



UNITEDPERFORMINGARTSFUND



# ANNUAL REPORT

2018





Susan Gartell of Milwaukee Ballet Photo by Rachel Malehorn and Timothy O'Donnell;  
Milwaukee Youth Symphony Orchestra Photo by Ron Oshima;  
Christina Hall (Mrs. Lovett) and Andrew Varela (Sweeney Todd) in Skylight Music Theatre's *Sweeney Todd*

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ABOUT UPAF

The United Performing Arts Fund (UPAF) is a nonprofit, umbrella organization that supports 14 Member Group performing arts organizations and numerous Affiliate Groups in Southeastern Wisconsin through its annual fundraising campaign.

MISSION STATEMENT

“Secure community resources, promote the performing arts as a regional asset, and improve the quality of life through responsible investment in and financial support of the arts in Southeastern Wisconsin.”

2018  
EXECUTIVE  
COMMITTEE

**ROB SANDERS\***  
*Chair*

Chief Administrative Officer  
Children’s Hospital of Wisconsin

**TIM MATTKE\***  
*Treasurer*

Chief Financial Officer  
MGIC

**STEVE JOHNSON\***  
*Secretary*

President  
BMO Private Bank

2018 UPAF BOARD OF DIRECTORS

**KEVIN ANDERSON**

Milwaukee Region President,  
Old National Bank

**LESLIE BARBI**

Sr. VP of Public Investment,  
Northwestern Mutual

**JEFF BEHRING\***

Director, Private Equity & Debt Investments,  
Northwestern Mutual

**SCOTT BEIGHTOL**

Partner, Michael Best & Friedrich LLP

**STEVE BOOTH**

CEO, Baird

**CURT CULVER\***

Chairman, MGIC

**HEATHER DUNN**

Chief Financial Officer,  
West Bend Mutual Insurance Company

**PAUL EBERLE**

Deputy CEO, Husch Blackwell

**TAMI GARRISON**

Community Affairs, MillerCoors

**CHRIS GOLLER**

Regional President, PNC Bank

**DENNIS KOIS**

Community Volunteer

**DAVID LUBAR**

President & CEO, Lubar & Co.

**GREG MARCUS**

President & CEO, The Marcus Corporation

**TOM METCALFE**

President, We Energies and  
Wisconsin Public Service

**GEORGE MEYER**

CEO, Kahler Slater

**LYNN MINELLA**

Executive VP & Chief Human Resources Officer,  
Johnson Controls

**MARIE O’BRIEN**

President & CEO, Enterforce, Inc.

**STEVE RICHMAN**

Consultant, Richman Nonprofit Strategies

**JOE ROCK**

Managing Partner, KPMG

**JULIA TAYLOR**

President, Greater Milwaukee Committee

**JOHN UTZ**

President & Head of Corporate Banking,  
Associated Bank

**JOHN VAN DRISSE\***

Partner, PricewaterhouseCoopers, LLC

Denotes Executive Committee\*

UPAF PRESIDENT AND CEO



The United Performing Arts Fund (UPAF) is proud to have raised \$12,073,795 through our 2018 Campaign. This achievement is due in large part to the determination, dedication and drive of our Campaign Co-Chairs, Board of Directors, Campaign Cabinet, Workplace Giving Ambassadors, Member Groups, Volunteer Solicitors and staff. Thanks to your support, we allocated \$9,045,000 to ensure entertainment excellence in Southeastern Wisconsin. UPAF’s 14 Member Groups received a total of \$8,885,085 with the additional funds directed to smaller performing arts organizations through UPAF’s Affiliate Program. My heartfelt thanks to our donors, sponsors and volunteers for allowing UPAF to enhance Southeastern Wisconsin’s cultural, economic and educational vitality.

Several factors contributed to the success of the 2018 Campaign, including:

- Workplace Giving Campaigns raised \$454,261 in new money, a 2.3% increase from 2017.
- UPAF Bright Minds, sponsored by BMO Harris Bank, hit an all-time high with 11 Member Groups receiving a total of \$673,500, a \$73,500 increase over 2017, for arts education programming. Most of those dollars came from UPAF Notable Women, also sponsored by BMO Harris Bank, which raised \$78,000 in new money.
- Adopt an Artist, sponsored by Husch Blackwell, a program that connects companies with local talent, almost tripled in funding, bringing in \$57,000 from 114 small-to-mid-sized companies.
- Reinhart Attorneys at Law Final Stretch Match helped raise \$73,583.
- UPAF Connect, presented by Brico Fund, a community outreach program, brought in \$240,500. This program takes the arts into the neighborhoods while also bringing the neighborhoods to the arts. UPAF is partnering with 21 nonprofit organizations to ensure everyone in our community has the opportunity to enjoy the best in music, dance and theater.
- UPAF Dancing on the Green Golf Outing, presented by Associated Bank and chaired by Jim Mueller of Mueller QAAS, raised a record \$67,000.
- Next Generation UPAF, sponsored by We Energies Foundation, raised \$54,000 in new money bringing more than 120 new emerging leaders into the organization.

I would like to extend a sincere thank you to our three exceptional 2018 Co-Chairs – **Jim Borris, president and CEO of Zilber Ltd., Susan Martin, retired executive vice president of WEC Energy Group and Dave Vetta, Milwaukee region advisory board chair at First Business Bank.** Their tenacity, creativity, connections and business acumen were invaluable assets to our overall success.

On behalf of UPAF and the organizations we fund, thank you for believing in our mission to make a vibrant performing arts scene possible in the Greater Milwaukee area.

Sincerely,

**DEANNA L. TILLISCH**  
UPAF PRESIDENT & CEO



FINANCIAL STATEMENTS

Following are the audited United Performing Arts Fund 2018 and 2017 Statements of Financial Position and Statements of Activities for the years ended August 31, 2018 and 2017. The complete audit report and Form 990 are available at [www.UPAF.org](http://www.UPAF.org).

