

# GET CLOSER

*FY16 Annual Report*

**STRATHMORE**

## FEARLESS STRATHMORE: GOING BEYOND YOUR EXPECTATIONS AND OUR COMFORT ZONE.

At Strathmore, we believe in the power of stretching, of spending time in the space between achievements to explore, question, and immerse ourselves in the “messiness” of creativity. This organizational practice ensures that we are listening to our customers, innovating, and seeking new ways to serve artists and surprise our audiences.

In fiscal year 2016, we really reached into new territory! We forged new connections in the eastern portion of Montgomery County with Latin dance and step classes; a tuition-free, after-school string orchestra; choir concerts; community events; and newly expanded education programs. We are sharing Strathmore’s strengths in support of our community’s talent and dreams.

We boldly merged with the more than 70-year-old Maryland Classic Youth Orchestras, thereby instantly enabling new outreach and collaborations with Strathmore main stage productions and partners, such as Young Artists of America and the Strathmore Children’s Chorus.

We dove headfirst into the role of lead producer for the world premiere of Andrew Lippa’s *I Am Anne Hutchinson / I Am Harvey Milk*, a concept opera celebrating two American icons. Strathmore found its artistic voice in helping to create this landmark venture featuring more than 200 performers and musicians. Two sold-out performances received widespread press coverage and critical acclaim.

With the support of design funding from the state of Maryland and Montgomery County, Strathmore released daring drawings of an architectural addition—the Music Center Café Pavilion—which includes a long-requested escalator between the orchestra and promenade levels. Plus, renovations to our historic Mansion began with roof and building repairs to secure the future of our cornerstone venue.

We enjoy celebrating our accomplishments with you, but we really love plunging back into the messy work that helps us grow and achieve more for you and our community. Keep watching. Get engaged. The best is yet to come!



Eliot Pfanstiehl, Chief Executive Officer



Monica Jeffries Hazangeles, President



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# FY16

Liz Lynch

## STRATHMORE BY THE NUMBERS

More than **107,000** people attended **223** Strathmore-presented programs, including **7** commissioned works, **12** world premieres, and **13** sold-out shows in the Music Center with artists like Diana Ross, Chick Corea and Béla Fleck, and the Jazz at Lincoln Center Orchestra with Wynton Marsalis.

Strathmore inspired **3,578** students in our community by bringing **31** electrifying music and arts experiences directly to where they live and learn.

Strathmore's free programs engaged nearly **45,000** area residents, including **10,000** attendees of our annual Free Outdoor Summer Concert series.

**8,500** arts lovers visited the Mansion at Strathmore for **16** different visual arts exhibitions.

Strathmore achieved record-breaking sales, surpassing **\$5.2 million** in revenue.

Strathmore restructured its Stars membership program to add a fifth giving level, resulting in **197** upgrades and **189** new members at this level.

More than **24,000** Montgomery County Public School second and fifth graders came to the Music Center for our 11<sup>th</sup> annual school concert series.



# FY16 HIGHLIGHTS *July 2015–June 2016*



In July 2015, Strathmore's Institute for Artistic and Professional Development debuted a new program, the Strathmore Summer Intensive. Created to serve outstanding high school musicians, the inaugural class contained 14 students, all playing different instruments.



Maryland Classic Youth Orchestras (MCYO), a longtime resident partner of Strathmore, officially became part of the Strathmore family. MCYO brings to Strathmore a 70-year history of excellence as one of the country's most outstanding youth orchestra programs.



Ridgewells, one of the DC area's finest caterers, became Strathmore's exclusive food and beverage provider. Ridgewells spearheaded the Music Center café facelift, christening it the Allegro Kitchen.



It was a feast for the eyes when Strathmore's Visual Arts Department unveiled *Women Chefs: Artists in the Kitchen* in September 2015. Strathmore invited 21 local artists to be paired with 22 regional women chefs to collaborate and create a visual tapestry that celebrated the female chef.



