



2019 Annual Report

SEE
YOUR
GIFT
INSPIRE





DEANNA TILLISCH
UPAF President & CEO

The United Performing Arts Fund (UPAF) is proud to have raised \$11,881,893 during our 2019 Campaign. This achievement is due in large part to the determination, commitment 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 \$8,820,000 to ensure entertainment excellence in Southeastern Wisconsin. UPAF’s 14 Member Groups received a total of \$8,644,318 with the additional funds directed to smaller performing arts organizations through UPAF’s Affiliate Program, sponsored by Briggs & Stratton. We give our 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 2019 Campaign, including:

- Workplace Giving Campaigns raised \$438,548 in new money and had an increase in employee participation.
- UPAF Bright Minds, sponsored by BMO Harris Bank, hit an all-time high with 10 Member Groups receiving a total of \$683,500 for arts education programming. Most of those dollars came from UPAF Notable Women, also sponsored by BMO Harris Bank, which raised \$71,000 in new money.
- Adopt an Artist, sponsored by Husch Blackwell, a program that connects companies with local talent, almost tripled in funding, bringing in \$99,000 from small-to-mid-sized companies.
- The Reinhart Attorneys at Law Final Stretch Match helped raise \$102,000.
- UPAF Connect brought in \$260,000, an increase of nearly \$20,000 from 2018. These funds will be used to connect the performing arts to individuals and families at UPAF’s 26 nonprofit partner organizations.
- UPAF Dancing on the Green Golf Outing, presented by Associated Bank and co-chaired by Marie O’Brien of Enterforce and Craig Jorgensen of VJS Construction, raised a record \$94,629.
- Next Generation UPAF, sponsored by We Energies, raised \$44,000 in new money bringing 90 new emerging leaders into the organization.

We would like to extend a sincere thank you to our three exceptional 2019 Co-Chairs – **Jim Barry, president of The Barry Company, Sandy Botcher, vice president of field Experience at Northwestern Mutual and Tim Stewart, partner and attorney at DeWitt LLP.** Their tenacity, creativity, dedication 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

4

ABOUT UPAF

Mission Statement

UPAF Member Groups & Affiliates

UPAF 2019 Co-Chairs

UPAF 2019 Board of Directors & Executive Committee

6

FINANCIAL STATEMENTS

8

ALLOCATION OF FUNDS

10

2019 UPAF CAMPAIGN BY THE NUMBERS

What Your Dollar Does - Artist Profile

12

AFFINITY PROGRAMS

Next Generation UPAF, sponsored by We Energies Foundation

UPAF Notable Women, sponsored by BMO Harris Bank

16

DONOR SPOTLIGHT

2019 Spotlight on Individuals

Capstone Society

Artist Society, sponsored by U.S. Bank Private Wealth Management

Maestro

Concertmaster

Golden Circle, sponsored by BMO Harris Bank

Corporations

Sponsors

Foundations

Adopt an Artist, sponsored by Husch Blackwell

Workplace Giving

UPAF Connect

In-Kind Donations

Tributes and Memorials

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.



UPAF proudly bears Charity Navigator’s highest distinction for nonprofits.

UPAF CORNERSTONE GROUPS



UPAF MEMBER GROUPS



2019 UPAF AFFILIATE GROUPS

- Above the Clouds

Black Arts MKE

Darby’s Dancers

Festival City Symphony

Frankly Music
- Kettle Moraine Symphony

Latino Arts

Milwaukee Opera Theatre

Optimist Theatre

Racine Symphony Orchestra

Sharon Lynne Wilson Center
- Theatre Gigante

Wild Space Dance Company

Windfall Theatre

Wisconsin Conservatory of Music

Wisconsin Philharmonic

2019 CAMPAIGN CO-CHAIRS



JIM BARRY
President,
The Barry Company



SANDY BOTCHER
Executive Vice President
of Field Experience,
Northwestern Mutual



TIM STEWART
Partner & Attorney,
DeWitt LLP

2019 UPAF BOARD OF DIRECTORS

- ROB SANDERS***
Chair
Chief Strategy Officer
SysLogic

KEVIN ANDERSON
Wisconsin Region CEO, Old National Bank

LESLIE BARBI
Community Volunteer

JEFF BEHRING*
Director, Private Equity & Debt Investments,
Northwestern Mutual

SCOTT BEIGHTOL
Partner, Michael Best & Friedrich LLP

STEVE BOOTH
CEO, Baird

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

DAVID LUBAR
President & CEO, Lubar & Co.
- TIM MATTKE***
Treasurer
Chief Financial Officer
MGIC

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.

