We support the great Erie Philharmonic... it is good for Erie; it is good for the soul!
— Mr. & Mrs. M. Robert Cross
The Erie Philharmonic has experienced another banner year. With growth in our audience, our subscribers, our supporters, and our fans, we are reaching more and more into the Erie community and into Northwestern Pennsylvania. We continue to strive to bring you the finest programming in classical and popular music, creating an artistic experience that cannot be enjoyed anywhere else in quite the same way. Only this group of musicians, with this audience, in our beautiful and historic Warner Theatre can combine to make an Erie Philharmonic concert a singularly uplifting experience. We value your support, and we thank you for letting us know time and time again how vital we are to you and the community. Music can truly enhance all of our lives, and we are fortunate to make music for such a faithful and enthusiastic audience.

As we come closer to our 100th Anniversary of classical music in Erie, we pledge to continue to strive to bring you the very best. You deserve nothing less.

“What?” - “You’re kidding?” - “No way!”

These are responses I often hear when asked about concert costs. You might be surprised to learn the actual costs involved in the production of an Erie Phil concert. The biggest portion of the total expenses is paying our professional (union) musicians. In addition, there is hall and staffing rental (for both rehearsals and performances), music rental and copyright fees, City amusement tax, program book design and printing, and advertising.

The chart in no way reflects our staff time. Because ticket sales alone do not cover the expenses of a concert, missing from the chart are the fundraising costs necessary to ensure your support in the form of donations which enable us to continue to perform for you. While the average concert cost is nearly $67,400, it is only an average. A Symphonic concert, with a larger number of players on stage, can cost that much in musician payroll alone. So, next time you receive a solicitation letter, or I make an appeal from the stage, please remember every dollar really does count in enabling your Erie Philharmonic to stay vibrant in our community!

This past year has been one of the most successful that we have witnessed in recent years, both financially and in audience participation. For the first time in decades, we sold out one of our Symphonic concerts and continued to sell out the hall for the majority of our Pops concerts. These successes have been the result of outstanding effort on the part of our Maestro Daniel Meyer, the hard work of Executive Director Audrey Szychulski and her staff, the leadership exhibited by the Board, and the efforts of the various working committees. This year has truly been an exercise in team effort.

I would like to review what I consider the major accomplishments of this past year’s goals. First, we established a sound fiscal base upon which to build for the future. We have built an expanded audience base for both the Symphonic and Pops Series, including a broader representation of individuals ages 20-40. Most importantly, we have expanded the makeup of our audiences through a series of musical selections that have attracted young family participation. Daniel’s programming provides a variety of the familiar pieces with those that have been more challenging to both the audience and the orchestra. Last, but not least, we created a structure for the 100th Anniversary celebration that will occur during our 2013-14 concert year.

Let me conclude by first thanking you, the audience members who have been loyal to the Philharmonic through the years, to our many patrons and sponsors who have provided the financial support needed to run this complex organization, and to the greater Erie community that has taken such pride in its orchestra.

John Leuenberger
President
**ARTISTIC HIGHLIGHTS**

**Opening Night: Don Juan**  
*September 24, 2011*  
Guest artists Ken Johnston and Mark Kosower  
performed the Dvorak Cello Concerto—a pairing of Erie Phil’s own Concertmaster and one of the nation’s finest cellists.

**Ode to Joy**  
*April 21, 2011*  
Beethoven’s 9th featured the Erie Phil Chorus and Pittsburgh Opera soloists— an awe inspiring sell-out Symphonic performance with over 200 individuals on stage.

**The Wizardly World of Harry Potter**  
*March 31, 2012*  
Dancers from Lake Erie Ballet, cartoonist Joe Woos and a 6-year-old guest conductor made for a magical musical evening.

**COMMUNITY ENGAGEMENT HIGHLIGHTS**

Featured in the January Symphonic Concert, Attack Theatre Dance Troupe provided a workshop for Lake Erie Ballet dance students. An adult after-concert reception was held at Dafmark Dance’s Studio.

Participating in Orchestras Feeding America for the third year, the Erie Phil encouraged local elementary schools to donate food items, and the winning school received a special visit from the Conductor.