ASSETS	2018	2017
<b>CURRENT ASSETS:</b>		
CASH & CASH EQUIVALENTS	\$4,670,272	\$4,465,705
INVESTMENTS, AT FAIR VALUE	2,155,033	1,900,033
CONTRIBUTIONS RECEIVABLE, NET OF ALLOWANCE	3,382,871	3,667,999
ADVANCE PAYMENTS TO MEMBER GROUPS	950,000	1,342,133
PREPAID EXPENSES	11,328	22,932
<b>TOTAL CURRENT ASSETS</b>	<b>11,169,504</b>	<b>11,398,802</b>
LONG-TERM PORTION OF CONTRIBUTIONS RECEIVABLE, NET	357,098	432,948
PROPERTY AND EQUIPMENT, NET	11,914	12,071
<b>ENDOWMENT FUNDS:</b>		
BOARD DESIGNATED, 21ST CENTURY FUND	1,749,681	2,192,823
BENEFICIAL INTEREST IN ASSETS HELD AT THE GREATER MILWAUKEE FOUNDATION	1,099,688	1,044,060
<b>TOTAL ENDOWMENT FUNDS</b>	<b>2,849,369</b>	<b>3,236,883</b>
<b>TOTAL ASSETS</b>	<b>\$14,387,885</b>	<b>\$15,080,704</b>

LIABILITIES AND NET ASSETS	2018	2017
<b>CURRENT LIABILITIES:</b>		
ACCOUNTS PAYABLE	\$46,217	\$121,075
ACCRUED LEASE PAYABLE	15,969	22,276
ACCRUED COMPENSATION AND RELATED BENEFITS	231,619	216,385
DONOR DESIGNATIONS PAYABLE	1,381,910	1,746,204
<b>TOTAL CURRENT LIABILITIES</b>	<b>1,675,715</b>	<b>2,105,940</b>
<b>NET ASSETS:</b>		
UNRESTRICTED NET ASSETS		
UNDESIGNATED AND AVAILABLE FOR FUTURE OPERATIONS	2,285,308	1,787,627
DESIGNATED FOR FUTURE ALLOCATIONS TO MEMBER GROUPS AND AFFILIATES	6,285,817	6,719,413
SUBTOTAL	8,571,125	8,507,040
BOARD DESIGNATED, 21ST CENTURY FUND	1,749,681	2,192,823
<b>TOTAL UNRESTRICTED NET ASSETS</b>	<b>10,320,806</b>	<b>10,699,863</b>
TEMPORARY RESTRICTED NET ASSETS	2,391,364	2,274,901
<b>TOTAL NET ASSETS</b>	<b>12,712,170</b>	<b>12,974,764</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$14,387,885</b>	<b>\$15,080,704</b>

	2018				2017			
REVENUE	UNRESTRICTED	BOARD DESIGNATED	TEMPORARILY RESTRICTED	2018 TOTAL	UNRESTRICTED	BOARD DESIGNATED	TEMPORARILY RESTRICTED	2017 TOTAL
<b>PUBLIC SUPPORT</b>								
GROSS CAMPAIGN CONTRIBUTIONS	\$10,573,389	—	\$850,729	\$11,424,118	\$10,917,868	—	\$714,771	\$11,632,639
LESS DONOR DESIGNATIONS	(1,897,268)	—	—	(1,897,268)	(1,946,204)	—	—	(1,946,204)
LESS PROVISION FOR UNCOLLECTIBLE PROMISES	(266,035)	—	—	(266,035)	(294,000)	—	—	(294,000)
NET CAMPAIGN CONTRIBUTIONS	8,410,086	—	850,729	9,260,815	8,677,664	—	714,771	9,392,435
SPECIAL EVENT INCOME	520,318	—	—	520,318	519,195	—	—	519,195
DONATED SERVICES	371,412	—	—	371,412	471,267	—	—	471,267
<b>TOTAL PUBLIC SUPPORT</b>	<b>9,301,816</b>	<b>—</b>	<b>850,729</b>	<b>10,152,545</b>	<b>9,668,126</b>	<b>—</b>	<b>714,771</b>	<b>10,382,897</b>
<b>NONOPERATING REVENUE</b>								
INVESTMENT RETURN	4,079	411,858	—	415,937	3,459	346,690	—	350,149
RETURN ON BENEFICIAL INTEREST IN ASSETS HELD AT GREATER MILWAUKEE FOUNDATION	—	—	91,659	91,659	—	—	99,914	99,914
NONOPERATING REVENUE	4,079	411,858	91,659	507,596	3,459	346,690	99,914	450,063
APPROPRIATION FOR EXPENDITURE	891,031	(855,000)	(36,031)	—	977,357	(880,000)	(97,357)	—
NET ASSETS RELEASED FROM RESTRICTIONS	789,894	—	(789,894)	—	694,340	—	(694,340)	—
<b>TOTAL REVENUE</b>	<b>10,986,820</b>	<b>(443,142)</b>	<b>116,463</b>	<b>10,660,141</b>	<b>11,343,282</b>	<b>(533,310)</b>	<b>22,988</b>	<b>10,832,960</b>
<b>EXPENSES</b>								
<b>PROGRAM SERVICES</b>								
ALLOCATIONS TO MEMBER ORGANIZATIONS AND AFFILIATES	7,382,374	—	—	7,382,374	7,622,173	—	—	7,622,173
OTHER MEMBER SUPPORT	669,458	—	—	669,458	609,286	—	—	609,286
COMMUNITY ENGAGEMENT	407,020	—	—	407,020	159,853	—	—	159,853
AWARENESS	1,007,764	—	—	1,007,764	1,170,374	—	—	1,170,374
<b>TOTAL PROGRAM SERVICES</b>	<b>9,466,616</b>	<b>—</b>	<b>—</b>	<b>9,466,616</b>	<b>9,561,686</b>	<b>—</b>	<b>—</b>	<b>9,561,686</b>
<b>SUPPORTING ACTIVITIES</b>								
ADMINISTRATIVE EXPENSES	363,378	—	—	363,378	402,786	—	—	402,786
FUNDRAISING	1,092,741	—	—	1,092,741	1,265,004	—	—	1,265,004
<b>TOTAL SUPPORTING ACTIVITIES</b>	<b>1,456,119</b>	<b>—</b>	<b>—</b>	<b>1,456,119</b>	<b>1,667,790</b>	<b>—</b>	<b>—</b>	<b>1,667,790</b>
<b>TOTAL EXPENSES</b>	<b>10,922,735</b>	<b>—</b>	<b>—</b>	<b>10,922,735</b>	<b>11,229,476</b>	<b>—</b>	<b>—</b>	<b>11,229,476</b>
CHANGE IN NET ASSETS	64,085	(433,142)	116,463	(262,594)	113,806	(533,310)	22,988	(396,516)
<b>NET ASSETS AT BEGINNING OF YEAR</b>	<b>8,507,040</b>	<b>2,192,823</b>	<b>2,274,901</b>	<b>12,974,764</b>	<b>8,393,234</b>	<b>2,726,133</b>	<b>2,251,913</b>	<b>13,371,280</b>
<b>NET ASSETS AT END OF YEAR</b>	<b>\$8,571,125</b>	<b>\$1,749,681</b>	<b>\$2,391,364</b>	<b>\$12,712,170</b>	<b>\$8,507,040</b>	<b>\$2,192,823</b>	<b>\$2,274,901</b>	<b>\$12,974,764</b>



