-2021 EXECUTIVE COMMITTEE

Colmon Elridge III, *President*  
Carol McLeod, DVM, *Immediate Past President*  
Stephen Mallory, *Treasurer*  
Lou H. Jones, *Secretary*  
Jackie Hamilton Saykaly, *Marketing & Development Chair*  
Denise H. McClelland, *Lexington Philharmonic Foundation Chair*

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### LEXINGTON PHILHARMONIC SOCIETY

#### 2020-2021 BOARD OF DIRECTORS

Jason Akhtarekhavari  
Jim Baldrige  
Larry Beach  
Marcielle de Beer  
Brendan Burnett  
Elizabeth Deener  
Lee Eachus  
Marin Fiske  
Jacqueline Hamilton Saykaly  
Lyle Hildenbrandt  
JoAnne Hilliard  
Carolyn Howard  
Lou H. Jones  
John Kiebler  
Stephen Mallory  
Donald Mason  
Steve Matherly  
Denise McClelland  
Joshua Santana  
Andrew Sparks

### LEXINGTON PHILHARMONIC SOCIETY

#### 2020-2021 HONORARY BOARD MEMBERS

Thomas P. Dupree, Sr.\*  
Ann Todd Dupree  
G. Kennedy Engle  
Mayor Linda Gorton  
Ellen Karpf  
Dr. Michael Karpf  
Elizabeth Jett\*  
Kenneth V. L. Miller  
Nancyetta Palumbo\*  
Faye Porter  
Sharon C. Reed  
Dr. Ronald Saykaly\*  
Vivian Weil\*  
Isabel Yates

*\*Deceased*

### LEXINGTON PHILHARMONIC FOUNDATION

#### 2020-2021 BOARD OF DIRECTORS

Denise H. McClelland, *Chair*  
Larry C. Deener, *Vice-Chair*  
Sharon C. Reed, *Secretary/Treasurer*  
Jackie Hamilton-Saykaly  
Lou H. Jones  
David Porter  
Renee Smith  
John Wharton  
Carol McLeod, DVM, *Ex-officio*

## STAFF MEMBERS

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### ARTISTIC STAFF

Kelly Corcoran, *Interim Artistic Advisor*  
Sarah Thrall, *General & Personnel Manager*  
Laura Beth Lee, *Operations Associate Manager*

### ADMINISTRATIVE STAFF

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

**2020 ANNUAL MEETING  
JUNE 27, 2020  
5:30 PM  
ZOOM**

31 (X) voting members attended.  
20 attending members voted on Board nominations through the ZOOM poll.

*5 votes were cast by proxy given to Carol McLeod.*

**LIST OF 2020 ATTENDEES**

- X Jason Akhtarekharari
- X Jim Baldrige
- X Larry Barnes
- X Larry Beach
- X Judith Baumann
- X Marcielle de Beer
- X Elizabeth Deener
- X Colmon Elridge
- X Marin Fiske
- X Ricki Goldstein
- X Roy Griggs
- X Lyle Hildenbrandt
- X JoAnne Hilliard
- X Lou Jones
- X Stephen Mallory
- X Donald Mason
- X Denise McClelland
- X Carol McLeod
- X Sandra Oppegard
- X Laurie Raymond
- X Sharon Reed
- X Ellen Tunnell
- X Jackie Hamilton Saykaly
- X David Field
- X John Kiebler
- X Carolyn Howard

**Proxies through Carol McLeod**

- X Anita Migday and Ira Kaplan
- X Carrie and Steve Long
- X Mark Roberts and Jennifer Gotto
- X Linda Giesen and Kristin Chu
- X Denine LeBlanc

**STAFF/ MUSICIANS/GUESTS**

- X Allison Kaiser
- Melissa Snow-Groves
- Sarah Thrall
- Mollie Harris
- Erin Lum
- Laura Beth Lee
- X Brice Farrar
- X Susan Lucas
- X Elizabeth Steva
- Elaine Cook
- Victor Dome
- Erin Fung
- Julie Lastinger
- Brian Mason
- Meg Saunders

**2020 ANNUAL MEETING MINUTES**

**Meeting held via ZOOM due to health and safety guidelines during COVID-19 Pandemic**

Quorum was present. Attendees listed in column to the left, with voting members identified with an "X."

Members voted on motions through a show of hands or yay/nay through the ZOOM chat function, except for the vote to elect Board Members to the Board. A separate poll was conducted for Board election vote. Results are reported below.

**I. WELCOME AND OPENING REMARKS**

Colmon Elridge III, President  
President Colmon Elridge called the meeting to order at 5:34p.m. CE expressed deep gratitude to all LexPhil Supporters – Individual, Corporate and Foundation, for their steadfast support of LexPhil during these uncertain times. He specifically thanked all the ticket holders for converting their ticket value for canceled concerts to donations, Denise McClelland and the LexPhil Foundation Board, Lyle Hildenbrandt and the Guild and the LexPhil Society Board. CE thanked the staff for being extraordinary dreamers and doers.

**II. APPROVAL OF FY19 ANNUAL MEETING MINUTES**

Colmon Elridge requested a motion to approve the 2019 Annual Meeting Minutes. Elizabeth Deener made a motion to approve the 2019 Annual Meeting Minutes. Stephen Mallory seconded the motion. The minutes were approved unanimously by hand vote and through the chat function of ZOOM.

**III. VOLUNTEER OF THE YEAR AWARD**

Allison Kaiser, Executive Director noted that LexPhil normally has 175 volunteers throughout the course of a season. AK stated that the Volunteer of the Year Award is bestowed on an individual or individuals who go above and beyond in their dedication to LexPhil. This year's awards are presented to Jonathon

Nickell, the finance to the LexPhil Librarian, for his work behind the scenes to support our production and concert needs; and to Amy Van Winkle for her thorough research in helping LexPhil look for a new type of home base. Even though we were unable to make a move this year, her research taught us a lot that we will consider for the future. Amy then joined our Marketing & Development Committee.

**IV. MARTHA JANE STONE AWARD**

Sarah Thrall, General & Personnel Manager explained that Martha Jane Stone was a dedicated member of the Lexington Philharmonic for approximately 50 years. On retirement, Martha Jane Stone established an endowment to fund continuing education for one or two LexPhil musicians each year. Normally the awardees are selected by the Music Director, but this year were selected by the Artistic Staff. The first awardee for 2020 is Stephen Campbell, principal trumpet for LexPhil. Stephen will use his award to study streaming performance and the best equipment to use. The second awardee is Erin Fung, temporary principal clarinet. Erin will use her award to study clarinet repair best practices under a highly skilled clarinet repair technician.

**V. LEXINGTON PHILHARMONIC FOUNDATION PRESENTATION**

Denise McClelland, Foundation Board Chair explained that the Legacy Society was started in 2017 to provide recognition to those who make new planned gifts to the Lexington Philharmonic Foundation.

DM shared that Lou Jones made a tremendously generous gift this year of life insurance valued at +/- \$80,000 that can be accessed at any time, as needed. DM announced that Sharon & Jim Reed are recognized as this year's Living Legacies. They have supported LexPhil for decades and have made a new planned gift. SM shared that Sharon Reed has led all of LexPhil's leadership groups; Society, Guild and Foundation and was the force behind almost every Foundation campaign, raising approximately \$1million dollars.

DM shared that the Foundation wishes to honor former Music Director & Conductor, Dr. George Zack when we are able to have a concert with audience and hopes to achieve 37 legacy gifts to honor each year that Dr. Zack was the Music Director for the Lexington Philharmonic.