Alumni of Strathmore's renowned Artist in Residence program reached new heights! Christie Dashiell ('14) and Lena Seikaly ('10) were named semifinalists in the prestigious Thelonious Monk Institute International Jazz Vocals Competition. Owen Danoff ('13) appeared on season 10 of NBC's *The Voice*, making it to the top 11 contestants.



Andrew Propp

On October 17, 2015, Strathmore Cabaret transformed AMP into a Parisian nightclub full of lively jazz courtesy of Strathmore's Artists in Residence. In its first year being held at AMP, Cabaret raised \$69,000 for Strathmore's service to the local artist community.



Jayvan Bowden

A local tradition, Afternoon Tea at Strathmore, celebrated its 30<sup>th</sup> anniversary in 2015. The most charming of Strathmore's programs is held weekly in the Mansion Music Room and welcomes more than 4,000 guests annually.



Vivian Wang

AMP, Strathmore's music club venue located in the Pike & Rose neighborhood, celebrated its first anniversary. AMP has established itself as a premier venue for intimate concerts by the likes of trumpet legend Hugh Masakela, '80s Brat Pack star Molly Ringwald in a cabaret turn, iconic blues artist John Hammond, and bluegrass stalwarts the Gibson Brothers.



Susan Landau

Strathmore was proud to present *I Am Anne Hutchinson / I Am Harvey Milk* on April 23 and 24, 2016. A world premiere and DC premiere, respectively, this groundbreaking performance featured Tony Award-winning Broadway superstar Kristen Chenoweth and Broadway composer and performer Andrew Lippa in the title roles.



Margot Schulman

Tony Award-winner Patina Miller hit the high notes at Strathmore's Annual Spring Gala on May 14, 2016. Miller was joined on stage by students from Strathmore Children's Chorus and Young Artists of America. Strathmore's Gala raised close to \$400,000 to support nearly 350 annual programs that illuminate, ignite, and inspire our community.

# FY16 FINANCIAL HIGHLIGHTS

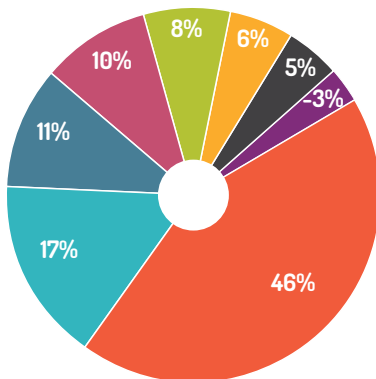
## REVENUE

Ticket Sales	\$ 5,229,615
Individual Giving	1,878,779
Rental Income	1,280,452
Government Grants	1,107,671
Other	891,864
Corporate Giving & Foundation Support	705,327
MCYO Merger Contribution	591,153
Investment Income	-343,896
<b>TOTAL</b>	<b>\$ 11,340,965</b>

## EXPENSES

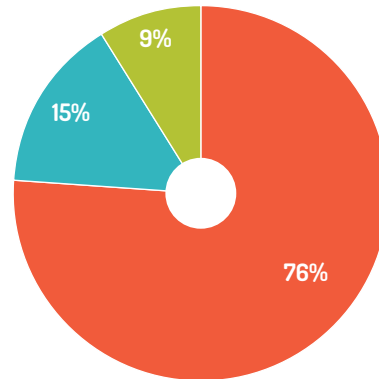
Program Services	\$ 8,338,449
General & Administrative	1,602,531
Fundraising	1,024,199
<b>TOTAL</b>	<b>\$ 10,965,179</b>

### FY16 REVENUE



- Ticket Sales
- Individual Giving
- Rental Income
- Government Grants
- Other
- Corporate Giving & Foundation Support
- MCYO Merger Contribution
- Investment Income

### FY16 EXPENSES



- Program Services
- General & Administrative
- Fundraising



## THANK YOU, DONORS & SUPPORTERS

Strathmore thanks the individuals and organizations who have made contributions between **July 1, 2015, and June 30, 2016**. Their support of at least \$1,000 and continued commitment enables us to give back to the community through affordable, accessible, and quality performances, education programs, and partnerships.

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