HEATHER RAMIREZ*
Attorney / Community Volunteer

JOE ROCK*
Managing Partner, KPMG

JULIA TAYLOR
President, Greater Milwaukee Committee

BRENT TISCHLER
EVP; Director of Retail Banking, Associated Bank

JOHN VAN DRISSE*
Partner, PricewaterhouseCoopers, LLC

Denotes Executive Committee*

FINANCIAL STATEMENTS

Following are the audited United Performing Arts Fund 2019 and 2018 Statements of Financial Position and Statements of Activities for the years ended August 31, 2019 and 2018. The complete audit report and Form 990 are available at www.UPAF.org.

ASSETS	2019	2018
CURRENT ASSETS:		
CASH & CASH EQUIVALENTS	\$4,589,815	\$4,670,272
INVESTMENTS, AT FAIR VALUE	2,489,033	2,155,033
CONTRIBUTIONS RECEIVABLE, NET OF ALLOWANCE	3,114,772	3,382,871
ADVANCE PAYMENTS TO MEMBER GROUPS	949,999	950,000
PREPAID EXPENSES	17,057	11,328
TOTAL CURRENT ASSETS	11,160,676	11,169,504
LONG-TERM PORTION OF CONTRIBUTIONS RECEIVABLE, NET	272,325	357,098
PROPERTY AND EQUIPMENT, NET	6,969	11,914
ENDOWMENT FUNDS:		
BOARD DESIGNATED, 21ST CENTURY FUND	1,970,510	1,749,681
BENEFICIAL INTEREST IN ASSETS HELD AT THE GREATER MILWAUKEE FOUNDATION	414,949	1,099,688
TOTAL ENDOWMENT FUNDS	2,385,459	2,849,369
TOTAL ASSETS	\$13,825,429	\$14,387,885

LIABILITIES AND NET ASSETS	2019	2018
CURRENT LIABILITIES:		
ACCOUNTS PAYABLE	\$76,813	\$46,217
ACCRUED LEASE PAYABLE	7,984	15,969
ACCRUED COMPENSATION AND RELATED BENEFITS	182,750	231,619
DONOR DESIGNATIONS PAYABLE	1,259,539	1,381,910
TOTAL CURRENT LIABILITIES	1,527,086	1,675,715
NET ASSETS:		
WITHOUT DONOR RESTRICTIONS		
UNDESIGNATED AND AVAILABLE FOR FUTURE OPERATIONS	2,343,283	2,285,308
RESERVED FOR FUTURE ALLOCATIONS TO MEMBER GROUPS AND AFFILIATES	6,232,811	6,285,817
BOARD DESIGNATED, 21ST CENTURY FUND	1,970,510	1,749,681
TOTAL UNRESTRICTED NET ASSETS	10,546,604	10,320,806
TEMPORARY RESTRICTED NET ASSETS	1,751,739	2,391,364
TOTAL NET ASSETS	12,298,343	12,712,170
TOTAL LIABILITIES AND NET ASSETS	\$13,825,429	\$14,387,885

