

2023

United Performing Arts Fund
Community Campaign

Ambassador Training





Campaign Video

Welcome to UPAF

The United Performing Arts Fund (UPAF) is *essential* to **preserving a vibrant performing arts scene** throughout Southeastern Wisconsin. As the largest donor to all 14 Members, UPAF ensures not only their vitality, but also their sustainability.

For the past five decades the UPAF mission has been to:

- **Raise much-needed dollars** to ensure entertainment excellence
- **Promote the performing arts** as a regional asset
- Responsibly **steward the dollars** our donors so generously give us

Supporting UPAF truly is a local investment in the Community.



UPAF's four-star Charity Navigator rating demonstrates to donors the organization's commitment to financial management, accountability and transparency.



55 Years of Arts Excellence

- **More than 1,200,000 people** annually experience performances in our venues and educational programming in our schools. To compare, the Milwaukee Bucks have 700,000 regular season attendees.
- Because UPAF Members exist, an **additional \$80+ million of consumer spending** is generated for our local economies
- More than **\$200 million** investment, predominantly from private philanthropy, for our **Cultural Infrastructure – Baumgartner Center for Dance; Bradley Symphony Center; Marcus Performing Arts Center; Milwaukee Youth Arts Center; REP Associated Bank Theater Center**



2022 UPAF Fundraising by the Numbers

TOTAL DOLLAR AMOUNT RAISED DURING 2022 CAMPAIGN

\$10,782,496

TOTAL DOLLAR AMOUNT ALLOCATED

\$8,267,000

TO MEMBERS

\$7,976,806

TO AFFILIATES

\$290,194

TOTAL NUMBER OF DONORS
TO THE 2022 CAMPAIGN

13,400

NUMBER OF WORKPLACE
GIVING CAMPAIGNS

160

NUMBER OF
COMPANY DONORS

147

With one gift, a UPAF donor supported
47 organizations throughout
Southeastern Wisconsin



Who Does UPAF Support?

UPAF is an organization which supports 14 performing arts Members



MILWAUKEE BALLET



UPAF has received a 4-star Charity Navigator rating since 2012, this demonstrates to donors the organization's commitment to financial management, accountability and transparency.

Who Does UPAF Support?

UPAF is an organization which supports 14 performing arts Members



MILWAUKEE BALLET



UPAF has received a 4-star Charity Navigator rating since 2012, this demonstrates to donors the organization's commitment to financial management, accountability and transparency.

2022-23 UPAF Affiliates

Returning Affiliates:



2023 UPAF Affiliates

New Affiliates:

APERI
ANIMAM
vocal early music ensemble




Click on a logo to access
the organization's
website

Visit UPAF.org for Upcoming Performance Schedule


UPAF makes every effort to provide the most up-to-date information in our performance calendar. However, periodic changes do occur. Please visit the website of the specific Member or Affiliate for the most up-to-date information.

START


04/05/2023




END




CATEGORY...



MEMBER GROUP...



☐ SMARTCARD OFFERS

 CLEAR


Milwaukee Repertory Theater

THE GREATEST LOVE FOR WHITNEY: A WHITNEY HOUSTON TRIBUTE CONCERT

APR


5

Renaissance Theaterworks

RESILIENT Theater by Alden T. Parnell
TIDY

APR


5

Marcus Performing Arts Center

DISNEY'S FROZEN

APR

6

Marcus Performing Arts Center

DISNEY'S FROZEN

APR

6

Present Music

NORTHERN LIGHTS

Milwaukee Repertory Theater

THE GREATEST LOVE FOR WHITNEY

Renaissance Theaterworks

RESILIENT Theater by Alden T. Parnell
TIDY

Racine Symphony Orchestra

MASTERWORKS – SEVEN

UPAF MEMBER IMPACT

Throughout the 2021-22 Season:

Local Artists
employed

1,995

Safe, in-person
performances

1,533

1 in 5

Performances free
to the public

150,000

Students from 1,200 partner
schools participated in arts
education programming

More than 1,200,000 people annually experience performances in our venues and educational programming in our schools. To compare, the Milwaukee Bucks have 700,000 regular season attendees.