ALLOCATION AND GRANTS

UPAF has allocated a total of \$9,045,000 for the 2018-19 performing arts season to its 14 Member Groups and 15 Affiliates. UPAF’s Member Groups will receive a total of \$8,885,085, with the remaining \$159,915 going to UPAF Affiliates.

UPAF’s allocation to its Member Groups consists of:

- Unrestricted funding for operations to ensure sustainability.
- Funding based on a rigorous evaluation of management and finances.
- Participation in and support of the annual UPAF Campaign.

UPAF CORNERSTONE	2018 ALLOCATION TOTAL
FIRST STAGE	\$981,636
FLORENTINE OPERA COMPANY	796,082
MILWAUKEE BALLET*	1,097,197
MILWAUKEE REPERTORY THEATER	1,824,454
MILWAUKEE SYMPHONY ORCHESTRA	2,391,397
SKYLIGHT MUSIC THEATRE	525,681
TOTAL CORNERSTONES	\$7,616,447

\*Includes \$136K of pass-through support from Ballet Board for the Ballet’s Capital Campaign

MEMBER GROUP	2018 ALLOCATION TOTAL
BEL CANTO	\$45,756
DANCEWORKS	170,865
MILWAUKEE CHAMBER THEATRE	158,756
MILWAUKEE CHILDREN'S CHOIR	48,024
MILWAUKEE YOUTH SYMPHONY ORCHESTRA	427,203
NEXT ACT	144,522
PRESENT MUSIC	113,276
RENAISSANCE THEATERWORKS	160,236
TOTAL MEMBER GROUPS	\$1,268,638

UPAF BRIGHT MINDS, PRESENTED BY BMO HARRIS BANK

The following is a breakout of the portion of each Member Group’s allocation dedicated to their respective arts education programs. These dollars were awarded through UPAF Bright Minds, largely funded through the UPAF Notable Women Affinity Program.



MEMBER GROUP	2018 PROGRAM	2018 ARTS EDUC. GRANT
DANCEWORKS	MAD HOT BALLROOM & TAP	\$50,000
FIRST STAGE	FIRST STAGE THEATER ACADEMY	146,000
FLORENTINE OPERA COMPANY	OPERA IN THE SCHOOLS	30,000
MILWAUKEE BALLET	RELEVÉ	50,000
MILWAUKEE CHAMBER THEATRE	YOUNG PLAYWRIGHTS FESTIVAL	10,000
MILWAUKEE CHILDREN'S CHOIR	LAKE COUNTY CHILDREN'S CHOIR	5,000
MILWAUKEE REPERTORY THEATER	EMERGING ARTIST TRAINING	115,000
MILWAUKEE SYMPHONY ORCHESTRA	ARTS IN COMMUNITY EDUCATION (ACE)	92,500
MILWAUKEE YOUTH SYMPHONY ORCHESTRA	COMMUNITY PARTNERSHIP PROGRAMS	95,000
NEXT ACT	STUDENT COMMUNITY PROJECT/NEXT ACTORS	15,000
SKYLIGHT MUSIC THEATRE	ENLIGHTEN PARTNER SCHOOL INITIATIVE	65,000
TOTAL	TOTAL	\$673,500

UPAF AFFILIATE PROGRAM, SPONSORED BY BRIGGS & STRATTON



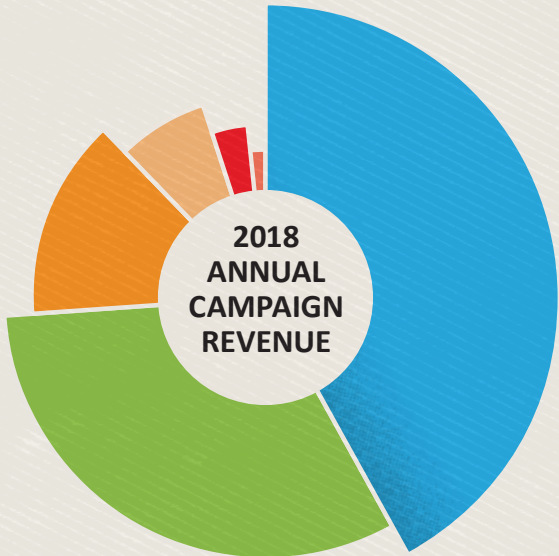
UPAF allocates funds to non-member performing arts groups through the UPAF Affiliate Program, sponsored by Briggs & Stratton, an annual grant program that funds specific projects. UPAF selects its Affiliates to reflect the performing arts excellence serving the region. No guarantee of funding year over year is intended nor implied in the Affiliate Program. Affiliates can also earn funding for their participation in and support of the annual UPAF Campaign.\*