#### **VI. LEXINGTON PHILHARMONIC GUILD REMARKS**

Lyle Hildenbrandt, Guild President, shared that the Guild had a variety of engaging fundraising events planned for the spring including the Spring Fashion Show & Silent Auction, Breakfast with the Babies, and dinner performances in private homes. Unfortunately, all had to be suspended due to the unsafe and unknowable situation with COVID. The annual Musician Appreciation Dinner also had to be canceled along with the cancelation of LexPhil's spring concerts. LH reported that she has asked all Guild Members to make a donation to the Guild or the Society similar to their regular annual support, even when they can't do events, since the whole purpose of the Guild's work is to support the orchestra.

#### **VII. 2020-2021 BOARD OF DIRECTORS NOMINATIONS**

Carol McLeod, Immediate Past President & Chair of the Nominating Committee presented the slate of nominations for the Lexington Philharmonic Society Board of Directors.

2nd Term Returning Board Nominees:

Marcielle deBeer and James Gay

1st Term New Board Nominees:

Carolyn Howard, John Kiebler, and Steve Matherly

CM thanked John Gardner for all his work and support during his two terms on the Society Board and said he has agreed to serve on the Foundation Board. She welcomed any suggestions for new Board members, at any time. Please reach out to her with suggestions or if interested.

CM asked all to vote via the poll shared across ZOOM. She said voting would close at 11:59pm tonight. She reminded attendees that all Individuals who donated \$100 or more during the 2019-2020 season may vote.

#### **POST MEETING RESULTS OF VOTE:**

All nominees were elected through a vote to serve on the Board of Directors. Details of the ZOOM vote are:

2nd Term Returning Board Nominees:

Marcielle deBeer VOTES - YES = 20 NO = 0

James Gay VOTES - YES = 19 NO = 1

1st Term New Board Nominees:

Carolyn Howard VOTES - YES = 20 NO = 0

John Kiebler VOTES - YES = 20 NO = 0

Steve Matherly VOTES - YES = 19 NO = 1

Carol McLeod cast 5 proxy votes (see above) plus her own. All six votes cast by Carol McLeod were in favor of all nominees for a total of 25 votes for each nominee.

#### **VIII. LOOKING FORWARD TO 2020-2021**

President Colmon Elridge thanked Carol McLeod for her continued dedication and leadership. CM gave a brief overview of what next year might look like for LexPhil. He stressed that while things will be different we have much to celebrate with the innovative ways we will be able to provide music and education for our community. He asked all to think about ways that LexPhil can be more inclusive and diverse and how we can use the unexpected pause caused by COVID to reimagine, reinvigorate and dedicate ourselves to serving our whole community. Optimism is our lens going forward.

Carol McLeod provided an update on the Music Director & Conductor Search. The MD&C Search Committee recommends the search be paused until we can provide a similar audition environment for our last two candidates, that we were able to provide for our first four candidates. CM thanked the Search Committee members for their thoughtful and dedicated work, and shared that they are held in high esteem by their peers.

Allison Kaiser shared plans for the Inclusion, Diversity, Equity & Accessibility (IDEA) work that LexPhil will be undertaking over the course of the next year and why this is so important to the organization and the community. She discussed the many ways the staff has analyzed and worked to develop new ways of

engaging in a safe manner with our community. She explained that a great deal of time was spent studying what other orchestras were doing and innumerable scenarios were developed to result in a plan and budget for next year. A new Membership program is being introduced that will provide flexibility for individuals to continue to support and engage with LexPhil. LexPhil will be active and present through small ensemble, outdoor concerts and new virtual programming.

#### **IX. CLOSING REMARKS & ADJOURNMENT**

Colmon Elridge made a motion to adjourn the meeting at 6:40p.m. Elizabeth Deener seconded the motion. It was approved unanimously.

*Respectfully Submitted*

Lou Jones, Secretary  
Lexington Philharmonic  
Board of Directors

## GOVERNANCE & NOMINATING COMMITTEE

*Submitted by Carol McLeod, Immediate Past President; Chair Governance & Nominating Committee*

Fiscal Year 21 has been especially complex for all performing arts organizations. This has been painfully apparent to all supporters of the Lexington Philharmonic. Some of the standard operating procedures have been suspended so that all efforts could be focused on surviving the pandemic challenges. Because of the pandemic and the vacancy in the Music Director's position, the Board and staff have taken on new roles in planning for the near and further future of the organization. The search for a new Music Director and Conductor was in progress and had to be suspended in March 2021. All of these facts influenced the following recommendation of the Governance and Nominating Committee.

The Governance and Nominating Committee recognized the difficulty in recruiting prospective Board members during a time of extremely reduced meeting opportunities as well as fewer concerts and no typical concerts. As part of its role, as stated in the Committee Charter of "ensuring the effectiveness of the current Board", the Committee recommended to the full Board that no new members be added at this time to the Board. Five members were elected to the Board at the June 2020 Annual Meeting and have been engaged in limited roles resulting from the pandemic restrictions. To foster continuity within the Board and entire organization, the Committee also recommended the following slate of officers for the next two years:

- President - Carol McLeod
- Past President - Colmon Elridge
- President Elect - Open
- Treasurer - Stephen Mallory
- Secretary - Lou Jones

The current Board is comprised of twenty-two (22) members which exceeds the minimum requirement of fifteen (15) as listed in the Bylaws. The Board list is included at the front of the Annual Report.

The organization has also undertaken a deep study in an effort to foster increased inclusion and diversity across our organization, including the Board. The Governance and Nominating Committee expects to learn ways to improve its recruitment and engagement of new Board members. This has added weight to the decision to pause the addition of new Board members at this time.

*However, nominations for new Board members may be made from the floor at the Annual Meeting. Individuals wishing to serve as a Board member may nominate themselves or express a desire to serve by notifying any current Board member or staff member. The door to the Board room at LexPhil is open to those willing to serve the values and goals of the Lexington Philharmonic.*

## MUSIC DIRECTOR & CONDUCTOR SEARCH COMMITTEE

*Submitted by Carol McLeod, Chair Music Director & Conductor Search Committee*

In FY20, the Lexington Philharmonic began concerts auditioning candidates for the position of Music Director/Conductor. The first four (of six) candidates demonstrated their skills beginning in September 2019 with Thomas Heuser followed by Akiko Fujimoto in October, Kelly Corcoran in November, and Enrico Lopez-Yanez in February of 2020.

In March of 2020, the Covid-19 pandemic struck, shuttering all indoor performances at the Singletary Center and other venues across

the world. The Board of Directors, on the recommendation of the Search Committee, suspended the Music Director & Conductor search process pending a renewal of indoor concerts at an undetermined time.

The candidates were notified and all stated their desire to remain in the Search process. (Enrico Lopez-Yanez had withdrawn from consideration prior to the suspension of the Search.)

The Search Committee met virtually to discuss alternatives to the Search process but, in the interest of fairness to all candidates, the musicians, and the community, the committee recommended that there be no activities related to the Search until audition activities and concerts could be held in a manner similar to the audition experience provided for the first four candidates, preferably at the Singletary Center.

The Search Committee also formed an ad hoc subcommittee to interview individuals to serve as the Interim Artistic Advisor while LexPhil was without a Music Director & Conductor. Several candidates were interviewed virtually and Kelly Corcoran was selected to serve in that position. The Search Committee members plan to resume the Search process in the spring of 2022 when the final two candidates, Julia Tai and Keitaro Harada, will complete their auditions, lead the orchestra and meet the community and other stakeholders in the organization.