	2019				2018			
REVENUE	NON-BOARD DESIGNATED	BOARD DESIGNATED	WITH DONOR RESTRICTIONS	2019 TOTAL	NON-BOARD DESIGNATED	BOARD DESIGNATED	WITH DONOR RESTRICTIONS	2018 TOTAL
PUBLIC SUPPORT								
GROSS CAMPAIGN CONTRIBUTIONS	\$10,270,407	—	\$974,494	\$11,244,901	\$10,573,389	—	\$850,729	\$11,424,118
LESS DONOR DESIGNATIONS	(1,682,006)	—	—	(1,682,006)	(1,897,268)	—	—	(1,897,268)
LESS PROVISION FOR UNCOLLECTIBLE PROMISES	(256,856)	—	—	(256,856)	(266,035)	—	—	(266,035)
NET CAMPAIGN CONTRIBUTIONS	8,331,545	—	974,494	9,306,039	8,410,086	—	850,729	9,260,815
SPECIAL EVENT INCOME	625,977	—	—	625,977	520,318	—	—	520,318
DONATED SERVICES	517,866	—	—	517,866	371,412	—	—	371,412
TOTAL PUBLIC SUPPORT	9,475,388	—	974,494	10,449,882	9,301,816	—	850,729	10,152,545
NONOPERATING REVENUE								
INVESTMENT RETURN	10,652	254,829	—	265,481	4,079	411,858	—	415,937
NET RETURN ON BENEFICIAL INTEREST IN ASSETS HELD AT GREATER MILWAUKEE FOUNDATION	—	—	(6,514)	(6,514)	—	—	91,659	91,659
TOTAL NONOPERATING REVENUE	10,652	254,829	(6,514)	258,967	4,079	411,858	91,659	507,596
APPROPRIATION FOR EXPENDITURE	712,225	(34,000)	(678,225)	—	891,031	(855,000)	(36,031)	—
NET ASSETS RELEASED FROM RESTRICTIONS	929,380	—	(929,380)	—	789,894	—	(789,894)	—
TOTAL REVENUE, SUPPORT AND GAINS	11,127,645	220,829	(639,625)	10,708,849	10,986,820	(443,142)	116,463	10,660,141
EXPENSES								
PROGRAM SERVICES								
ALLOCATIONS TO MEMBER ORGANIZATIONS AND AFFILIATES	7,171,500	—	—	7,171,500	7,382,374	—	—	7,382,374
OTHER MEMBER SUPPORT	821,585	—	—	821,585	669,458	—	—	669,458
COMMUNITY ENGAGEMENT	242,636	—	—	242,636	407,020	—	—	407,020
AWARENESS	1,136,883	—	—	1,136,883	1,007,764	—	—	1,007,764
TOTAL PROGRAM SERVICES	9,372,601	—	—	9,372,604	9,466,616	—	—	9,466,616
SUPPORTING ACTIVITIES								
ADMINISTRATIVE EXPENSES	368,936	—	—	368,936	363,378	—	—	363,378
FUNDRAISING	1,381,136	—	—	1,381,136	1,092,741	—	—	1,092,741
TOTAL SUPPORTING ACTIVITIES	1,750,072	—	—	1,750,072	1,456,119	—	—	1,456,119
TOTAL EXPENSES	11,122,676	—	—	11,122,676	10,922,735	—	—	10,922,735
CHANGE IN NET ASSETS	4,969	220,829	639,625	(413,827)	64,085	(433,142)	116,463	(262,594)
NET ASSETS AT BEGINNING OF YEAR	8,571,125	1,749,681	2,391,364	12,712,170	8,507,040	2,192,823	2,274,901	12,974,764
NET ASSETS AT END OF YEAR	\$8,576,094	\$1,970,510	\$1,751,739	\$12,298,343	\$8,571,125	\$1,749,681	\$2,391,364	\$12,712,170

ALLOCATION AND GRANTS

UPAF has allocated a total of \$8,820,000 for the 2019-20 performing arts season to its 14 Member Groups and 16 Affiliates. UPAF’s Member Groups will receive a total of \$8,644,318, with the remaining \$175,682 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.
- Funding based on the outcomes achieved through education and outreach activities.

Additionally, Member Groups earn funding for their participation in and support of the annual UPAF Campaign.