THE ARTS ARE MORE THAN ENTERTAINMENT



Prepares over 50,000 local students with the social-emotional skills to be successful in work and life.



Unites families and communities around free, high-quality performing arts experiences.



Ensures that those with disability or special needs have access to the magic of the arts through tailored programming.

Donors who contribute \$1,200 or more may designate 10% of their gift to one of these Community Impact Programs.

Transformative Arts Education for Southeastern Wisconsin's Children



Students with access to arts education achieve long-term, increased academic performance.

- Students engaged in arts education are **4x more likely to be recognized for academic achievement.**
- Students engaged in arts education have **higher SAT scores.**
- Students engaged in arts education are **3x more likely to pursue a bachelor's degree.**
- Low-income students with access to arts education are **2x more likely to graduate from college** than peers with no arts education.

Bright Minds Arts Education programming reaches nearly 50,000 children, reducing barriers to the arts.

- 80% of these students are economically disadvantaged.
- 70% identify as BIPOC.
- 20% are students with disabilities.



2023 UPAF YOUTH ENGAGEMENT



THE ARTS ARE ESSENTIAL

More than **300 performances are FREE to the community** – Chill on the Hill; the Indaba Band Shell; Marcus Center's Peck Pavilion, Sharon Lynn Wilson Center and so many more experiences made accessible to all.



2023 UPAF DIVERSITY



2017



2017



2010

Theater By Women
renaissance
THEATERWORKS
For Everyone

2002



2022

MARCUS
PERFORMING ARTS
CENTER

2021



2022



2016



2022



2021

THE ARTS ARE ESSENTIAL

\$.97 of every dollar invested in the performing arts stays LOCAL – paying artists; supporting small business partners and elevating our diverse Cultural Infrastructure.



2023 UPAF REGIONAL IMPACT



2016



2021



2017



2021



2016



2016



2010



2022



2022



2010



2022



First Stage Video

Your UPAF Campaign!

Make your campaign the best time of the year!



Planning Your Campaign

- Select Your Campaign Dates
- Submit your Workplace Giving Set Up Form
- Engage your leadership! The success of your campaign depends on it.
- Form a UPAF arts committee! Enlist a few department captains to brainstorm idea's and engage with their fellow employees! Invite any UPAF Next Gen or Notable Women to join.
- Explore the Prop Shop and performances and activities for your campaign

Events and Performances

- Ask your CEO to speak at your Kick-off event and send out a message announcing the campaign – Email Templates available in the Prop Shop
- Send an email out each day of the campaign and include a performance video or UPAF fact each day of your campaign
- Provide incentives for early bird donors
- Make it Memorable - There are easy activities like crazy hat day, trivia contests and online games. Do you have some daring employees? Challenge them to a talent contest!

Finish Strong

- Ensure all employees have entered a pledge
- Send out campaign results and a sincere thank you to everyone who participated
- Award prizes



Sprinkle the Fun! Visit the UPAF Prop Shop

[Performance Guide](#)

[Special Events](#)

Highlights of Designation & Donor Benefits

\$75 – Receive one voucher, plus restaurant discounts on the **SMART** CARD APP

\$150 – Receive one voucher plus the UPAF **SMART** CARD with BOGO offers for each UPAF Member.

\$350 – Double **SMART** Card benefits
Also, the starting entry point for Next Gen Members.

\$600 – Invitations to UPAF Open Rehearsals

\$1,200 – Eligible to designate 10% of your gift to the UPAF Community Impact Program of your choice.

All gifts of \$75 and above receive a **FREE VOUCHER** to a show! **PLUS**, donors will get a second **FREE VOUCHER** if they upgrade to the next tier!