The Search Committee is committed to selecting the candidate that best aligns with the values and vision of the Lexington Philharmonic Orchestra.



## FOUNDATION REPORT

*Submitted by Denise McClelland, Chair  
Lexington Philharmonic Foundation*

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

For the 2020-21 fiscal year, the Foundation's endowment spending policy allowed a \$120,000 disbursement for the Society's annual operating expenses. The Foundation previously loaned the Society \$100,000. In May 2021, the Society paid \$25,000 in principal on this loan, as well as \$8000 in interest due for the two years the loan has been outstanding. In addition, board member and officer, Carol McLeod made a \$10,000 donation to the Foundation, and Foundation board member, John Wharton is making a \$1000 donation to the Foundation, with both gifts designated to repayment of the loan, thus leaving a loan balance as of 6/30/31 of \$64,000.

The Foundation anticipates approving \$120,000 of financial support for the Society for the 2021-2022 fiscal year.

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

joined the Legacy Society. Recently, Lou Jones fulfilled her Legacy Society commitment by transferring to the Foundation two life insurance policies with cash values of over \$80,000.

As part of your estate plans, please consider the many ways you can make a current or deferred gift to the Lexington Philharmonic 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
- Planned giving offers many favorable financial benefits for the donor.
- Tax deductions and reduction of taxable estate and gift taxes
  - Exemption from federal estate tax and inheritance tax
  - Avoidance of capital gains tax when assets subject to capital gains are gifted to the Foundation
  - Lifetime income payments in the case of certain annuity arrangements

In 2019, the Foundation began recognizing Living Legacy honorees. Isabel Yates was 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.

Sharon and Jim Reed were the 2020 Living Legacy recipients. Sharon Reed has served as Society, Foundation and Guild presidents over the years and chaired the two major endowment drives held by the Foundation in 2006-07 and again in 2010-11 raising over \$1.5 million. Both Sharon and Jim have made legacy gift pledges as part of their estate plans.

Dr. George Zack will be the next Living Legacy honoree – with plans for a significant event to honor Dr. Zack to be held in 2022.

To learn more about the Legacy Society, or making a gift to support the Lexington Philharmonic Foundation, please contact Denise McClelland, chair of the Board of the Lexington Philharmonic Orchestra Foundation.

Denise McClelland,  
*President of Lexington Philharmonic Orchestra  
Foundation Board of Directors*  
**email:** dhmllexphil@gmail.com  
**phone:** 859.543.9101

## LEXINGTON PHILHARMONIC GUILD REPORT

*Submitted by Allison Kaiser, Lexington  
Philharmonic Executive Director*

The Lexington Philharmonic Guild had to suspend activities and events beginning in March 2020 due to the COVID-19 pandemic and safety concerns. The Guild will be reevaluating its focus and efforts post-pandemic.



# RESET, REIMAGINE AND REINVENT

**REFLECTIONS ON THE 2020/2021 SEASON**

**ALLISON KAISER, EXECUTIVE DIRECTOR  
COLMON ELRIDGE III, BOARD PRESIDENT**



***While the world and our society have undergone rapid change that will impact us for the unforeseeable future, the core of LexPhil's Vision, Values and Mission endures.***

***LexPhil is using this challenging time to rethink and plan for a new future where orchestral music will include ALL when we speak of community and continue to be central to our cultural environment in new and exciting ways.***

***Even with the pain, turmoil and unknown brought on by the pandemic and social unrest, music is a constant for comfort, inspiration and community building.***

## REFLECTIONS ON THE 2020/2021 SEASON

Submitted by Allison Kaiser, Lexington Philharmonic Executive Director & Colmon Elridge, III, President of the Lexington Philharmonic Board of Directors

LexPhil's Music Director and Conductor Search was interrupted by the pandemic. But this didn't stop us from continuing the innovative and adventurous programming LexPhil has become known for.

LexPhil has advanced its commitment to building a **culture of curiosity, expectation and excitement around orchestral music in new ways over the last year**. While this last year has been challenging on all fronts, with the creative assistance of our Interim Artistic Advisor, Kelly Corcoran, we created opportunities to continue adventurous programming and bring the joy of music to new audiences.

We went to new and underserved neighborhoods with **LexPhil in Your Neighborhood**, a series of small ensemble concerts often performed from a music float! We collaborated with new artistic partners such as Devine Carama, to present the powerful cross genre and inclusive **Beat of the Heartland** event, our first hip-hop concert. We immersed ourselves in the limitless world of virtual programming with the engaging **Connect with Us** series of music and arts activism conversations. If you haven't seen the amazing array of virtual programming we now offer, please visit [www.lexphil.org](http://www.lexphil.org).

We established new partnerships with arts and non-arts organizations such as Seedleaf, Lexington Art League, The Lyric Theatre & Cultural Arts Center, Lexington Division of Parks and Recreation and Josephine Sculpture Park.



While the number of performances and attendance were diminished due to the pandemic, each collaboration offered tremendous richness and depth. We learned so much from each of these new initiatives and plan for these invaluable lessons and relationships to inform our future.

Music education continues to be central to LexPhil's mission and we look forward to being back in schools in whatever way will be most helpful to them. LexPhil typically offers extensive education programs for children and students. Through its flexible **Music Builds** education platform, LexPhil has worked with approximately 30 schools each year in central, southern and eastern Kentucky. During the pandemic, LexPhil produced and provided a robust offering of virtual music education programs.

Through longtime partnership with WEKU 88.9 FM (Public Radio), LexPhil is able to continue to serve a broad area beyond central Kentucky

that extends across eastern and southern Kentucky, spanning 40 additional counties with a listener base of 400,000+ households. Through collaborative efforts, LexPhil worked with WEKU 88.9 FM to provide **Encore** radio broadcasts of ten LexPhil archival concerts during 2020 and 2021. Broadcast personality Wendy Barnett, brought every program to life with extensive research and commentary.

LexPhil is dedicated to working intentionally to be an organization that includes and serves all of our community. We recognize the orchestral industry has been complicit in perpetuating systems of inequality which have contributed to injustices that continue today. In the spring of 2021, LexPhil established an Inclusion, Diversity, Equity & Accessibility (IDEA) Task Force made up of musicians, board members, staff, and community members to create an institutional plan for building a culture that advances these ideals. This work will include an internally focused analysis of structure, policies, and practices across the various areas

of the organization including governance, administration, employee/musician policies and artistic programming. This is necessary and long-term work that is instrumental to our commitment to inclusion and serving all of our community. LexPhil's current strategic plan goes through FY21. The new strategic planning process was supposed to begin in the summer of FY20, after the new Music Director was selected. However, that schedule was disrupted by the pandemic. LexPhil will begin building the framework of a new strategic plan over the course of the next year, with foundational input from the IDEA Task Force.

Even with all the silver-linings that we found during the pandemic, this last year took a big toll on LexPhil's 52 per-service musicians and six staff members. Safety rules prohibited us from performing as a full orchestra in traditional indoor concert halls. Most of our musicians haven't played together since February 2020 and many were unemployed.

Our staff took furloughs and worked at 50% compensation for most of the last twelve months. There are vacant staff and musician positions that must be filled to get back to our pre-pandemic levels.

With the support of government and foundation grants, PPP loans and the generosity of our patrons, LexPhil eliminated its structural deficit. The majority of cost savings during FY21 were through greatly reduced employment, performance and programming due to the pandemic. To bring back the exciting and full orchestral experience we all love, we will need our community's continued support, especially as we near the end of 2021.

