

LETTER FROM THE BOARD CHAIR

Dear friends,

The 2016-17 season was a monumental year for the Indianapolis Symphony Orchestra. As my colleague Vince Caponi passed the gavel to me one year ago to serve as Chair of the Board of Directors, our organization was still celebrating the successful completion of the Collective Bargaining Agreement with our musician's union — more than a year ahead of the current contract's completion!

In my first year of this term, I have experienced the joy of welcoming new colleagues to the ISO, the excitement of new partnerships, and the hopeful anticipation of naming a new Chief Executive Officer in the coming weeks. I am so confident in the future of the ISO. Our musicians, staff, volunteers, donors, and patrons are dedicated to keeping the music alive in the Hilbert Circle Theatre, and the impact of our organization is growing in our community.

The artistic integrity of our programming and performances continues to amaze and entertain patrons under the leadership of Music Director Krzysztof Urbański and Principal Pops Conductor Jack Everly. From classical concerts bringing in some of the world's most talented guest artists to our Film + Orchestra performances bringing thousands of new faces into the hall and many more offerings, there truly is something for everyone at the ISO.

I'd like to thank you — our donors, supporters, and friends — for your continued trust in this organization. There is always more work to be done, but I am genuinely excited to see what the next year has in store for the ISO.

Sincerely,

Yvonne H. Shaheen Chair, Board of Directors

Yvann, W. Stahun

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Founded by Ferdinand Schaefer in 1930 Maintained and Operated by the Indiana Symphony Society, Inc.

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**Term ended during 2016-2017

Sr.

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MUSICIANS OF THE INDIANAPOLIS SYMPHONY ORCHESTRA

KRZYSZTOF URBAŃSKI, MUSIC DIRECTOR JACK EVERLY, PRINCIPAL POPS CONDUCTOR RAYMOND LEPPARD, CONDUCTOR LAUREATE

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Patrick Dalton-Holmes
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Viola

The Schlegel Chair
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Beverly Scott, Assistant Principal
Amy Kniffen
Terry E. Langdon
Eva Lieberman
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Zachary Collins

Cello

Austin Huntington, Principal
Perry Scott, Associate Principal
Chair Anonymously Endowed
Sarah Boyer
Ingrid Fischer-Bellman
The Randall L. Tobias Chair
Mark Maryanovsky
Anne Duthie McCafferty
The Dr. and Mrs. Robert L. Rudesill Chair
Jian-Wen Tong

Contrabass

Ju-Fang Liu, *Principal*Robert Goodlett II, *Assistant Principal*Nami Akamatsu
L. Bennett Crantford
Gregory Dugan
Peter Hansen
Brian Smith

Flute

Karen Evans Moratz, *Principal The Sidney and Kathy Taurel Chair*Robin Peller
Rebecca Price Arrensen, *Assistant Principal*

Piccolo

Rebecca Price Arrensen
The Janet F. and Dr. Richard E. Barb Chair

Oboe

Jennifer Christen, *Principal The Frank C. Springer Jr. Chair*Sharon Possick-Lange
Roger Roe, *Assistant Principal*

English Horn

Roger Roe The Ann Hampton Hunt Chair

Clarinet

David A. Bellman, *Principal The Robert H. Mohlman Chair*Cathryn Gross *The Huffington Chair*Samuel Rothstein, *Assistant Principal*

Bass Clarinet

Samuel Rothstein

Bassoon

John Wetherill, *Principal* Michael Muszynski Mark Ortwein, *Assistant Principal*

Contrabassoon

Mark Ortwein

Horn

Robert Danforth, Principal The Robert L. Mann and Family Chair Richard Graef, Assistant Principal Julie Beckel Yager Jerry Montgomery The Bakken Family Chair Jill Boaz

Trumpet

Conrad Jones, *Principal*The W. Brooks and Wanda Y. Fortune Chair
Robert Wood
Marvin C. Perry II, Assistant Principal