2018 AFFILIATE	2018 GRANT AMOUNT
BLACK ARTS MKE	\$18,000
DARBY'S DANCERS	1,000
FESTIVAL CITY SYMPHONY	5,500
FRANKLY MUSIC	4,500
IN TANDEM THEATRE	10,000
KETTLE MORaine SYMPHONY	4,000
LATINO ARTS	15,000
MILWAUKEE OPERA THEATRE	5,000
RACINE SYMPHONY ORCHESTRA	10,000
SHARON LYNNE WILSON CENTER	10,000
THEATRE GIGANTE	3,500
WILD SPACE DANCE COMPANY	5,000
WINDFALL THEATRE	2,500
WISCONSIN CONSERVATORY OF MUSIC	1,500
WISCONSIN PHILHARMONIC	1,500
TOTAL	\$97,000

\*An additional \$62,915 was allocated to participating Affiliates for the 2018 Campaign



2018 UPAF CAMPAIGN BY THE NUMBERS



- 37.7% **BUSINESSES AND MATCHING GIFTS**
- 32.5% **WORKPLACE GIVING CAMPAIGNS**
- 21.0% **INDIVIDUAL GIVING**
- 4.8% **UPAF RIDE FOR THE ARTS, SPONSORED BY MILLER LITE, AND OTHER SPECIAL EVENTS**
- 3.6% **FOUNDATIONS**
- 0.4% **OTHER (INVESTMENT INCOME)**

2018 CAMPAIGN CO-CHAIRS



**JIM BORRIS**  
PRESIDENT & CEO,  
ZILBER LTD.

**SUSAN MARTIN**  
RETIRED EXECUTIVE  
VICE PRESIDENT,  
WEC ENERGY GROUP

**DAVE VETTA**  
MILWAUKEE REGION  
ADVISORY BOARD CHAIR,  
FIRST BUSINESS BANK

MEMBER GROUPS AND AFFILIATES

CORNERSTONE GROUPS

- First Stage
- Florentine Opera Company
- Milwaukee Ballet
- Milwaukee Repertory Theater
- Milwaukee Symphony Orchestra
- Skylight Music Theatre

MEMBER GROUPS

- Bel Canto Chorus
- Danceworks, Inc.
- Milwaukee Chamber Theatre
- Milwaukee Children’s Choir
- Milwaukee Youth Symphony Orchestra
- Next Act Theatre
- Present Music
- Renaissance Theaterworks

2018 AFFILIATE GROUPS

- Black Arts MKE
- Darby’s Dancers
- Festival City Symphony
- Frankly Music
- In Tandem Theatre
- Kettle Moraine Symphony
- Latino Arts
- Milwaukee Opera Theatre
- Racine Symphony Orchestra
- Sharon Lynne Wilson Center
- Theatre Gigante
- Wild Space Dance Company
- Windfall Theatre
- Wisconsin Conservatory of Music
- Wisconsin Philharmonic

UPAF does not charge membership fees or annual dues to its Member Groups or Affiliates in order for them to receive funding.

TOTAL DOLLAR AMOUNT RAISED DURING 2018 CAMPAIGN

**\$12,073,795**

TOTAL DOLLAR AMOUNT ALLOCATED

**\$9,045,000**

TO MEMBER GROUPS

**\$8,885,085**

TO AFFILIATES

**\$97,000**

AN ADDITIONAL \$62,915 WAS ALLOCATED TO PARTICIPATING AFFILIATES FOR 2018 CAMPAIGN SUPPORT

NUMBER OF CABINET MEMBERS

**41**

**We Energies Foundation**

NUMBER OF WORKPLACE GIVING CAMPAIGNS

**175**

NUMBER OF NEXT GENERATION UPAF MEMBERS

**634**

NUMBER OF INDIVIDUALS WHO PARTICIPATED IN WORKPLACE GIVING CAMPAIGNS

**15,520**

NUMBER OF UPAF NOTABLE WOMEN

**463**

TOTAL DOLLAR AMOUNT RAISED BY NEXT GENERATION UPAF, SPONSORED BY WE ENERGIES FOUNDATION

**\$832,728**

(\$53,142 IN NEW MONEY AND 120 NEW MEMBERS)

WAUKESHA COUNTY RAISED MORE THAN

**\$1.6 MILLION**

TOTAL DOLLAR AMOUNT RAISED BY UPAF NOTABLE WOMEN, SPONSORED BY BMO HARRIS BANK

**\$463,000**

(\$78,000 IN NEW MONEY)

TOTAL DOLLAR AMOUNT RAISED FOR UPAF CONNECT, PRESENTED BY BRICO FUND

**\$240,500**

TOTAL DOLLAR AMOUNT RAISED AT UPAF’S ‘DANCING ON THE GREEN’ GOLF OUTING

**\$67,674**

FOR ARTS EDUCATION, VIA BRIGHT MINDS, SPONSORED BY BMO HARRIS BANK

**\$673,500**

**Miller Lite**

TOTAL NUMBER OF DONORS TO THE 2018 CAMPAIGN

**19,212**

**BMO Harris Bank**



AFFINITY PROGRAMS

Next Generation UPAF, sponsored by We Energies Foundation, is an Affinity Program whose members are dedicated to cultivating awareness of, encouraging engagement in and promoting philanthropy for UPAF and the performing arts with the next generation of community leaders. Membership is open to emerging leaders who contribute \$500 or more each year.



2018 NEXT GENERATION UPAF CO-CHAIRS



KERRI KILBOURNE  
Bostik



SAMANTHA MALDONADO  
Community Volunteer



TIM STEWART  
DeWitt Ross & Stevens

NEXT GENERATION UPAF COUNCIL MEMBERS

Adam Bartos, MSI Data

Caryn Esten, Froedtert Hospital

Matt Hills, DeWitt Ross & Stevens

Betsy Katschke, Waukesha County  
Business Alliance

Mike Kellman, North Shore Bank

Mike King, Zilber, Ltd.