We expect a great surge of pent-up excitement and demand for live concerts and will need our supporters to stay with us going forward into the next several years. Due to the still unknown impacts of the pandemic, LexPhil has done its best to project revenue for FY2022.

Rebuilding grants and the corporate sponsorship program and a focus on major gifts will highlight fundraising efforts in FY22.

What a year! We hope you are as excited as we are to anticipate and experience more live concerts and educational programs. We look forward with tremendous optimism as LexPhil explores what it means to be an orchestral organization for the times we live in now.

With deepest gratitude,

**Colmon Elridge, III**  
**President of the Lexington Philharmonic**  
**Board of Directors**

**Allison Kaiser,**  
**Executive Director**  
**Lexington Philharmonic**





# SEASON TIMELINE

**Activities & Programs: July 1, 2020 - June 30, 2021**

- **JULY 2020**

Majority of the Lexington Philharmonic staff are furloughed, due to budget shortfall caused by the Covid-19 pandemic. LexPhil receives Futures Fund Grant from League of American Orchestras to launch *LexPhil in Your Neighborhood*.

- **AUGUST 2020**

LexPhil staff return to work half-time, and plan a series of safe, outdoor ensemble programs called *LexPhil in Your Neighborhood*. Staff collaborate with Media partner WEKU 88.9 to plan and promote a second installment during fall 2020 of the Encore Broadcast series on 88.9 and WEKU Classical.

- **SEPTEMBER 2020**

LexPhil engages S&A Strategies to plan work to support organization-wide IDEA (Inclusivity, Diversity, Equity, & Accessibility) efforts. Staff distribute surveys to the public and musicians to gauge comfort and interest in performances during the Covid-19 pandemic.



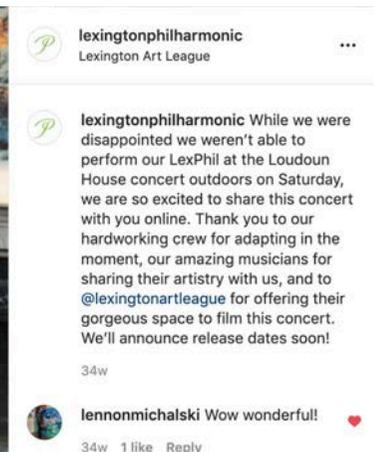
**LEXINGTON**  
*Parks & Recreation*



LexPhil in Your Neighborhood Mobile Concert - Idlewild Ct. in North Lexington

- **OCTOBER 2020**

LexPhil launches *LexPhil in Your Neighborhood*, and over the course of the month of October presents 14 free concerts in 4 Lexington neighborhoods. Performances include two hour-long ensembles performances in partnership with the Lexington Art League at the historic Loudoun House, and a series of mobile concerts from a traveling stage, presented in partnership with Lexington Fayette Urban County Government Parks and Recreation.



LexPhil at the Loudoun House - Two hour-long chamber concerts were filmed and released online. The second concert was canceled due to cold temperatures, but still filmed and shared online.



## • NOVEMBER 2020

LexPhil applies for a Catalyst grant from the League of American Orchestras to support establishment of an IDEA Task Force. LexPhil musicians performed for attendees of the 2020 Breeder's Cup at Keeneland. The first *LexPhil at the Loudoun House* concert video premieres for online audiences.

## • DECEMBER 2020

Due to public health conditions, LexPhil cancelled recording of a virtual *A Cathedral Christmas* concert. Media partner WEKU 88.9 presented a special rebroadcast of 2019's *A Cathedral Christmas*.

## • JANUARY 2021

LexPhil hires Kelly Corcoran as Interim Artistic Advisor, to support programming for second half of season, as well as 2021/2022 Season planning.

## • FEBRUARY 2021

The second *LexPhil at the Loudoun House* concert video is released, and recording for the *Connect With Us* Series, a new virtual featuring community guests and musician interviews with Kelly Corcoran begins. LexPhil is awarded a grant from the League of American Orchestras' Catalyst Fund to support IDEA efforts.

## • MARCH 2021

*Connect: Coffee Hour & Connect: With our Musicians* virtual events premiere every Friday in March and April on LexPhil's social media platforms. LexPhil presents to attendees of Leadership Lexington's Arts Day and LexArts' Fund for the Arts Kick-Off. Staff provide feedback to support the Town Branch Park Arts Organization input meeting. LexPhil receives second PPP Loan.

## • APRIL 2021

Majority of staff return to full-time employment level. IDEA Task Force work begins with an organization-wide climate survey, and appointment of musicians, board members, and community members to serve of the IDEA Task Force.

## • MAY 2021

LexPhil musicians perform at the downtown Lexington market Farmers' Market on Saturday mornings in May & June. LexPhil returns to the first in-school performances since the onset of the Covid-19 pandemic, with outdoor performances with a percussion ensemble in Stamping Grounds Elementary School (Scott County). Staff also write and film two new virtual STEAM programs, to share with educators in fall 2021.

## • JUNE 2020

Saturday, June 12, 2021, LexPhil returns to live, in-person performance with *Beat of the Heartland* at the Loudoun House, a collaboration with Hip-Hop artist and activist Devine Carama. The concert is filmed, and editing begins for a mid-summer release.

In mid-June, LexPhil announced the 2021/2022 Season: **STORIES.**



League  
of American  
Orchestras



## PROGRAMS & IMPACT 2020/2021 SEASON

### LEXPHIL IN YOUR NEIGHBORHOOD MOBILE CONCERT SERIES

In the fall of 2020, LexPhil launched *LexPhil in Your Neighborhood*, a series of safe, free, outdoor, small-ensemble concerts that were performed from a “music float” in parks, school yards, and neighborhood corners across Lexington. LexPhil received a grant from the League of American Orchestras (LAO) Futures Fund to support this series, as well as fund *LexPhil at the Loudoun House* performances.

#### BY THE NUMBERS:

- 14 FREE CONCERTS
- 4 LEXINGTON NEIGHBORHOODS

#### NEIGHBORHOODS:

- Cardinal Valley
- North Lexington/Castlewood
- East End
- Gainesway

#### PERFORMANCE LOCATIONS:

- UK Healthcare
- Castlewood Park
- William Wells Brown School
- Julius Marks Elementary School
- Cardinal Valley Neighborhood
- Cardinal Valley Elementary School
- Cardinal Valley Park
- Seadleaf Community Gardens

“In the middle of a pandemic where we couldn't be in community with other people, LexPhil brought that community to us, on our street, where we could sit on our porch while our neighbors sat on their porches, to listen to beautiful music together, and it was incredible. Probably the number one thing I've missed all through the pandemic was live music and that feeling you get when you're in a crowd of people listening to live music that makes you feel connected to others and care about them even if you don't even know them. And this experience with LexPhil brought that experience right back. It really was communal, and we could watch the babies and the children in our neighborhood dancing along and our elder neighbors enjoying the music. We were starved for that kind of experience with other people, and LexPhil really helped to bring it back to all of us. **It boosted our spirits, made us feel connected, and left us feeling happier for it.**”

- Ivy Brashear, resident on Idlewild Ct.

The *LexPhil in Your Neighborhood* series was designed to provide moments of unexpected and spontaneous joy through live music performance for our neighbors, as a way to connect safely during the Covid-19 pandemic. While LexPhil will not reprise the decorated trailer as a mobile stage, LexPhil will explore how to share the spirit of these programs through ensemble performances in new venues throughout the central Kentucky community in the coming season, and in the future.