Trombone

James Beckel, *Principal* K. Blake Schlabach, *Assistant Principal* Riley Giampaolo

Bass Trombone

Riley Giampaolo The Dr. and Mrs. Charles E. Test Chair

Tuba

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Timpani

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Stage

Quentin L. Quinn, Manager Kenneth Bandy, Technician P. Alan Alford, Technician Steven A. Martin, Technician

2016-17 NEW MUSICIANS

Riley Giampaolo, Trombone



Conrad Jones, Principal Trumpet



Zachary Collins, Viola



At the end of the season, the ISO awarded Concertmaster Zach De Pue with the Patch Award for his extraordinary service to the orchestra. The ISO also recognized the retirement of violist Barbara Radomski after 43 years of service.





HIGHLIGHTS OF THE YEAR!

KROGER SYMPHONY ON THE PRAIRIE

The ISO proudly announced a new partnership to kick off the summer season, as Kroger stepped up quickly to become the title sponsor of *Symphony on the Prairie*. We are grateful for Kroger's generous support in a time we truly needed it, and look forward to many summers together in the future!



BALANCED BUDGET

For the fourth time in the last five years, the ISO has maintained a balanced budget. Thanks to the support of our generous donors and sponsors, execution of aggressive sales goals, and fiscal responsibility across the organization, we are proud to share this accomplishment with our community.



EARLY CONTRACT APPROVAL

Musicians of the ISO ratified a new collective bargaining agreement — a year ahead of the expiration of the current contract! This shared commitment to the future of the ISO runs through the 2019-2020 season.

WORLD PREMIERES

The 2016-2017 season brought several world premiere performances to the Hilbert Circle Theatre stage. The ISO commissioned Dejan Lazić's *Mozart & Salieri*, which debuted in our concert hall. With the original score to *An American in Paris* long lost, the ISO premiered the newly-recreated orchestra parts, which replicate the original note-for-note. *Harry Potter and the Prisoner of Azkaban*™ saw its first concert performance with the ISO, and The Doo Wop Project premiered their orchestra show with the ISO.



REACHING NEW AUDIENCES

From Film + Orchestra concerts to Stella Artois Happy Hour at the Symphony, IPL Yuletide Celebration, and more, the ISO is constantly finding ways to engage new households in the magic of our music. Last season we saw a **44% increase** in new households over the previous year!



MISSION OF THE INDIANAPOLIS SYMPHONY ORCHESTRA

THE MISSION OF THE INDIANAPOLIS SYMPHONY ORCHESTRA IS TO INSPIRE. ENTERTAIN, EDUCATE, AND CHALLENGE THROUGH INNOVATIVE PROGRAMS AND SYMPHONIC MUSIC PERFORMED AT THE HIGHEST ARTISTIC LEVEL.



INSPIRE

Our Conductor Laureate Raymond Leppard returned to the Hilbert Circle Theatre stage on October 28, leading the ISO for Mozart's expressive Symphony No. 29. Maestro Leppard also conducted one of his favorites, "In London Town" by Sir Edward Elgar.















The 2016 Opening Night Gala, presented by the Christel DeHaan Family Foundation, celebrated Indiana's Bicentennial, along with the 100th birthday of the Hilbert Circle Theatre. Principal Pops Conductor — and Indiana Living Legend — Jack Everly led the star-studded evening featuring Broadway's Megan Hilty and actor George Takei, with special appearances by Peyton Manning, vocal superstar Angela Brown, and Pink Martini's Thomas Lauderdale.

For the world premiere of ISO commission *Mozart & Salieri*, composer and pianist Dejan Lazić joined the orchestra for his work's first public performances. Audiences were able to learn about the composition process, as Dejan and Maestro Urbański provided a fun and informative discussion before each performance.











The Fifth Third Bank *Lunch Break Series* continued for its fourth year, providing opportunities for music lovers of all ages to enjoy lunchtime concerts for only \$5 each. Music Director Krzysztof Urbański conducted his first *Lunch Break* concert this year, opening the summer series with Brahms' Symphony No. 2.