Jason Lininger, KPMG

Erica Lythjohan, BMO Harris Bank

James Madlom, Mueller Communications

Josh Palleon, BMO Harris Bank

Jim Ramsey, EY

Emily Shircel, Quarles & Brady LLP

Brooke Tabbert, Junior Achievement

Martin Tierney, Michael Best & Friedrich

Craig Williams, We Energies

2018 NEXT GENERATION UPAF EXECUTIVE LEADERSHIP SERIES

Members of the Next Generation UPAF Executive Leadership Series are donors who give \$1,000 or more. They are invited to attend events hosted by prominent Milwaukee-area CEOs as well as attend special Member Group open rehearsals.

Julie Anding	Raye Daugherty	Tom Irgens	Patrick Morrell	Sarah Sobeck
Christopher Austin	Meg Dean	Jason Jahn	Patrick Mutsune	Katy Sommer
Wanda Austin	Sharon deGuzman	Robert Jansen	Tessa Myers	Shawn Spartz
Christopher Baker	Kathleen Dohearty	Renee Johnson	Cory Nettles	Aaron Stehling
Christine Baranoucky	Penniston	Amy Junker	Chris Nolte	Chad Steighner
Jane Barr Mowad	Matt Domski	Kara Kaiser	Adam Nowaczynski	Timothy Stewart
Ann Barrett	Earl Doyle	Bradley Kalscheur	Lindsay Olson	Kim Stoll
Nora Barry	Caroline Dumont	Jade Kazmierski	Amy O'Mara	Faiza Strain
Adam Bartos	Heather Dunn	James Keal	Bruce Osgood	Beth Straka
Chad Bauman	Margaret Edmunds	Bridgette Keating	Joe Packee	Michael Stull
Jeff Behring	Joshua Erickson	Michael Kellman	Maura Packham	Charlie Sweet
Mark Benskin	Caryn Esten	Daniel Kempken	Josh Palleon	Sarah Thomas Pagels
Jeb Bentley	Joseph Fikejs	Kerri Kilbourne	Harry Partsafas	Rae Thuot
Cheryl Berry	Scott Fischer	Mike King	Anand Patel	Laura Thurow
Mark Blumenberg	Michelle Fitzgerald	Mike Klein	Laura Peck	Anne Tidmore
Danielle Bly	Moira Fitzgerald	Krystine Koike	Jeffrey Peelen	Martin Tierney
Brian Brewer	Alec Fraser	David Koning	Craig Peotter	Josh Tillman
Joshua Bronikowski	Kevin Frisinger	Alex Kramer	Daniel Pfeiffer	Brian Timmis
Karen Brunow	Tony Fuerst	Larry Kramer	Nicole Pienkos	Haruki Toyama
Wendy Burke	David Gay	Michael Kramer	Jennifer Pieper	Daniel Tranchita
Erin Burke	Joseph Gehrke	Jeff Krause	Joe Pieper	Greg Treichel
Bladen Burns	Steve Gigot	Rick Krueger	Corrie Prunuske	Dani Turer
Mike Burzynski	Gregory Gomez	Dave Krutz	Shawn Puechner	Bradley Viegut
Jodi Buskel Ristau	Patrick Goris	Adrian Kunda	Jim Ramsey	Alvin Vitangcol
Timothy Butler	David Gourlay	Cheryl Lang	Andrew Rebstock	Eric Waldron
Tim Byrne	Alexander Graf	Chris Layden	Dan Renouard	Joseph Walicki
Michael Byrnes	Laura Grebe	Laura Lindner	Jennifer Richards	Catherine Walker
Lisa Cadotte	Jeffrey Green	Mekisha Linton	Catherine Robinson	Michael Weckwerth
Glenn Cain	Joe Griffin	Joseph Loeb	Joe Rock	Joshua Welsh
Chris Calvelli	Barbara Grove	Kim Lueck	Tchernavia Rocker	Stephanie Wesselowski
Cheryl Carron	Penny Gutekunst	Matt Lueder	Kristin Rogge	Natalie Westphal
Amanda Chang	Stephen Guy	Scott Lurie	Tammy Rooou	Christine Williams
Tina Chang	Brian Haese	Erica Lythjohan	Alex Runner	Craig Williams
Marion Clendenen-Acosta	Maureen Halaska	Geoffrey Mackey	Lacey Sadoff	Ross Williams
Brian Cole	Laura Halfmann	James Madlom	Matt Sauer	Stacy Williams
Matthew Connolly	Mike Halloran	Melinda Mahdasian	Christine Schindler	Kamilah Williams-Kemp
Thomas Conway	Kellie Hamilton	Samantha Maldonado	Amy Schmidt Jones	Judith Williams-Killackey
James Cramton	Leah Handley-Zaffiro	Adriano Marson	Heidi Schneider	Peggy Williams-Smith
Aaron Cross	Leslie Hauser	Jennifer Mattes	Sarah Schneider	Joe Wilson
Dragomir Culav	Lashonda Hill	Tim Matcke	Jeff Schrom	Zachary Wolff
Christine Culver	John Himmelspach	Kathryn McCormack	Mary Shiely	Daniel Woods
Adam Czaia	Rebecca Himmelspach	Mark McDonald	Emily Shircel	Hillary Wucherer
Sarah Damsgaard	Bryan House	Tom Metcalfe	Sarah Slaughter	
Anza D'Antonio	Christine Howard	Christian Mitchell	Joshua Smith	
	Brenda Hutchinson	Theodore Molinari	Jud Snyder	



UPAF NOTABLE WOMEN

UPAF Notable Women, sponsored by BMO Harris Bank, is an Affinity Program designed to help fulfill the critical need for arts education to support our next generation in reaching its full potential. Members are committed to ensuring that all our region’s children have access to high quality arts education. Women may join by making a new or increased donation of \$1,000 to UPAF. Men may also show their support by contributing on behalf of a notable woman in their lives.