### LEXPHIL AT THE LOUDOUN HOUSE OUTDOOR ENSEMBLE CONCERT SERIES

*LexPhil at the Loudoun House* concerts were presented in partnership with the Lexington Art League, to bring live, outdoor, ensemble performances by LexPhil musicians to audiences while maintaining safe distance. These concerts were also offered free to the public and were at registered audience capacity for social distancing guidelines. The second *LexPhil at the Loudoun House* concert (October 24) was canceled to in-person audience due to cold temperatures, but was still performed indoors and captured on film. Both concerts were videoed in their entirety, so that we can share them online with our community.

#### CONCERT VIDEOS

To increase the experience of live performances for our community, LexPhil invested heavily in video over the course of the 2020-2021 Season. Both *LexPhil at the Loudoun House* concerts were filmed and released on LexPhil's website, Facebook, and YouTube.

#### LEXPHIL AT THE LOUDOUN HOUSE - BY THE NUMBERS:

- *LexPhil at the Loudoun House #1 (Oct 17)* - 150, in person  
Concert Video #1: 517 views
- *LexPhil at the Loudoun House #2 (Oct 24)* - 150 registered; canceled due to cold temps  
Concert Video #2: 1,185 views



## CONNECT WITH US SERIES

### VIRTUAL EVENTS - MARCH & APRIL 2021

Every Friday at 10:00 am during March and April of 2021, LexPhil premiered new virtual content which brought LexPhil musicians and community members together online for conversation and performance. This series was developed and hosted by LexPhil Interim Artistic Advisor, Kelly Corcoran, and included two series: **Connect: Coffee Hour**, live conversations on Facebook with Kelly Corcoran and community guests, and **Connect: With Our Musicians**, short videos featuring conversations with musicians from each section of the orchestra. Each **Connect: Coffee Hour** also featured a "musical interlude" performance by LexPhil musicians. The Connect virtual series reached over 2,000 viewers in March & April 2021.

### CONNECT: WITH OUR MUSICIANS:

Interviews with the Violin, Viola, Cello, & Bass, Wind, Percussion & Harp, and Brass Sections

### CONNECT: COFFEE HOURS

- **Connect: Coffee Hour - Arts + Healthcare**  
Jason Akhtarekhavari of **UK Arts in HealthCare**, and Jackie Hamilton Saykaly, former director of **UK Arts in HealthCare**
- **Connect: Coffee Hour - Music + Activism**  
Devine Carama, **Hip-Hop artist, and community activist**  
**Connect: Coffee Hour - Art + Nature**  
Christine Smith, **Seedleaf**  
Jeri Katherine Howell, **Josephine Sculpture Park**
- **Connect: Coffee Hour - Music + STEAM**  
Jaria Gordon and David Laurenvil from **Kids Make It**, Amanda Wheeler and Lori Halligan from **Living Arts and Science Center**, and retired music teacher and educator **Andrea Marcum**.

## A CATHEDRAL CHRISTMAS (DECEMBER 2020)

### CANCELLED DUE TO COVID-19

LexPhil planned to perform the annual *A Cathedral Christmas* concert at the Cathedral of Christ the King, without an audience, to record and release online for free as a gift to the central Kentucky community. Rising case numbers of Covid-19 led to the cancellation of this performance and recording.

## MUSIC EDUCATION

### PROGRAMS & VIRTUAL RESOURCES FOR TEACHERS

Music education is central to LexPhil's mission, and in a typical year offers extensive education programs for central Kentucky students. As a result of the pandemic, the education department shifted from primarily in-person, hands-on activities, to digital content in April of 2020.

*Sound Explorers* concerts, instrument petting zoos, conductor candidate community educational events, partner school offerings and open rehearsals were canceled.

During FY21, LexPhil provided teachers & educators with online music education resources at the #LexPhilLivingRoom and Just for Kids pages on the LexPhil website. *LexPhil in Your Neighborhood* mobile concerts were also planned during the fall at several area elementary schools. LexPhil also provided a video lesson and activity for Fayette County Public School's annual program, *Countdown to Kindergarten* in June 2021 and limited direct programs with other schools.

### STEAM THEMED CONCERTS

This project is funded by a grant from **Toyota Motor Manufacturing Kentucky**.

This series of small-ensemble concerts teach how science, technology, engineering, & math (STEM) fields relate to music. LexPhil had intended to take these programs to schools across central Kentucky.



Due to Covid-19 restrictions, LexPhil pivoted and created virtual STEAM programs in addition to the in-person concert offerings. Two STEAM themed videos are in production and two more are in the planning stages. LexPhil has shifted its approach and will be filming the Music Builds STEAM programs to offer virtually for teachers.



### IN-PERSON STEAM CONCERTS:

May 11, 2021 - Stamping Grounds Elementary (Scott County)  
Performance for 3-5 grades (173 - students, 8 - adults)

### VIRTUAL STEAM CONCERTS:

**Music Builds Earth Science! Reduce, Reuse, Recycle**

Percussion Ensemble - Jim Campbell, Brian Mason, Brady Harrison & Josh Smith

**Music Builds Engineering! Engineering Design and Musical Instrument Evolution!**

Wind Trio - Merrilee Elliott, Erin Fung, Peter Simpson

### LOOKING AHEAD

The goal is to share virtual STEAM videos with teachers when the school year begins, and also offer in-person STEAM concert bookings for classrooms in the fall of 2021. LexPhil looks forward to continuing to develop robust virtual and in-school music education offerings for central Kentucky educators during the 2021/2022 Season.



## BEAT OF THE HEARTLAND

### RETURN TO LIVE, IN-PERSON PERFORMANCE - JUNE 2021

Saturday, June 12, LexPhil presented a collaborative performance with Hip-Hop Artist and community activist Devine Carama at the Loudoun House, home of the Lexington Art League in Castlewood Park. 500 registered, and 300 attended the concert. LexPhil staff were approached by Devine several seasons prior, and had worked towards realizing a collaboration with Devine over several years. With support from the **League of American Orchestras' Future Fund**, LexPhil was able to realize this collaboration with Devine during 2020/2021 Season.

LexPhil partnered with the Lexington Art League, who organized a Community Festival featuring 15 community organizations and non-profits that took place on the basketball court beginning at 5:30 PM and operating through the end of the concert. Food vendors were also on site for the event, adding to the celebratory atmosphere. Vendors were recruited by both Devine Carama (Believing in Forever, Inc.) and the Lexington Art League. The concert lasted one hour, and the crowd was the most diverse of any Lexington Philharmonic program in the organization's history. Devine performed nine tracks with his **DJ Jaysyn "JK-47" Wyche**, accompanied by a LexPhil string quartet. The concert also included spoken word performances by **Jaria Gordon** and **Christian Motley**, and featured vocalists **Rae'Shawna Campbell**, **Courtney Campbell**, and **Jaidah Ollice Spaulding**, Devine's daughter. **Beat of the Heartland with Devine Carama will be released as a concert video later in summer 2021.**

*This was a really meaningful week for me. Audience members I spoke with afterwards were also excited by the event. For me, the energy on stage and in the audience, the mix of music and poetry, and the focus on coming together, that Black Lives Matter and that we can and need to do more to be involved in bringing people together are what will stay with me. I also loved playing for such a diverse crowd.*

**-Margaret Karp, Assistant Concertmaster**

# IDEA TASK FORCE

## INCLUSION, DIVERSITY, EQUITY, ACCESSIBILITY

*Submitted by Allison Kaiser,  
Lexington Philharmonic Executive Director*

There are four primary ways in which LexPhil works to build inclusion, diversity, equity and accessibility (IDEA):

- Commitment to presenting diverse artistic programming designed to tell the stories of different cultures and experiences which in turn creates a culture of curiosity surrounding orchestral music.
- Investment of significant resources in IDEA values and implementation.
- Community engagement and educational programs serving students in ethnically diverse, economically and geographically underserved communities.
- Collaboration and partnership with a wide array of other arts and non-arts organizations and participation in a wide-range of community events.