ENTERTAIN

The ISO's Film + Orchestra Series continued, bringing many well-loved movies to the Hilbert Circle Theatre including:

- Indiana Jones: Raiders of the Lost Ark 35th Anniversary
- Harry Potter and the Sorcerer's Stone
- Harry Potter and the Chamber of Secrets
- Harry Potter and the Prisoner of Azkaban (World Premiere)
- An American in Paris (World Premiere)

It was a whole new way to experience a movie I have enjoyed for many years. Enjoying the live symphony in conjunction with the movie added a new emotional and physical element that took it to a new level for me. – Kendra Luppino, ISO Patron











In addition to wowing patrons with the theatricality of Stravinsky's *The Firebird*, our January 27 and 28 concerts featured Concertmaster Zach De Pue on Shostakovich's Violin Concerto No. 1.

The ISO has a first-rate concertmaster in Zach DePue. It was fun to see him showing off his musical skills.

– Rachel Thompson, ISO Patron







Jack Everly and the ISO celebrated the 50th anniversary of Star Trek with a tribute to science fiction's greatest themes — *Sci-Fi Spectacular!*

EDUCATE

The Metropolitan Youth Orchestra, presented by Roche, provided comprehensive services for 232 students and their families. MYO students receive low-cost lessons with professional educators, mentoring and college preparation opportunities, and support services for families to ensure their student's long-term personal success.











Participation in the Art of Leadership workshop expanded this year, with more than 200 corporate participants from organizations across the state. Our interactive professional development program uses music-making as a metaphor to explore universal leadership challenges. The workshop was included as part of a local conference, opening the door to new partnerships and expanding the ISO's exposure to our business community.

The *Teddy Bear Series*, presented by Anthem, premiered a new story for young audiences in its third year. *The Garden Symphony*, written by ISO violinist Victoria Griswold, follows a ladybug's search through the garden for her own special song. More than 1,300 children and their families moved to the music played live by an ISO quintet.





Sixty-six Central Indiana students joined their counterparts from the ISO to participate in our 26th annual *Side-by-Side* concert featuring a riveting performance of Mahler's Symphony No. 1.

Our Duke Energy *Discovery Series* concerts, in partnership with Dance Kaleidoscope, helped to share a variety of musical styles with 15,922 local students and their teachers. Over the course of 12 concerts throughout the winter and spring, students expanded their knowledge of music and dance.

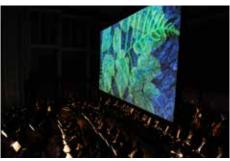


I have so much respect for the ISO musicians and their commitment to our city and young musicians. It must be a great feeling to see the difference they are making in their lives.

– Rhoda Johnson

CHALLENGE







After the success of last season's mid-winter *Cosmos Music Festival*, Maestro Urbański brought audiences back to Earth this year with two weekends in January dedicated to the majesty of our home planet. The *Music of the Earth Festival* featured masterworks including Richard Strauss' *An Alpine Symphony* and Mahler's *Das Lied Von Der Erde (The Song of the Earth)*.



The second *INfusion Music Festival* featured concerts by Amos Lee, Time for Three, and Paper Bird. The festival's central theme of environmental awareness was showcased through the performance of composer Mason Bates' *Liquid Interface* for Orchestra and Electronica and an evening of enlightening presentations from Central Indiana organizations.

The ISO's popular Stella Artois *Happy Hour at the Symphony* series continued, providing opportunities for new and returning attendees to meet, mingle, and enjoy casual concerts with unique programming, including January's Tchaikovsky and Drake mashup!





One of the most powerful works for orchestra and choir, *Carmina Burana* brought the ISO, the Indianapolis Symphonic Choir, and the Indianapolis Children's Choir together for a bold concert to end the indoor season.

ENGAGE

The Indianapolis Symphony Orchestra continued beloved traditions that keep many families and groups returning year after year...while presenting opportunities for new audiences to experience the ISO as well.