Dollars raised through UPAF Notable Women are awarded through UPAF Bright Minds, sponsored by BMO Harris Bank, which distributes funding to UPAF Member Groups for specific arts education projects. Arts programming increases confidence, academic performance, innovative and critical thinking, and discipline, particularly for at-risk students. This grant program enables UPAF to report back to UPAF Notable Women members on the impact of their contribution.

Patricia K. Ackerman	Betsy Brenner	Paula Eberle	Cheryl Harvey
Gina Alberts Peter	Laura Brewer	Linda Edelstein	Kathy Hauske
Maria Alegria	Maureen Browning	Margaret Edmunds	Beth A. Healy
Deborah Altshul-Stark	Joan Bruce	Kathy-Ann Edwards	Linda Heater
Deborah Anderson	Karen Brunow	Sue Ela	Jill Heavenrich
Nicole Angresano	Andrea Bryant	Mary Emory	Katie Heil
Laura J. Arnow	Kathie Buono	Rachel English	Doris H. Heiser
Amy Arzbaecher	Elaine Burke	Desiree Erickson Beightol	Jackie D. Herd-Barber
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Megan Arzbaecher	Murph Burke	Caryn B. Esten	Renee Herzing
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\*Indicates Tributes

COMMUNITY OUTREACH PROGRAM

UPAF CONNECT

UPAF works with local nonprofits to connect world-class performing arts experiences with those who may not otherwise have access to these cultural assets. UPAF strongly believes that everyone in the community should have the chance to embrace the magic of music, dance and theater.

UPAF Connect makes the performing arts more accessible to Milwaukee-area nonprofits by bringing new audiences to UPAF Member Group productions and taking the performing arts out into communities. All participating groups will enjoy up to six activities per year.

UPAF Connect Nonprofit Partners:

Big Brothers Big Sisters of Metro Milwaukee	Dominican Center	Milwaukee Water Commons	St. Augustine Preparatory Academy
Boys and Girls Clubs	Havenwoods Economic Development Corporation	Neighborhood House	United Community Center
Clean Wisconsin	La Casa de Esperanza	PEARLS for Teen Girls	Unity in Motion
COA Youth and Family Centers	Life Navigators	Penfield Children’s Center	Wisconsin Voices
Cristo Rey Jesuit Academy	Meta House	Silver Spring Neighborhood Center	The Women’s Center
		Sojourner Family Peace Center	

\*UPAF Connect sponsors are indicated on page 16 & 18 by +





2018 SPOTLIGHT ON INDIVIDUALS

UPAF is proud to recognize the generous support received from all donors throughout the community. This year during the 2018 Campaign, more than 185 donors gave at a level of \$5,000 or more. Please join UPAF in thanking these donors for their extreme generosity to the 2018 Campaign, and in thanking all our donors who are vital to the support of the performing arts.

2018 CAPSTONE SOCIETY (\$20,000+)

As a member of the Capstone Society, donors may designate \$3,000 to the UPAF Member Group(s) of their choice for every \$10,000 donated.

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2018 ARTIST SOCIETY, Sponsored by U.S. Bank Private Wealth Management (\$10,000-\$19,999)

Members of the Artist Society are given the opportunity to designated \$3,000 to one Member Group .

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DONOR LIST

2018 SPOTLIGHT ON FOUNDATIONS (\$1,000+)

UPAF is grateful for the foundations that made a gift to the 2018 Campaign. Their contributions not only assist in sustaining the vibrant performing arts scene in Southeastern Wisconsin, but also generate a positive influence that is spread throughout the community.

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A STANDING OVATION FOR OUR SPONSORS

UPAF would like to thank all of our 2018 sponsors. Our sponsors make the UPAF Ride for the Arts, Next Generation UPAF, UPAF Notable Women, UPAF Bright Minds, UPAF Connect and many special events and initiatives throughout the campaign possible.

 <b>\$125,000+</b>	 <b>\$100,000+</b>	 <b>\$60,000+</b>	 <b>\$35,000+</b>	 <b>\$35,000+</b>
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Recognition includes all direct corporate gifts, matching gifts and sponsorship dollars of \$500+.

UPAF would like to thank the many corporations that made a gift to the 2018 Campaign. These businesses set the standard for leadership and philanthropy, with their generous donations demonstrating their understanding of and commitment to the positive effect that the performing arts have in Southeastern Wisconsin.

 <b>\$800,000+</b>	 <b>\$700,000 - \$799,999</b>	 <b>\$500,000 - \$699,999</b>
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WORKPLACE GIVING CAMPAIGNS DESERVE A ROUND OF APPLAUSE

UPAF would like to extend thanks to the **175** companies that hosted a Workplace Giving Campaign this year. UPAF is proud to partner with these companies and their employees in support for the performing arts that bring so much to our community. Dollar categories based on dollars given through 2018 Workplace Giving Campaigns.



\$900,000+

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U.S. Bancorp Foundation

\$50,000-\$99,999

Associated Bank  
Foley & Lardner  
Medical College of Wisconsin  
MGIC Investment Corporation

\$30,000-\$49,999

Advocate Aurora Health  
Badger Meter  
Children's Hospital and Health System  
Froedtert Health  
ManpowerGroup  
Michael Best & Friedrich  
PricewaterhouseCoopers  
United Performing Arts Fund  
West Bend Mutual Insurance Company  
Zilber Ltd.