Talking Points on Engaging Donors



Start with why. Share an experience you had with the performing arts. Why do the performing arts matter to you?



Explain how. Talk about the numerous ways UPAF supports the performing arts and the communities of Southeastern Wisconsin.



Describe what. Inform employees that, when they come together, their gifts have a tremendous impact on sustaining the performing arts.



Say thank you.

Visit UPAF.org to view all donor benefits.

AJ Bombers
Antiqua
Aria
ASH
Bacchus
Lake Park Bistro
Blue Bat
Bottle House 42
Bravo!
Carnevor
Casablanca
Giggly Champagne
& Wine Bar
Harbor House
I.d.
Joey Gerard's
Mason Street Grill
McBob's Pub & Grill
Milwaukee Chop
House
Milwaukee
Magazine
Mr. B's Steakhouse
Onesto
Pizza Man
Proof Pizza
Ristorante Bartolotta
Riverside Brewery &
Restaurant
Safe House
Saz's
Smoke Shack
Stella Van Buren
Taylor's People's
Park
Timmer's Resort
Tusk
Zarletti

The UPAF SMART CARD, sponsored by **Associated Bank**,
is an excellent selling tool to engage
employees in the arts.

Promote UPAF SMART CARD



THE SMART WAY TO
ENJOY ART.



With a donation of **\$150 or more**, SMART
CARD holders receive the following
benefits:

- **“Buy One, Get One Free” tickets** to one performance for each of UPAF’s 14 Member Groups, a **\$750 value!**
- **Discounts** at more than 25 popular area restaurants and businesses

*Plus, use the UPAF SMART CARD app to easily track and **redeem** benefits while on the go!*

2023 Giving Incentives

Support the Arts

Enjoy Exclusive Offers & Be Entered to Win Prizes

New or increased gift of \$150

- Two floor seats tickets to a Bucks game, value, \$4,512
- Kesslers 1ct. Total weight Newborn Lab created Diamond Stud Earrings in 14K White Gold, value \$1,485

New or increase gift of \$75

- Two Tickets to each UPAF Member, value \$1,176
- Las Vegas getaway/ a 2-night stay at The Platinum Hotel, value \$658

New or increased gift of \$50

- Four tickets to the Rep w/dinner certificate at St. Kate, value \$270
- Four Field Level tickets to a Brewers game, donated by the Milwaukee Brewers, \$260

2022 Winners from:

Northwestern Mutual, Froedtert, Foley & Lardner, and the General Public

2023 UPAF Community Events



UPAF Ride for the Arts

Sunday, June 4, 2023

Summerfest



Sign your Team up Today!



UPAF Golf Outing

Monday, July 17, 2023

North Shore Country Club

**Get a Foursome together
and join us for a
great day on the course!**

Let's Play Kahoot!



Resources and Contact Information:

[Prop Shop](#) – Your source for all of your Employee Giving Campaign needs

[Performance Calendar](#) – View a list of Upcoming Performances

[SMART CARD](#) – See the list of participating restaurants

[Community Impact Programs](#) – Find out more about Bright Minds, UPAF Connect and Kasey's Fund

[UPAF Affinity Groups](#) – UPAF has Next Generation for donors in their 20's, 30's and 40's as well as Notable Women who lift up Arts Education.

[What Your Dollar Does Flyer](#)

Your Employee Giving Campaign Partners:

Colleen Hider, Development Director chider@upaf.org 414-239-6295

Eric Reichelt, Advancement Coordinator, ereichelt@upaf.org 414-239-6282

Campaign Coordinators:

Sue Bugalski, sbugalski@upaf.org 414-239-6267

Deidra Edwards, Dedwards@upaf.org 414-239-6269

Gunna Middleton, Gmiddleton@upaf.org 414-239-6271

Gretchen Titus, Gtitus@upaf.org 414-239-6265





THANK YOU!!!