KROGER SYMPHONY ON THE PRAIRIE

The 2017 summer concert series brought a new partnership for the ISO, as Kroger was announced as the title sponsor of *Symphony on the Prairie*. We are so grateful that our friends at Kroger were able to step up when we needed it most to ensure the music continues in our summer series for years to come.

From Beethoven's Fifth to The Beach Boys, John Williams' movie themes, and our fan-favorite *Star Spangled Symphony*, it was a truly remarkable year on the Prairie. Gorgeous weather for the majority of the summer helped us to reach record-breaking attendance, as 123,668 music lovers joined their friends and families to picnic under the stars with us.



IPL YULETIDE CELEBRATION

The ISO's holiday tradition continued in its 31st year, as the IPL Yuletide Celebration brought nearly 50,000 to the Hilbert Circle Theatre. Hosted by *The Voice* winner Josh Kaufman, Yuletide continued to be the largest orchestra-produced holiday presentation of its kind.

Dozens of the most talented Broadway-style singers, dancers, and variety performers joined the musicians of the ISO for 31 performances over the course of three weeks. Principal Pops Conductor Jack Everly and the production team brought new elements to the stage while maintaining the standard favorites, including our tap dancing Santas and 'Twas the Night Before Christmas.



LETTER FROM THE TREASURER

I am pleased to report that the Indianapolis Symphony Orchestra (ISO) successfully delivered a budget surplus from general operations of \$27K. This solid performance met the commitment by the Board and executive leadership to return the institution to a balanced budget in FY17 following its first general operating loss in four years in FY16. The general operating surplus for FY17 resulted from a combination of achieving a significant increase in earned revenue over the prior year, prudent expense management, and a reduction in medical claims during FY17 compared to the prior year.

Earned income increased \$2.2 million in FY17, mainly due to a significant 21% increase in ticketing revenue over the prior year's previous all-time record in overall ticket sales. Season subscription ticket sales in FY17 increased 3% over FY16, IPL *Yuletide Celebration* achieved record-setting sales and increased 21% over the prior year, and Kroger *Symphony on the Prairie* achieved record-setting sales in FY17, up 34% over FY16.

The ISO also had another successful fundraising year in FY17 with \$8.9 million in contributions. This marks the fifth consecutive fiscal year with contributed income of \$8.9 million or greater. This level of fundraising could not have been achieved without continued strong community support, and we are extremely grateful to the thousands of individuals, corporations and foundations who continue to invest in the ISO.

The ISO received \$4.6 million from the ISO endowment which was used for operations. This 5% draw rate for operations was the same as the draw rate for operations in FY16. The total endowment draw in FY17 was \$1 million less than FY16 because there was no required minimum funding contribution this year toward the pension plan. In FY16 the ISO made a pension contribution of \$9.1 million of which \$8 million was from a \$10 million grant from Lilly Endowment, Inc.

Operating expenses increased less than 1% in FY17 over FY16 demonstrating management's success in containing expenses while growing earned income as previously discussed.

The ISO Board of Directors is committed to ensuring that the institution continues to present the highest quality performances and programs while remaining on sound financial footing for many years to come. The financial turnaround in FY17 from the general operating deficit experienced in FY16 demonstrates management's ability to deliver a balanced budget.

As I complete my third and final year as Treasurer, I want to specifically acknowledge the work of the management team and employees of the ISO for working so diligently to achieve these positive results.