\$20,000-\$29,999

City of Milwaukee  
Deloitte  
EY  
FIS  
Godfrey & Kahn  
Harley-Davidson  
Husch Blackwell

Marquette University  
Reinhart Boerner Van Deuren

\$10,000-\$19,999

A.O. Smith  
Capital Midwest Funds  
First Business Bank - Milwaukee\*  
Hal Leonard  
Johnson Financial Group  
Kahler Slater  
Milwaukee Area Technical College  
Milwaukee Brewers Baseball/Brewers Community Foundation  
Milwaukee County  
State Employees Combined Campaign  
STRATTEC SECURITY CORPORATION  
SysLogic\*  
United Way of Greater Milwaukee & Waukesha County  
von Briesen & Roper  
Weyco Group

\$5,000-\$9,999

Bel Canto Chorus  
Bostik  
Briggs & Stratton Corporation  
CBRE, Inc.  
CliftonLarsonAllen  
Cramer-Krasselt  
Davis & Kuelthau  
DeWitt Ross & Stevens\*  
Emory & Co.  
Employ Milwaukee  
EnterForce\*  
First Stage  
GRAEF  
Greater Milwaukee Committee  
HUSCO International\*  
KPMG  
Marcus Center for the Performing Arts  
Marcus Investments

Milwaukee Metropolitan Sewerage District (MMSD)  
Milwaukee Public Schools  
Milwaukee Repertory Theater  
Milwaukee Symphony Orchestra  
Milwaukee Youth Symphony Orchestra (MYSO)  
North Shore Bank\*  
Northwestern Mutual-Downtown Milwaukee  
Park Bank  
Shorewest Realtors\*  
SVA\*  
VJS Construction Services\*  
Waukesha County\*

\$1,000-\$4,999

American Red Cross  
Andrus Intellectual Property Law  
Badger Mutual Insurance  
BizTimes Milwaukee  
Borgelt, Powell, Peterson & Frauen  
Boyle Fredrickson  
Boys & Girls Club of Greater Milwaukee  
Branigan Communications  
Burke Properties  
Catholic Financial Life  
CIBC Bank USA  
City of West Allis  
Danceworks  
Engberg Anderson  
Eppstein Uhen Architects  
Fox, O'Neill & Shannon  
Geneva Capital Management  
Gimbel, Reilly, Guerin & Brown  
Goodwill Industries of Southeastern Wisconsin  
Greater Milwaukee Foundation  
Gustave A. Larson Company\*  
Hansen Reynolds Dickinson Crueger  
Hanson Dodge Creative

\* Indicates new or increased gift    <sup>+</sup> UPAF Connect sponsor    <sup>o</sup> UPAF Bright Minds sponsor    <sup>x</sup> Westside companies/donors/sponsors



Housing Authority of the City of Milwaukee	RSM	HNI Risk Services*
Hunger Task Force	Sharon Lynne Wilson Center for the Arts*	HNTB Corporation
Independence First	Sikich*	Hupy & Abraham
Ixonia Bank*	Skylight Music Theatre	Milwaukee Art Museum
Jacobus Wealth Management	Strang, Inc.*	Milwaukee Children’s Choir
Lauber Business Partners	TAYLAR Development	Milwaukee Public Museum
Life Navigators	United Community Center	Milwaukee Valve*
The Lowe Group	VISIT Milwaukee	Morgan Stanley - Brookfield Branch*
Meta House	Warshafsky, Rotter, Tarnoff & Bloch	Mount Mary University
Metropolitan Milwaukee Association of Commerce	Waukesha County Business Alliance*	MWH Law Group
Milwaukee Ballet	WISN-Channel 12	National Exchange Bank*
Milwaukee Business Journal	Ziegler Capital Management	Next Act Theatre
Milwaukee Chamber Theatre		Penfield Children’s Center
MRA - The Management Association*		Power Test*
Mueller Communications		Present Music
Ogletree Deakins Nash Smoak & Stewart PC*		Reilly Penner & Benton
O’Neil Cannon Hollman DeJong & Laing, S C		Riley Construction Company
Penta Technologies*		Shepherd Express
Plunkett Raysich Architects		Saputo Cheese USA, Inc.
RBC Wealth Management		Teuteberg Incorporated
Renaissance Theaterworks		Town Bank*
Rite-Hite Corporation		Versant Communications
RitzHolman CPAs		Vrakas*
Robertson Ryan & Associates		Wisconsin Conservatory of Music
		Zimmerman Architectural Studios

\* Indicates Westside companies/donors/sponsors



## ADOPT AN ARTIST DONORS

UPAF’s program Adopt an Artist, presented by Husch Blackwell recognizes companies that give a new or increased gift of \$500 or more. This program helps underwrite the cost of hiring talented artists that perform during the UPAF Campaign. This year, UPAF coordinated more than 500 performances at a cost of \$500 each.

Abbot Machine Charitable Foundation	Horizon Develop Build Manage	R & R Insurance Services Inc.
Acro Automation Systems Inc	House to Home Team	Realty Executives Integrity
American Transmission Company	Hydro-Thermal Corp	Reliable of Milwaukee
Anita’s Dance Center	Insperity	Riley Construction Company
Annex Wealth Management	Integrated Security Solutions, Inc.	Rinka Chung Architecture
Baker Tilly Virchow Krause	Irgens Development Partners, LLC	Selzer-Ornst Co.
BDO USA	J Pieper Consulting	Sentry Equipment Corp.
Berghammer Construction Corp.	Joe DeBelak Plumbing & Heating	Shepherd Express
BloodCenter of Wisconsin	JP Cullen & Sons, Inc.	SITE Staffing Inc.
Boucher Automotive Group Inc.	Keystone Click	Sommer’s Buick-GMC-Suburu
Brewers Radio Network	Kikkoman Foods Foundation, Inc.	Spancrete
Briohn Building	Knight Barry Title, Inc.	Spano Pratt Executive Search
Cain Industries Inc.	KS Energy Services	Team Logic IT
Capital Data	Landmark Credit Union	Town Bank
Catalyst Construction	Lauber Business Partners	Travelers Insurance
Charleston Orwig Inc.	Living As A Leader, LLC	Trico Mfg Corporation
Chortek LLP	M E Dey & Co. Inc.	United Adworkers
CJ & Associates Inc.	Merrill Lynch	ValorCorps
Commerce State Bank	Milwaukee Regional Innovation Center Inc.	Valuation Research Corporation
Concorde Staff Source	Monkey Bar Gym-Milwaukee	Vrakas
Continental Properties Co., Inc.	Morgan Stanley Wealth Management	Walker Forge, Inc.
Dave Jones, Inc	Mueller QAAS	Waukesha Metal Products
Deloitte	National Exchange Bank	Westbury Bank
DeWitt Ross & Stevens	New Berlin Plastics	Western National Mutual Insurance Company
Direct Supply	Niebler, Pyzyk, Carrig, Jelenchick & Hanley, LLP	Wisconsin Veterans Chamber of Commerce
EPIC Creative	Otto’s Wine and Spirits	Wisconsin Veterans Network
First American Title Insurance Company	Pella Windows & Doors of Wisconsin	Z2 Marketing
FocalPoint Coaching	Pen & Inc.	
Heritage Printing	Plunkett Raysich Architects, LLP	
Herus Group LLC	Precision Gears, Inc	
HGA		