## ABOUT THE IDEA TASK FORCE

*This spring, the Lexington Philharmonic established an IDEA (Inclusion, Diversity, Equity & Accessibility) Task Force to provide space for members of our organization (board, musicians, staff) and members of our community to provide feedback and discuss recommendations to make LexPhil more equitable.*

The **IDEA Task Force** is comprised of representatives from the Board of Directors, musicians, staff and community.

The **IDEA Task Force** will work with two subcommittees representing the musicians and the Board of Directors. Survey tools, Town Hall and constituent meetings will provide feedback to shape the IDEA Institutional Plan. LexPhil has engaged two consultants for this work.

One is the local firm, S&A Strategies, specializing in IDEA work and a deep understanding of the racial challenges in central Kentucky. LexPhil previously worked with S&A Strategies during the 2018/2019 Season to facilitate a focus group to support LexPhil's audience diversity efforts.

The other consultant firm, Orchestrate Inclusion, specializes in IDEA work within the orchestral industry and understands the unique challenges and opportunities orchestras have to implement meaningful inclusion, diversity and equity actions. A full timeline and work plan has been developed for this initiative which will culminate in an IDEA Institutional Plan to be incorporated into LexPhil's new strategic Plan.

*LexPhil was one of 25 orchestras across the United States to receive a grant from the League of American Orchestra's Catalyst Fund to further Inclusion, Diversity, Equity & Accessibility (IDEA) work through the newly formed IDEA Task Force.*





## LOOKING AHEAD: 2021/2022 SEASON

*Submitted by Kelly Corcoran,  
Interim Artistic Advisor*

***Sharing stories and building community through music, the 2021-2022 season will feature exciting partnerships, guest conductors and artists, and diverse repertoire.***

Everything has a story - a special place, a meaningful gift, a nostalgic song. Our stories connect us. While we have all shared the experience of the pandemic, our stories are unique. This season, we wanted to curate musical offerings that invite us to hear new stories and visit new places, while building upon the experiences we've had during this time. Each page of our story has brought something new during this last season, and we are so excited to share what is in the next chapter!

### REPERTOIRE HIGHLIGHTS

Our October *Queens Rule* program features the LexPhil commission of an orchestral suite from Duke Ellington's unfinished opera, *Queenie Pie*, combined with the first LexPhil performance of Haydn's Symphony No. 85, "*The Queen*," in a program of all Queen-themed repertoire. Our November program features works by Lexington native Julia Perry, including her "*Stabat Mater*," the work that launched her career when it was composed for her mother in 1951.

Spring 2022 Singletary programs include Prokofiev *Symphony No. 5*, Missy Mazzoli *River Rouge Transfiguration* and a new orchestral arrangement, co-commissioned by LexPhil, of James Stephenson's *Fanfare for Democracy*, performed in its original version at the inauguration of President Joe Biden.

### PARTNERSHIP HIGHLIGHTS

Interested in working collaboratively with the many incredible artists and partners in our community, we will be partnering with UK Opera Theatre and Everett McCorvey in our *Queens Rule* program, where UK singers will be featured in works by Ellington, Mozart and Barber. We are partnering with the Lyric Theatre & Cultural Arts Center to curate spoken word and poetry that celebrates the Black Female experience in our Julia Perry program. Our Josephine Sculpture Park event is a co-created immersive art experience connecting art, music and nature.

### DIVERSE VENUES

From the Singletary to the Opera House, our diverse venues this season have invited an explorative approach to programming. Each venue has a story and invites a unique experience. For example, our Seedleaf concerts will invite listeners to go on a musical scavenger hunt through their community gardens.

### CONTINUING CONNECT CONTENT

From exploring the *Queen's Gambit*, to the life and work of Julia Perry, to music written during the time of war, we plan to present Connect: Stories to explore the repertoire and themes of our programs. These repertoire deep dives and composer chats will be a combination of virtual and in-person experiences.

### GUEST CONDUCTORS AND ARTISTS

The final Music Director candidates, Julia Tai and Keitaro Harada, will conduct the orchestra in the Spring of 2022. John Nardolillo and Interim Artistic Advisor Kelly Corcoran will also conduct programs. Additional conductors and guest artists are to be announced.

### LEXPHIL IN YOUR NEIGHBORHOOD

Pop-up *LexPhil in Your Neighborhood* concerts will also be planned and announced throughout the season.

A graphic for the 2021/2022 'Stories' season. It features a dark blue background with a yellow speech bubble on the left containing the text '2021/2022: STORIES'. On the right, there are yellow geometric shapes, including a speech bubble and concentric circles. Below the graphic, on a teal background, is the text: 'Visit [www.lexphil.org/stories](http://www.lexphil.org/stories) to explore all of the programs of the 2021/2022 Season.' Below that, in white text, are 'TICKETS ON SALE TO MEMBERS JULY 15, 2021' and 'TICKETS ON SALE TO PUBLIC AUGUST 2, 2021'.

**2021/2022:  
STORIES**

Visit [www.lexphil.org/stories](http://www.lexphil.org/stories)  
to explore all of the programs of the  
2021/2022 Season.

**TICKETS ON SALE TO MEMBERS  
JULY 15, 2021**

**TICKETS ON SALE TO PUBLIC  
AUGUST 2, 2021**

# MARKETING & DEVELOPMENT REPORT

Submitted by Mollie Harris, Communications Manager

## MARKETING

### 2020/2021: BUDGET DIVERTED TO VIDEO & DIGITAL

As a cost-savings measure, LexPhil did not invest in extraneous print, mail or paid advertisements during the 2020/2021 Season. Marketing staff instead diverted the marketing budget to invest in a stronger digital presence, including a sizable investment over the course of the season to engage a video team to film and edit 2020/2021 events for distribution on LexPhil's website and social media.

### VIRTUAL CONTENT

LexPhil piloted #LexPhilLivingRoom in March of 2020 at the onset of the pandemic, and over the course of the 2020/2021 Season, continued to evolve the organization's digital offerings. LexPhil premiered two hour-long *LexPhil in Your Neighborhood* concert videos, and captured footage from LexPhil's mobile concert series to utilize in digital Annual Fund appeals. With the hiring of Interim Artistic Advisor Kelly Corcoran, the *Connect With Us* Series further expanded on LexPhil's stronger connection to online audiences through regular virtual content to engage with. Building on this success, LexPhil will reprise the *Connect* series during the 2021/2022 Season through more installments featuring informal conversations with musicians and community partners.

### WEKU 88.9 ENCORE BROADCAST SERIES

LexPhil and WEKU 88.9 resumed the *Encore Broadcast Series* in October 2020, and included five additional rebroadcasts of past LexPhil concerts on WEKU Classical (online) and on the radio at WEKU 88.9 every other weekend, through the end of November. These recordings featuring deeply thoughtful introductions by WEKU's Wendy Barnett were available for listening at [www.weku.org](http://www.weku.org) for two weeks following the premiere on WEKU Classical. As a special holiday installation of the series, WEKU 88.9 rebroadcast LexPhil's 2019 concert *A Cathedral Christmas* as well as LexPhil's 2019 Opening Night concert, *Home* in honor of Lexington-born composer Julia Perry's birthday in March 2021.