UPAF CORNERSTONE	2019 ALLOCATION TOTAL
FIRST STAGE	\$941,016
FLORENTINE OPERA COMPANY	777,729
MILWAUKEE BALLET	1,059,647
MILWAUKEE REPERTORY THEATER	1,805,124
MILWAUKEE SYMPHONY ORCHESTRA	2,360,843
SKYLIGHT MUSIC THEATRE	543,042
TOTAL CORNERSTONES	\$7,487,401

MEMBER GROUP	2019 ALLOCATION TOTAL
BEL CANTO	\$43,379
DANCEWORKS	176,524
MILWAUKEE CHAMBER THEATRE	156,504
MILWAUKEE CHILDREN'S CHOIR	31,620
MILWAUKEE YOUTH SYMPHONY ORCHESTRA	389,422
NEXT ACT	138,100
PRESENT MUSIC	68,217
RENAISSANCE THEATERWORKS	153,151
TOTAL MEMBER GROUPS	\$1,156,917

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

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	2019 PROGRAM	2019 ARTS EDUC. GRANT
DANCEWORKS	MAD HOT BALLROOM & TAP	\$50,000
FIRST STAGE	FIRST STAGE THEATER ACADEMY	148,000
FLORENTINE OPERA COMPANY	OPERA IN THE SCHOOLS	30,000
MILWAUKEE BALLET	RELEVÉ	55,000
MILWAUKEE CHAMBER THEATRE	YOUNG PLAYWRIGHTS FESTIVAL	10,000
MILWAUKEE REPERTORY THEATER	PROFESSIONAL TRAINING INSTITUTE	117,000
MILWAUKEE SYMPHONY ORCHESTRA	ARTS IN COMMUNITY EDUCATION (ACE)	92,500
MILWAUKEE YOUTH SYMPHONY ORCHESTRA	COMMUNITY PARTNERSHIP PROGRAMS	96,000
NEXT ACT	NEXT ACTORS	15,000
SKYLIGHT MUSIC THEATRE	ENLIGHTEN PARTNER SCHOOL INITIATIVE	70,000
TOTAL	TOTAL	\$683,500

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.*

2019 AFFILIATE	2019 GRANT AMOUNT
ABOVE THE CLOUDS	\$10,000
BLACK ARTS MKE	14,000
DARBY’S DANCERS	1,500
FESTIVAL CITY SYMPHONY	6,000
FRANKLY MUSIC	4,500
KETTLE MORaine SYMPHONY	8,000
LATINO ARTS	20,000
MILWAUKEE OPERA THEATRE	5,000
OPTIMIST THEATRE	5,000
RACINE SYMPHONY ORCHESTRA	11,000
SHARON LYNNE WILSON CENTER	5,000
THEATRE GIGANTE	5,000
WILD SPACE DANCE COMPANY	5,000
WINDFALL THEATRE	3,000
WISCONSIN CONSERVATORY OF MUSIC	8,000
WISCONSIN PHILHARMONIC	3,000
TOTAL	\$114,000

*An additional \$61,682 was allocated to participating Affiliates for the 2019 Campaign

2019 UPAF CAMPAIGN BY THE NUMBERS



- 37.0% **BUSINESSES AND MATCHING GIFTS**
- 31.4% **WORKPLACE GIVING CAMPAIGNS**
- 22.5% **INDIVIDUAL GIVING**
- 5.3% **UPAF RIDE FOR THE ARTS, SPONSORED BY MILLER LITE, AND OTHER SPECIAL EVENTS**
- 3.6% **FOUNDATIONS**
- 0.2% **OTHER (INVESTMENT INCOME)**

What Your Dollar Does - **Artist Profile: Kate Ketelhohn**



The Performing Arts Provide a Sense of Belonging for Youth

Your support of UPAF helps kids in our community navigate life’s challenges through transformative arts experiences. For teenage actor and playwright Kate Ketelhohn, those challenges included 49 childhood surgeries after she survived a life-threatening bacterial infection as an infant.

Strep A bacterial blood infection is usually fatal at any age, but Kate survived with plenty of scars, an amputated left hand, a partially amputated right hand and partially amputated feet. She has had more than four dozen surgeries to correct the damage done by the infection, and as a result now has three prosthetics.