Michael Becher

Treasurer, Board of Directors

Wike Beden

SUMMARY OF FINANCIAL POSITION (in thousands of dollars)	August 31 2017	August 31 2016	SUMMARY OF OPERATING RESULTS AND CASH FLOWS (in thousands of dollars)	August 31 2017	August 31 2016
		This is a summarized version of the fin	anical statements audited by Blue & Co., LLC		
ASSETS			REVENUE		
Cash	96	98	Earned Revenue		
Pledges & Other Receivables (net)	5,408	4,892	Ticket Sales & Fee Income	10,737	8,723
Prepaid Expenses & Other Assets Property & Equipment (net)	486 2,753	702 2,850	Rental Income	619	524
Interest in Net Assets of the ISO Foundation	98,235	93,016	Program Advertising Education	178	137
TOTAL ASSETS	106,978	101,558	Other Earned Revenue	158 131	152 105
101121135213	100,770	101,550	Total Earned Revenue	11,823	9,641
LIABILITIES			Contributed Income		
Accounts Payable & Accrued Expenses Other Liabilities	1,556 144	2,182 199	Annual Fund	8,885	9,067
Deferred Revenue	2,570	2,885	Capital Campaign	-	243
Intercompany Loans	804	-	Project Funding	476	485
Line of Credit	6,612	6,110	Other Contributed Income	238	238
Pension Liability	2,932	5,866	Total Contributed Income	9,599	10,033
TOTAL LIABILITIES	14,618	17,242	ISO Foundation	4,591	5,577
NET ASSETS			TOTAL REVENUE	26,013	25,251
Unrestricted Net Assets			EXPENSES		
General Operating	(9,041)	(9,068)	Orchestra Operations	10,289	10,556
Pension Plan Board Designated	(3,732)	(7,155) 39	Concert Production	6,322	5,935
Facilities and Other	(171)	-	General & Administrative Marketing	2,462 2,036	2,522 2,037
Total Unrestricted Net Assets	(12,944)	(16,184)	Facilities	1,683	1,592
Tomporavily Postvicted			Development	1,306	1,387
Temporarily Restricted	7.070	7.404	Learning Community	705	725
Society ISO Foundation	7,070 65,685	7,484 60,467	Patron Services Depreciation	409 470	391 421
Total Temporarily Restricted Net Assets	72,755	67,951	Other	304	246
Permanently Restricted	,,	0.7,00	TOTAL EXPENSES	25,986	25,812
ISO Foundation	32,549	32,549	CHANGE IN NET ASSETS,	27	(561)
			GENERAL OPERATING		
TOTAL NET ASSETS	92,360	84,316	ADJUSTMENTS TO CALCULATE NET CASH FLOW		
TOTAL LIABILITIES AND NET ASSETS	106,978	101,558	Defined Benefit Pension Plan Expense	489	638
			Cash Contribution to Pension Plan	4 09 -	(1,118)
			Depreciation Expense	470	421
			Capital Expenditures	(373)	(813)
			Advances on Intercompany Loans	804	1 460
			All Other Cash Flows (net)	(1,419)	1,469
			NET CHANGE IN CASH	(2)	(36)
FY 17 OPERATING INCOME BY SOURCE		DURCE	FY 17 OPERATING EXPENSE BY FUNCTION		
			100		
18% EARNED REVENUE PROGRAMS SOUTHWRITTEN INCOME.					
45% MANAGEMENT & GENERAL					

■ ISO FOUNDATION

37%

■ FUNDRAISING

WHY WE GIVE

The Indianapolis Symphony Orchestra relies on the generous support of our donors and sponsors to ensure our community is enriched with programming of the highest artistic quality. Throughout the year, our benevolent supporters share their reasons for giving to the ISO.

Several years after becoming subscribers, we realized that ticket sales are only a portion of funds necessary to sustain a major orchestra and retain excellent musicians. We wanted to do more so we became donors and that has allowed us to receive invitations to some exciting events. We are very proud to be part of the ISO and support its wonderful administrative staff.

- David & Barbara Malson, ISO Donors & Pops Subscribers





We understand the importance of the ISO and other cultural attractions as essential elements in creating and growing a well-rounded business environment and an attractive place to live. The Orchestra's educational programs and community outreach are essential to encouraging young people to play instruments as well as building future audiences.