The Erie Phil and the expERIEnce Children’s Museum partnered to host an 80’s themed party at the museum following the season’s opening night Pops Concert which was an 80’s tribute.

In conjunction with WQLN’s Collegiate Challenge, local colleges and universities received a special offer to see classical guitarist Ana Vidovic perform.

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**2011-12 CONCERTS & ATTENDANCE**

**Subscriptions & Tickets**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Symphonic Subscriptions</td>
<td>801</td>
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<tr>
<td>Pops Subscriptions</td>
<td>1,098</td>
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<tr>
<td>Flex Cards</td>
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<tr>
<td>Total Subscribers</td>
<td>1,932</td>
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**Attendance**

<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
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<td>Pops Series</td>
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<td>Youth Concerts</td>
<td>4,000 <em>(estimated)</em></td>
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<tr>
<td>Heritage Festival</td>
<td>6,000 <em>(estimated)</em></td>
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<tr>
<td>Summer Concert Series</td>
<td>950 <em>(estimated)</em></td>
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<tr>
<td>Fee Engagements</td>
<td>3,700 <em>(estimated)</em></td>
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<tr>
<td>Total Attendance</td>
<td>30,435 <em>(estimated)</em></td>
</tr>
</tbody>
</table>

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**An 11% increase in Subscription Sales**

**An over 20% increase in Single Ticket Sales**

**Four of five Pops Concerts sold out**

**The first Symphonic sell-out in decades**

**The most financially successful season in the history of the Erie Philharmonic**

---

The Erie Phil is the best Erie entertainment with the very best conductor.  
—Bob & Joyce Feldman
CORPORATE DONORS

Conductors Circle ($15,000+)
Erie County Gaming Revenue Authority
Hanes Erie, Inc.
Scott Enterprises

Gold Baton ($10,000)
Crade! Broadcasting
Erie Times News
Highmark Blue Cross/Blue Shield
Lincoln Metal Processing
PNC Bank

Silver Baton ($5,000)
Bel-Aire
Connoisseur Media
Edinboro University
Erie Insurance
Erie Magnetics
LECON/MCH
Marquette Savings Bank
Northwest Savings Bank
Werkboot
WNET-TV 24/ Fox 66/YourErie.com
WQLN

Bronze Baton ($2,500)
Core Creative
Distributed Network Solutions
Local Edge
National Fuel Gas
Nautilus Fitness & Racquet Club
Joellen Nelson
Printing Concepts
Dr. and Mrs. Peter Scibetta
Sheraton Erie Bayfront Hotel
WPSE

Sustainers ($500)
Boothby Inn
Contemporary Motorcar
Edward Jones
Elderkin Law Firm
Erie Bank
Christie and Robert Ferrier
Knox Law Firm
Larese Floral Design
RBC Wealth Management
Schaffner Knight Minnaugh
United Way of Erie County
WICU-TV-12
WSEE
Ye Ole Sweet Shoppe

Foundations and Government Support
ArtsErie
Black Family Foundation
Britton Family Foundation
Chevron Matching Gifts Fund
Deluxe Corporation Foundation
Erie Arts Endowment and ArtsErie
Erie Community Foundation
Erie County Regional Assets
Funding Committee
First National Bank
GE Foundation Matching Gifts Program
Gettys Foundation
Highmark Foundation
Korn Family Foundation Fund
of the Erie Community Foundation
National Endowment for the Arts
New Family Foundation
Florence S. Patton Foundation
Pennsylvania Council on the Arts
PNC Foundation
UBS Foundation
Vorsheck Family Foundation

Send a Senior Patrons
Gold Level
Saint Mary’s Home of Erie
Bianchi Motors
Good Ideas, Inc.
Samuel P. Black Insurance Agency

Silver Level
GECA Community Charter School
Interim Healthcare
Westlake Woods Assisted Living

Bronze Level
Allegheny College
Great Lakes Case and Cabinet
Keystone Research Corp.
Lincoln Financial- R. Art Lubomski
Springhill Senior Living Community

EITC Participants
C.A. Curtze & Co
Erie Insurance Group
First National Bank
Northwest Savings Bank
MacDonald Big Jones & Britton
Scott Enterprises
United Refining Company
Erie Magnetics
Waste Management Erie
PNC Bank
Marquette Savings Bank

I love the music and enjoy my reserved seats at the Pops!
— Joyce Black Conneely
We are turning 100! It is through the hard work and dedication of many donors, subscribers and attendees working together that we have been able to reach this landmark celebration, the 100th Anniversary of orchestral music in Erie.