“Wherever I go, people usually stare at me because of my unique arm or my leg prosthetics, but my friends in the performing arts don’t care,” Kate said. “The acceptance I’ve found in the performing arts community has really helped me feel comfortable in my own skin.”

“As a triple amputee, Kate had plenty of challenges with people—kids and adults—gawking at her and she had a hard time keeping up with other kids physically,” Kate’s mom Julie explained. “The mindset in theater is that ‘it is okay to be yourself,’ and that has helped Kate become a much stronger person. First Stage in particular has always stressed the importance of accepting everyone, an attitude that we are very thankful for.”

Kate’s experiences as an actor and playwright have been deeply shaped by her many years training and working with First Stage. In addition to First Stage, Kate has performed with many other theater organizations in the Greater Milwaukee Area, including the Milwaukee Repertory Theater. She also is an award-winning playwright, most recently recognized in Milwaukee Chamber Theatre’s Young Playwrights Festival.

Thank you for making stories like Kate’s possible through your support of UPAF.

TOTAL DOLLAR AMOUNT RAISED DURING 2019 CAMPAIGN
\$11,881,893

TOTAL DOLLAR AMOUNT ALLOCATED
\$8,820,000

NUMBER OF CABINET MEMBERS

35



TOTAL DOLLAR AMOUNT RAISED BY NEXT GENERATION UPAF, SPONSORED BY WE ENERGIES FOUNDATION
\$737,727
(\$43,699 IN NEW MONEY, 90 NEW MEMBERS)

NUMBER OF WORKPLACE GIVING CAMPAIGNS

175

NUMBER OF NEXT GENERATION UPAF MEMBERS

583

WAUKESHA COUNTY RAISED MORE THAN
\$1.5 MILLION

NUMBER OF INDIVIDUALS WHO PARTICIPATED IN WORKPLACE GIVING CAMPAIGNS

14,216



TOTAL DOLLAR AMOUNT RAISED FOR UPAF CONNECT
\$260,000

TOTAL DOLLAR AMOUNT RAISED FROM THE UPAF RIDE FOR THE ARTS, SPONSORED BY MILLER LITE
\$531,448

NUMBER OF UPAF NOTABLE WOMEN

453

TOTAL DOLLAR AMOUNT RAISED AT UPAF’S ‘DANCING ON THE GREEN’ GOLF OUTING
\$94,629

OVER 100,000 STUDENTS SERVED THROUGH UPAF BRIGHT MINDS ARTS EDUCATION PROGRAMMING IN 200 DIFFERENT SCHOOLS

TO MEMBER GROUPS
\$8,644,318

TO AFFILIATES
\$114,000

FOR ARTS EDUCATION VIA BRIGHT MINDS, SPONSORED BY BMO HARRIS BANK
\$683,500

TOTAL DOLLAR AMOUNT RAISED BY UPAF NOTABLE WOMEN, SPONSORED BY BMO HARRIS BANK
\$453,000
(\$71,000 IN NEW MONEY)



TOTAL NUMBER OF DONORS TO THE 2019 CAMPAIGN
18,891

AN ADDITIONAL \$61,682 WAS ALLOCATED TO PARTICIPATING AFFILIATES FOR 2019 CAMPAIGN SUPPORT

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.



2019 NEXT GENERATION UPAF CO-CHAIRS



SAMANTHA MALDONADO
Community Volunteer



TIM STEWART
DeWitt Ross & Stevens



CRAIG WILLIAMS
We Energies

NEXT GENERATION UPAF COUNCIL MEMBERS

Margaret Edmunds, Baird	Betsy Katschke, Waukesha County Business Alliance	Becca Schlagenhauf Stull, Northwestern Mutual Capital
Caryn Esten, Froedtert Hospital	Mike King, Zilber, Ltd.	Emily Shircel, Quarles & Brady LLP
Karen Gamroth, Marcus Corporation	Jason Lininger, KPMG	Zac Wolff, Associated Bank
Matt Hills, DeWitt LLP	Erica Lythjohan, BMO Harris Bank	

2019 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.