### BUILDING ON COMMUNITY CONNECTIONS

LexPhil's nurturing of new venue, non-profit partners, and new artistic partnerships during the 20/21 Season brought new community networks into the LexPhil audience, through both virtual and in-person programs. LexPhil will continue to explore ways to reach new audience through these partnerships into the 2021/2022 Season.

## TICKETING IN THE 2021/2022 SEASON

LexPhil will not immediately sell subscriptions to the 2021/2022 Season, and instead will sell single tickets to concerts occurring through December 2021. Announcing programs on a quarterly basis and selling single tickets rather than subscriptions will grant LexPhil the flexibility to adapt and adjust to relaxed or revised Covid-19 public health safety measures. The 2021/2022 Season: *STORIES* was announced in mid-June 2021. Single tickets for concerts through December 2021 will go on sale to members on July 15, 2021, and on sale to the public on August 2, 2021.

## DEVELOPMENT

### MEMBERSHIP: A NEW MODEL OF SUPPORT

At the onset of the pandemic, LexPhil Marketing and Development staff worked to identify and build a new contributed revenue model to financially support the organization during the Covid-19 pandemic, when traditional concerts and programs were not viable or safe. LexPhil staff, from all departments reimaged program offerings, the traditional subscriptions and ticketing models and ultimately landed on a new model of support called *Membership*.

Membership was promoted as a new program to support LexPhil on all platforms, including regular plugs in LexPhil eNewsletters, soliciations made at the end of all virtual content (*LexPhil at the Loudoun House*, *Connect with Us* series), and signs and accouncements at all in-person events.

Membership Tiers		
FRIEND	ADVOCATE	CHAMPION
<b>STARTS AT \$5/MONTH or \$60/YEAR</b>	<b>STARTS AT \$25/MONTH or \$300/YEAR</b>	<b>STARTS AT \$100/MONTH or \$1,200/YEAR</b>
<b>Friend Benefits:</b>	<b>All Friend benefits, plus:</b>	<b>All Advocate benefits, plus:</b>
<ul style="list-style-type: none"><li>• "Proud LexPhil Supporter" window cling</li><li>• Recognition on LexPhil website</li><li>• A deeper connection to LexPhil's mission</li></ul>	<ul style="list-style-type: none"><li>• Advance access for virtual events</li><li>• Advance purchase for live events</li></ul>	<ul style="list-style-type: none"><li>• Recognition in video credits</li><li>• Free access to select recorded content</li><li>• Reserved seating access for select live events</li></ul>

The Membership program recast past donor benefit tiers into three levels of support that reflect historical giving and purchasing behaviors. This revenue model encouraged patrons to contribute to the organization while offering benefits such as first access to virtual content, and access to reserve tickets (all free during 20/21 Season) to ticketed events presented over the course of the season. Members received first access to watch both *LexPhil at the Loudoun House* concert videos.

At the beginning of FY21, LexPhil only had 2 recurring monthly donors. At the conclusion of FY21, LexPhil has 43 monthly members, who over the course of the fiscal year have contributed nearly \$10,000 in support to LexPhil. Monthly donors range from long-time supporters to those new to supporting the organization through donations. While vast majority of donors are still once yearly donors, the membership model will continue to provide a more affordable entry point for new donors.

### CAMPAIGNS

LexPhil developed a tool which utilized historical giving and spending patterns with the organization called the MVA (Most Valuable Ambassadors) to inform and pilot the first year of the Membership program. This segment of the LexPhil audience (MVA) included donors, subscribers, subscribers who do not donate, and mutli-single ticket buyers between FY18 - FY20. Targeted mailings promoting Membership were sent to the MVA segment throughout the 2020/2021 Season on the following schedule:

- June 2020:* (#1) Membership Appeal - whole MVA segment
- October 2020:* (#2) Membership Appeal - MVA segment, not yet given
- November 2020:* (#3) Membership Appeal - MVA segment, not yet given
- December 2020:* (#4) Holiday Card - whole audience - 3 seasons previous
- April 2021:* (#5) Newsletter; 2020/2021 Season updates; whole audience - 3 seasons previous
- June 2021:* (#6) Donors who gave previously, but not yet in FY20 & FY21

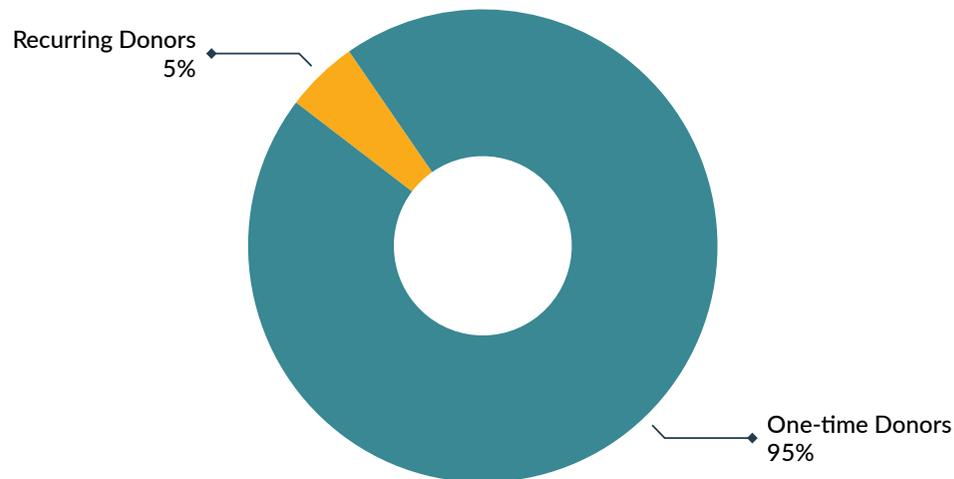
LexPhil is projected to end FY21 with \$185,000 individual donations; against a \$200k budgeted goal. With resuming live, in-person performances, LexPhil has budgeted \$200,000 in advance of the "re-opening season" to capture our community's excitement about the ability to once again gather in person to experience live music safely.

### LOOKING FORWARD

LexPhil will continue to prioritize investing in close relationships with existing patrons and donors through personalized appeals and outreach in advance of LexPhil 2021/2022 Season to continue to build excitement for the new season of programming, the conclusion of the Muisic Director & Conductor Search, and the bright future at LexPhil. LexPhil experienced staff turnover in the deveelopment role during the 2021/2022 Season, and is looking forward to rebuilding and adding a new valued staff member to the Marketing and Development team in the beginning of FY22.