## 2018 TRIBUTES

<b>Julie Bamberger</b> Judy Bamberger	<b>Kai Liebenstein</b> Grace Liebenstein
<b>Frank Boller</b> Kathy Williams	<b>Katie Moore</b> Charles Moore
<b>Kathleen Dohearty Penniston</b> Amy Lindner & Jason Kleist	<b>Stephanie Mortimore</b> William C. & M. Camille Mortimore
<b>Brian &amp; Heather Dunn</b> Derek Tyus	<b>Larry Muskevitch</b> Kelly Mickel
<b>Jeannie Fischer</b> Mary Nelson	<b>Racine Symphony Orchestra</b> Beth & Mark Bender
<b>Penny Forrest</b> Pen & Inc.	<b>Zoe Rickun</b> Josh & Chase Ferrer
<b>Lawrence &amp; Doris Taylor</b> Erynn Hertzfeldt	<b>Jack Stoiber</b> Brittany Kennedy
<b>Debra Johnson</b> Phyllis Lardinois	<b>David Yochum</b> Jeffrey Yochum
<b>Floramae Kliber</b> David Kliber	

## 2018 MEMORIAL

<b>Jay Balchunas</b> Mary & Donald Balchunas	<b>Elaine Lageson</b> Catherine Lageson Phyllis Petri
<b>Barbara Blutstein</b> Mark Blutstein	<b>Peggy McKendry</b> Michelle & Robert Burmeister
<b>Sue Dragisic</b> Robyn Baken Sue-Ellen Beauregard Ronald & Mary Bero John Dedrick The Edgewater Hotel, LLC James Flint David Klein Mike & Kathy McGinn Mr. & Mrs. Frederick A. Muth, Jr. Jeffrey Parisi Mr. & Mrs. James Petrie Ed & Pamela Quebbemann Pat and Mark Ruttum Margaret Sanders Patricia Townsend Jennifer Valenti Gundy Walton	Jack & Patricia DerHovsepian Mark & Peg Humphrey
	<b>William McNamara</b> Judith McNamara
	<b>Ronald Melby</b> Janet & Shelby Keith Dixon
	<b>Phoebe Parsons</b> Stuart Parsons
	<b>Mary Jo Schauer</b> Gayle Best Pam Klumb Cynthia Kuzminski John Melby Katherine Schauer Lauren & Richard Schauer Jeffrey & Mary Jane Schlax Richard Vaden
<b>Karla Harris</b> Clarence Harris, Jr.	<b>Timothy Schildt</b> Jennifer Valenti
<b>Fred Ives</b> Eileen Klockow	<b>Roger Woppert</b> Thomas Woppert
	<b>Norton Zarem</b> Marshal Zarem

## IN-KIND DONORS TAKE A BOW

Inclusive of UPAF Ride for the Arts, sponsored by Miller Lite

Associated Bank	Tracy Foss	Melina Marcus, Rebel Green	Saz’s
Aquafina	Garland Hotel	Meijer	Schlitz Audubon Nature Center
Baird	Gatorade	MillerCoors	Shepherd Express
Beer Capitol Distributing Co., Inc.	Laura Gerke	Milwaukee Brewers Baseball/ Brewers Community Foundation	Southwest Airlines
Boelter Companies	Gourmet Foods International	Milwaukee Bucks	Summerfest
BOSE	Harley-Davidson	Milwaukee Business Journal	Surg Restaurant Group
Branigan Communications	iHeartMedia Milwaukee	Milwaukee Radio Alliance	Kayla Tillisch
Brewers Radio Network	Italian Community Center/ Cafe LaScala	Milwaukee Radio Group	UHLE Tobacco Company Inc.
Brookfield Cycle Bar	Johnson Brothers Beverages	Otto’s Wine and Spirits	University Club
Cedar Crest Ice Cream	Journal Sentinel	PepsiCo	US Foods
Central Standard Craft Distillery	Kahler Slater	PNC	Usinger’s Famous Sausage
Colectivo Coffee	Kendra Scott	PODS	Waukesha Freeman
Crave Bar and Food	Kessler’s Diamond Center	Positive Polarity	WDJT-TV Channel 58
E. W. Scripps Company	Keystone Click	Potawatomi Hotel & Casino	We Energies
Entercom Radio	Kid Trax	Radio Caliente	The Westin Milwaukee
EPIC Creative	Kohler Chocolates	Realty Executives Integrity	Wisconsin Gazette
First Stage	LG Electronics USA	Reliable Water Services LLC	WISN-Channel 12
Fleming’s Prime Steakhouse & Wine Bar	The Marcus Corporation	Renaissance Theaterworks	Zilber Ltd.
	Marcus Hotel & Resorts	Sargento Foods Inc.	88Nine Radio Milwaukee
	Marcus Promotions, Inc.	Saris	Wheel & Sprocket Bike Shop