Our 100th Anniversary Season during 2013-2014 will be a season like no other, with big name artist after big name artist, and an opportunity to showcase the rich talents of our orchestra in a way that will rival every major city in the United States. To do this, we have started a special drive separate from our Annual Fund: The 100th Anniversary Campaign. We are working toward raising an additional $100,000 for our special 100th Anniversary programming.

We ask for your help in supporting these efforts. Together we will achieve the Erie Philharmonic’s mission: “...to strengthen our community and region by providing high quality live orchestra concerts and programs that enrich, entertain, and educate people of all ages...” for many more centuries to come.

All the best,

Charles H. Ingram
President Elect
The 100th Anniversary Season

2011-12 BOARD OF DIRECTORS

Dr. John A. Leuenberger, President
Charles H. Ingram, President Elect for 2013-2014
Douglas S. Murphy, VP-Finance & Treasurer
Lorianne Feltz-Upperman, Secretary
Marissa Savastanna Watts, VP-General Counsel
Thomas Vicary, VP-Artistic Affairs
Tom New, VP-Education
Penny Austin, VP-Events
Rosanne Cheeseman, VP-Marketing
W. John Knox, III, VP-Development
Deborah Murphy, Immediate Past President
Dan Zimmerman, Chair-Board of Governors
Audrey Szychulski, Executive Director
LeAnne Wistrom**, Musician Representative
Pete Scibetta, At-Large
Joe Parlak, At-Large
Amy Denlinger, At-Large

2011-12 BOARD OF GOVERNORS

Chair, Dan Zimmerman
Vice Chair, Linda Wilkinson
Secretary, Tammy Batchelor

2011-2012
Rosanne Cheeseman
Pam Davis
Lorianne Feltz-Upperman
Nadia Havard
Betty Healy
John Knox
Wally Knox
Leonard Lifshen
Mike Mead
Deborah Murphy
Joellen Nelson
Peggy Richardson
Marissa Savastanna
Pete Scibetta
Nick Scott
Fred Sickert
Thomas Snippert, Jr.
Russ Warner
Daniel Zimmerman

2012-2013
Tammy Batchelor
Don Baxter*
Gennifer Biggs
Tamarah Black
Noel Burgoyne
Amy Cuzzola-Kern
Lucia Doyle
Jane Hynes
Chuck Harris
Rebecca Jubulis
C. Bruce Kern II
John Leuenberger
David O. Matthews
Donald McRae
Tom New
Marilynn Renkes
Patrick Rose
Peggy Schwab
Bill Skerlong
Linda Wilkinson

2013-2014
Penny Austin
Michael Burns
Julie Chacona
Amy Denlinger
Theodore Ely
John Enders
Christie Ferrier
Dick Fox
Rob Hoff
Charles H. Ingram
Darlene Lay
Samantha Lincoln
Douglas Murphy
Joe Parlak
Steve Pelkowski
Debbie Porreco
Diana Schaney
Thomas Vicary*

Directors Emeritus

Donald M. Alstadt
Thomas B. Hagen*

* Past Presidents
** Philharmonic Musician
*** Chorus Rep
**** Jr Phil Rep

100TH ANNIVERSARY CAMPAIGN*

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tr>
<td>Gifts</td>
<td>$13,500</td>
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<td>Pledges</td>
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<td>Corporate Matching</td>
<td>$11,000</td>
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<tr>
<td>Funds to be Raised</td>
<td>$66,095</td>
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*As of August 1, 2012
The financial position of the Erie Philharmonic is supported by both earned and contributed revenue through a variety of sources. The following is a breakdown of earned revenue, contributed revenue, and the organization’s expenses for 2011-2012 fiscal year ending June 30, 2012.