# FINANCIAL OVERVIEW

## FY21 INDIVIDUAL GIVING



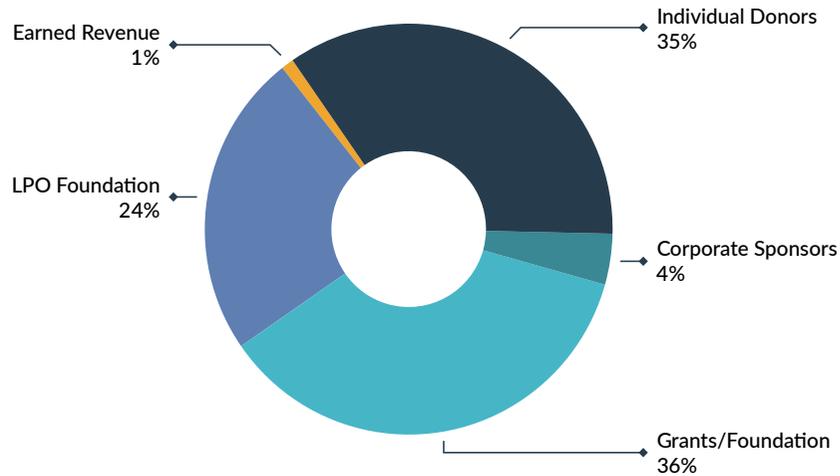
**294 one-time donors = \$174,335**  
**43 recurring donors = \$9,447**

**\$185,000**

**FY21 PROJECTED YEAR-END**

**Number of unique donations in FY21**  
**627**  
**Average donation amount**  
**\$294**

## FY21 INCOME BREAKDOWN



## LEXINGTON PHILHARMONIC SOCIETY BUDGETS (FY21 & FY22)

	FY2021 Pandemic Operating Budget	FY2021 Year-End Projection	FY2022 Re-Opening Budget
<b>EARNED INCOME</b>			
<b>TICKET SALES</b>			
Single Tickets*	\$32,000	\$ -----	\$155,000
TOTAL Other Earned	\$ -----	\$7,620	\$41,000
<b>TOTAL Earned</b>	<b>\$32,000</b>	<b>\$7,620</b>	<b>\$196,000</b>
<b>UNEARNED INCOME</b>			
Individual Donations	\$200,000	\$185,000	\$200,000
Corporate Sponsorships	\$50,000	\$20,200	\$80,000
Grants	\$170,000	\$188,380	\$190,000
LPO Foundation	\$120,000	\$123,300	\$123,000
<b>TOTAL Unearned</b>	<b>\$540,000</b>	<b>\$516,880</b>	<b>\$593,000</b>
<b>TOTAL INCOME</b>	<b>\$572,000</b>	<b>\$524,500</b>	<b>\$789,000</b>
<b>EXPENSES</b>			
<b>TOTAL Artistic &amp; Production</b>	\$272,280	\$175,000	\$530,000
<b>TOTAL Marketing &amp; Development</b>	\$57,400	\$32,000	\$67,000
<b>TOTAL Admin</b>	\$191,200	\$215,000	\$397,000
<b>TOTAL EXPENSES</b>	<b>\$520,880</b>	<b>\$422,000</b>	<b>\$994,000</b>
<b>Net Operating Surplus/(Deficit)</b>	<b>\$51,120</b>	<b>\$102,500</b>	<b>(\$205,000)</b>
<b>Deficit 6/30/2020</b>		<b>(\$255,000)</b>	
<b>Anticipated Surplus 6/30/2021</b>			\$15,500
<b>Actual/Anticipated COVID-19 Federal Stimulus Funds (all sources)</b>		\$168,000	\$200,000
<b>Projected Year End Surplus (Deficit)</b>		\$15,500	\$10,500

\*Ticket revenue reflects +/- 50% capacity

# OPERATING SUPPORT



All Lexington Philharmonic programs are made possible through the generous support of **LexArts**. In 2020-2021, the Lexington Philharmonic received \$90,000 in unrestricted support.



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.



The **Kentucky Arts Council**, the state arts agency, provides operating support to the Lexington Philharmonic with state tax dollars and federal funding from the National Endowment for the Arts.



**Lexington Philharmonic Guild**



LexPhil's 2020-2021 Season was supported by the **League of American Orchestras' Futures Fund**.

# SPECIAL RECOGNITION

## CORPORATE SUPPORT

Toyota Motor Manufacturing,  
Kentucky, Inc.  
WEKU 88.9 Public Radio

## FOUNDATION + INSTITUTIONAL DONORS

Blue Grass Community  
Foundation  
BGCF365 at Blue Grass Community  
Foundation  
Cobb Foundation  
Community Foundation of Louisville  
Elhapa Foundation  
Garbulinska Initiative  
Hamilton Saykaly Garbulinska  
Foundation  
Hilary Boone Foundation  
Kentucky Arts Council  
League of American Orchestras Futures Fund  
League of American Orchestras Catalyst Fund  
LexArts  
Lexington Fayette Urban County Government  
Lexington Philharmonic Foundation  
Lexington Philharmonic Guild  
Singletary Center for the Arts



# LEXINGTON PHILHARMONIC ANNUAL FUND

**THANK YOU!** This list recognizes Members of the Lexington Philharmonic in the 2020/2021 season. 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](mailto:development@lexphil.org).

## CHAMPIONS GIFTS OVER \$1200

Anonymous (2)  
Donald Bayer  
Larry & Carol Beach  
Drs. Fredrick & Marcielle de Beer  
Dr. Christopher & Dana Boarman  
Hilary Boone Foundation  
Elizabeth Deener  
Larry & Martha Deener  
Ann Todd Dupree  
The Elhapa Foundation  
Roy Griggs  
Barbara Hall  
Jacqueline Hamilton Saykaly  
Carolyn Howard & Albert Kelley  
Talitha & David Hunt  
Ronald & Dr. Carol Hustedde  
David & Katherine Johnson  
John & Betty Kiebler  
Lexington Philharmonic Guild  
Dr. Kristine Lohr  
Denise & Robert McClelland  
Dr. Carol McLeod  
Milward Funeral Directors  
James & Sharon Reed  
Drs. Arthur Shechet and Marilyn Robie through  
the Jedra Charitable Foundation  
Mark & Ginny Shanda

Jacqueline Shukla  
Dr. Gil & Carla Smith  
Drs. John Stewart & Magdalene Karon  
Dr. Ouida Tisdall  
John Wharton

## ADVOCATES \$300 - \$1199

Anonymous (3)  
Patricia A. Anderson  
Drs. Ernest & Mary Bailey  
Dr. Barry & Dee Barnett  
Judith & Robert Baumann  
Joe & Anne Binford  
Anne Bolton  
Dr. Robert & Marilyn Botkin  
James & Elise Boyd  
John & Trudy Burkhard  
Linda Carey  
LaDondra Cercone  
Stephen & Annie Chesnut  
Catherine Clement & Ronald Mawby  
Susan Cobin & Randall Roorda  
The Benevity Community Impact Fund  
Constance Coover  
Glenda Creech  
Dr. M. Douglas & Linda Cunningham  
Dr. Lisle & Kathy Dalton  
George Fuchs & Marianne DeWier  
Jeanie Dorton  
Kathryn Drydyk (+)  
David & Christine Duttlinger  
David Elbon  
Dr. Harold Faulconer  
Tom & Anne Fore  
Kent & Kay Freeland  
Karen Garrison  
Dr. James & Anne Gay  
Drs. Larry & Ricki Goldstein  
Mayor Linda & Charles Gorton  
Dillard Griffin

Mary Beth & Richard Griffith  
Bob & Anne Hackett  
Dr. Mona Hagyard  
David & Judith Hatch  
Evelyn Herron  
Lyle Hildenbrandt  
JoAnne Hilliard  
Marlon & Kathi Hurst  
Drs. Edgar & Mary Vore Iwamoto  
Elsbeth Johnson  
Lou Hedrick Jones  
Michael & Ellen Karpf  
Ed & Mary Kasarskis  
Susan Kearns  
Dr. Philip Kern & Joan McEwen  
Rebecca Lewis  
Joe Lewis  
Harry & Connie Lockstadt  
Dr. William Loggins & Anthony Burgett  
Sarah Lowe & Elisabeth Smith  
Susan (+) & Wayne Lucas  
Phyllis MacAdam  
Walter Major, Jr.  
Richard & Annette Mathy  
Charles & Mary McGaha  
Dr. J. William & Marlie McRoberts  
Paul & Susan Menard  
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