- Peggy and Byron Myers, ISO Donors & Classical Subscribers

Working with the Indianapolis Symphony Orchestra is an extension of our commitment to make the world a better place. The ISO does so through music. We do it through food. And with that combination, the best in each field, it is hard to imagine a more uplifting partnership than Kroger Symphony on the Prairie.

– Katie Wolfram, Former President, Kroger Central Division





Printing Partners gives to the Symphony because it is good for business. Having a world-class symphony is essential to being a first-class city. The opportunity to attend Symphony performances is appreciated by our employees and proves to be an excellent form of client entertainment. We also support the educational outreach the Symphony provides. Through its *SymFUNy Sundays* performances, young audiences develop an understanding and appreciation of a wide range of music.

- Michael & Joel O'Brien, Corporate Sponsor, Printing Partners

ARTISTIC INITIATIVES

The **Krzysztof Urbański Artistic Initiatives Fund** is a unique opportunity for donors to support the ISO's classical programming and special presentations. As the ISO continues to scale new heights both on and off stage, the ability to extend and sustain philanthropic support for activities and projects is key to realizing organizational ambitions.

Urbański's unique leadership in developing the Lilly *Classical Series* and special projects make these initiatives some of the most compelling programs in symphonic music today. There are significant costs associated with producing classical subscription concerts and specials, and the intent of the **Krzysztof Urbański Artistic Initiatives Fund** is to provide funding to support Maestro Urbański's special initiatives over the coming seasons.





The Indianapolis Symphony Orchestra continually boasts some of the most exciting symphonic pops series and specials in the country. Principal Pops Conductor Jack Everly's special initiatives have produced year after year of capacity crowds, and his Printing Partners *Pops Series* has remained a longtime favorite in the Indianapolis arts community. The ISO has set up a special fund dedicated to Jack Everly's artistic vision — the **Jack Everly Artistic Initiatives Fund** — to provide support for pops programming in the coming seasons.

The Jack Everly Artistic Initiatives Fund provides support for:

- Music arrangements, licensing fees, sheet music production, and rights clearances
- Guest artist expenses including fees, travel, and incidentals
- Lighting design, stage design, costumes, choreography, and stage direction

The ISO was the first American orchestra to produce its own multi-disciplinary holiday program, and the IPL *Yuletide Celebration* continues in its 32nd year as the largest Broadway-style holiday presentation in North America. The **Yuletide Tradition Fund** was created to ensure this holiday tradition remains sparkling and jolly for future generations.

Investments in the **Yuletide Tradition Fund** help to cover the many costs involved in mounting Yuletide, including:

- Fees, travel, and lodging for singers and dancers
- Props and costumes
- Music rental and arranging
- Lobby décor and activities





At the close of the 2016-17 season, ISO donors contributed over \$450,000 in gifts and pledges to these three artistic initiative funds, above and beyond their annual support.

BY THE NUMBERS

- 181 Performances
- 295,556 Total Concert Attendance
- 123,668 Record-Breaking
 Kroger Symphony on the Prairie Attendance
- 1,239 volunteers contributed 28,681 hours of service to the ISO
- 4 balanced operating budgets in last 5 years
- 44% increase in new household attendance
- 9,997 Student Tickets Sold
- \$10,281,418 Total Overall Sales
- 4 Yoga with ISO Musicians sessions
- 4,873 Donors contributed 6,744 gifts totaling \$8.88 million in support of the ISO

THANK YOU DONORS, SPONSORS, & COMMUNITY!

The ISO is grateful to the following individuals, companies and foundations for their generosity and support in the 2016-2017 season. Each donor is a valued partner in our effort to achieve success on and off the stage. The listing reflects gifts processed from September 1, 2016 to August 31,2017. Every effort has been made to ensure the accuracy of this list. If you would like to join this team of loyal supporters, please contact the ISO Development office at 317.713.3343.

Dr. Sharon Hoog

\$100,000 AND ABOVE

Anonymous B. M. "Marti" Ripberger Yvonne H. Shaheen Marianne Williams Tobias

Anonymous

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