Brad Ancelet	Jane Barr Mowad	Brian Began	Mark Blumenberg	Brian Brewer
Julie Anding	Ann Barrett	Jeff Behring	Danielle Bly	Christine Brooks
Nicole Angresano	Alejandra Barry	Mark Benskin	Jesse Bociek	Kristine Brown
Bhasker Appala	Nora Barry	Jeb Bentley	Shelley Boehm	Jennifer Buchanan
Christopher Austin	Adam Bartos	Cheryl Berry	Sara Bowen	Wendy Burke
Christine Baranoucky	Chad Bauman	Brad Bertler	Jennifer Brase	Bladen Burns

Mike Burzynski	Gregory Gomez	David Koning	Tim Ottman	Sarah Sobeck
Jodi Buskel Ristau	Patrick Goris	Alex Kramer	Joe Packee	Karen Sommer
Tim Byrne	Dennis Goyette	Jeff Krause	Josh Palleon	Katy Sommer
Mike Byrnes	Julie Grabczyk	Rick Krueger	Douglas Peacock	Deborah Spanic
Lisa Cadotte	Alexander Graf	Dave Krutz	Adam Peck	Shawn Spartz
Susan Callanan	Beth Graham	Becky Kryger	Laura Peck	Ann Stadler
Chris Calvelli	Jeffrey Green	Christi Kubiak	Jeffrey Peelen	Aaron Stehling
Jennifer Carli	Joe Griffin	Irina Kwiatkowska	Craig Peotter	Timothy Stewart
Cheryl Carron	Barbara Grove	Cheryl Lang	Peter Petersen	Faiza Strain
Caesar Castroverde	Thomas Guay	Stacy Laprad	Daniel Pfeiffer	Beth Straka
Tina Chang	Andrew Gurlusky	Chris Layden	Michelle Phillips	Brenda Stugelmeyer
Marion Clendenen-Acosta	Penny Gutekunst	Laura Lindner	Jennifer Pieper	Charlie Sweet
Brian Cole	Stephen Guy	Jason Lininger	Timothy Posnanski	Kristine Szatmary
Roxana Cook	Laura Halfmann	Mekisha Linton	Corrie Prunuske	Sarah Thomas Pagels
Aaron Cross	Mike Halloran	Joseph Loeb1	Shawn Puechner	Rae Thuot
Christine Culver	Kellie Hamilton	Erika Luckow	Austin Ramirez	Laura Thurow
Adam Czaia	Jason Handal	Matt Lueder	Jim Ramsey	Anne Tidmore
Sarah Damsgaard	Leah Handley-Zaffiro	Scott Lurie	Andrew Rebstock	Martin Tierney
Raye Daugherty	Paul Hanson	Stephanie Lyons	Dan Renouard	Brian Timmis
Matt Dean	Leslie Hauser	Erica Lythjohan	Jennifer Richards	Scott Town
Meg Dean	Laila Hick	Geoffrey Mackey	Sean Rierdon	Haruki Toyama
Sharon deGuzman	Lashonda Hill	Melanie Maddux	Catherine Robinson	Daniel Tranchita
William Delwiche	Regan Hindman	James Madlom	Joe Rock	Greg Treichel
Kimberly Dodd	Erin Hoffer	Melinda Mahdasian	Beth Rodenhuis	Nathan Tritt
Steven Doherty	Christine Hojnacki	Ray Manista	Kristin Rogge	Dani Turer
Matt Donski	Bryan House	Jennifer Mattes	Tammy Roou	Amber Turner
Julie Doneis	Steve Huse	Tim Mattke	Thomas Rosenthal	Christine Tuttle
Ellen Drought	Brenda Hutchinson	Sibyl McCarley	Sonia Rosenthal	Deborah Van Dommelen
Patricia Dunn	Tom Irgens	Kelley McCaskill	Christopher Rowland	Bob Van Himbergen
Heather Dunn	Susan Jackson-Afong	Kathryn McCormack	Jamie Rubis	Andy Vedder
Margaret Edmunds	Bonnie Jacob	Mark McDonald	Lacey Sadoff	Bradley Viegut
Joshua Erickson	Jason Jahn	James McFarland	Wendy Sanderson	Joshua Welsh
Caryn Esten	Robert Jansen	Arthur Mees	Matt Sauer	Stephanie Wesselowski