### 2011-12 Earned Revenue
- **Ticket Sales:** $391,612
- **Ensemble Performances:** $98,211
- **Endowment Income:** $50,507
- **Education:** $6,712
- **Program Ads:** $15,000
- **Other:** $2,080

### 2011-12 Expenses
- **Concerts:** $809,982
- **General & Administrative:** $164,430
- **Development:** $62,230
- **Fundraising Events:** $22,651
- **Marketing:** $126,184
- **Depreciation:** $6,692
- **Education and Outreach:** $85,029

### 2011-12 Contributed Revenue
- **Individuals:** $249,699
- **Corporations:** $132,591
- **Fundraising Events:** $92,554
- **Local Arts Groups:** $45,868
- **Affiliates:** $65,082
- **Government:** $98,152
- **Foundations:** $13,770

### Four-Year Historical Spread

**Earned vs. Contributed Revenue**
- **Earned Revenue**
- **Contributed Revenue**

**Music matters and the Erie Phil is important to our community.**

—Michael Bucell & Cynthia Legin-Bucell
## 2012-2013 AT A GLANCE

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Venue</th>
</tr>
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<tbody>
<tr>
<td>September 9</td>
<td>Beat Beethoven 5K</td>
<td>Warner Theatre, 9 AM</td>
</tr>
<tr>
<td>September 14</td>
<td>Unplugged</td>
<td>Sheraton Erie Bayfront</td>
</tr>
<tr>
<td>October 20</td>
<td>Opening Night: Symphonie Fantastique</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>October 27</td>
<td>An Eerie Night</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>November 10</td>
<td>Vivaldi’s Four Seasons</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>November 11</td>
<td>Erie Phil on the Move</td>
<td>Struthers Theatre, Warren, 2 PM</td>
</tr>
<tr>
<td>December 1</td>
<td>Come Home for the Holidays</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>December 2</td>
<td>Come Home for the Holidays</td>
<td>Academy Theatre, Meadville, 2 PM</td>
</tr>
<tr>
<td>January 26</td>
<td>Beethoven’s Emperor Concerto</td>
<td>Warner Theatre, 8 PM</td>
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<tr>
<td>February 12</td>
<td>Erie Phil on the Move</td>
<td>Cole Auditorium, Edinboro University, 7:30 PM</td>
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<tr>
<td>February 16</td>
<td>Simply Sinatra</td>
<td>Warner Theatre, 8 PM</td>
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<tr>
<td>March 9</td>
<td>Viva Italia!</td>
<td>Warner Theatre, 8 PM</td>
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<tr>
<td>March 23</td>
<td>Star Wars and Beyond</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>April 6</td>
<td>Colour My World: Chicago and Friends</td>
<td>Warner Theatre, 8 PM</td>
</tr>
<tr>
<td>April 12</td>
<td>Pines of Rome</td>
<td>Warner Theatre, 8 PM</td>
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**Save the Date**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>May 17, 2014</td>
<td>100th Anniversary Gala</td>
</tr>
</tbody>
</table>

All programs and dates subject to change.

---

**ADMINISTRATIVE STAFF**

- **Audrey Szychulski**
  - Executive Director
  - audrey@eriephil.org

- **Nathan Barber**
  - Director of Operations, Librarian
  - & Education Coordinator
  - nbarber@eriephil.org

- **Karen Beardsley-Petit**
  - Director of Marketing and Public Relations
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- **Patti Pella**
  - Ad Sales
  - patti@eriephil.org

- **Brittany Hall**
  - Patron Services Manager
  - bhall@eriephil.org

- **Mary Pruchniewski**
  - Bookkeeper

- **Robert Dolwick**
  - Personnel Manager

- **Janet Preston**
  - Jr. Philharmonic Business Manager

**ARTISTIC STAFF**

- **Daniel Meyer**
  - Music Director and Conductor

- **D. Jason Bishop**
  - Erie Philharmonic Chorus Conductor

- **Robert Dolwick**
  - Jr. Philharmonic Artistic Director and Conductor

**VOLUNTEER**

- **Mary Jean McEwen**
  - Volunteer Archivist

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The mission of the Erie Philharmonic is to strengthen our community and region by providing high quality live orchestra concerts and programs that enrich, entertain, and educate people of all ages.