Scott Fischer	Renee Johnson	Marilou Melcher	Christy Schamber	Natalie Westphal
Moira Fitzgerald	Todd Jones	Tom Metcalfe	Cal Schattschneider	Craig Williams
Daniel Flesch	Amy Junker	Christian Mitchell	Amy Schmidt Jones	Ross Williams
Stephen Frankl	James Kaboski	Carl Morgano	Heidi Schneider	Stacy Williams
Alec Fraser	Bryan Kadlec	Patrick Mutsune	Sarah Schneider	Christine Williams
Kevin Frisinger	Kara Kaiser	Tessa Myers	Jeff Schrom	Kamilah Williams-Kemp
Tony Fuerst	Bradley Kalscheur	Gary Neitzel	Jason Schultz	Judith Williams-Killackey
Timothy Fuhr	James Keal	Cory Nettles	Deborah Schultz	Peggy Williams-Smith
Matthew Gabrys	Bridgette Keating	Chad Neumann	Annemarie Scobey-Polachek	Zachary Wolff
Michael Ganiere	Michael Kellman	Regina Newcomb	Mary Shiely	Tamara Woodbury
David Gay	Daniel Kempken	Kaben Nimtz	Carter Simmons	Daniel Woods
Joseph Gehrke	Eric Kent	Andy Nunemaker	Chris Sizemore	Hillary Wucherer
Linda Gelhaus	Kerri Kilbourne	Doug O'Connor	Walter Skipper	Ryan Wuenstel
Timothy Gerend	Mike King	Lindsay Olson	Sarah Slaughter	Jill Zeisler
Steve Gigot	John Knecht	Neil O'Mara	Joshua Smith	Raymond Zellmer
Amy Goller	Krystine Koike	Bruce Osgood	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	Barbara Blutstein*	Christine Culver	Tammi Fletcher	Kathy Hauske
Gina Alberts Peter	Danielle Bly	Isabel Culver*	Jennifer Florsheim	Beth A Healy
Maria Alegria	Priscilla L. Boelter	Jessica Culver*	Rebecca Frankiewicz	Linda Heater
Kathleen Allen Crocker	Lisa C. Bolger	Mandy Culver*	Sue Frautschi	Jill Heavenrich
Deborah Altshul-Stark	Carolyn S. Bolton	McKenna Culver*	Kathy Friend	Katie Heil
Deborah Anderson	Ellen Bonlender	Sue S. Culver	Claire Fritsche	Doris H. Heiser
Nicole Angresano	Melanie Booth	Sarah Damsgaard	Molly M. Fritz	Jackie D. Herd-Barber
Laura J. Arnow	Lisa Borris	Alberta Darling	Barbara N Fuldner	Renee Herzing
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Reinhart Boerner Van Deuren	A.B. Data	Tri City National Bank	Sobelmans
Sargento Foods	Annex Wealth Management	United Healthcare of Wisconsin	Sprecher Brewing Company
Sensient Technologies Corporation	Ascedia Inc	VJS Construction Services	TEMPO Milwaukee
			TKO Miller

2019 SPOTLIGHT ON FOUNDATIONS (\$1,000+)

UPAF is grateful for the foundations that made a gift to the 2019 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.

\$100,000+	Greater Milwaukee Foundation William A. & Mary Bonfield Jr. Fund	Greater Milwaukee Foundation David C. Scott Foundation Fund
Bucyrus Foundation	Mae E. Demmer Charitable Trust	Dorothy Inbusch Foundation, Inc.
Melitta S. & Joan M. Pick Charitable Trust	\$5,000-\$9,999	Greater Milwaukee Foundation Dr. Carl W. Eberbach & Elisabeth Falk Eberbach Fund
\$30,000-\$50,000	Lieselott Buettner Administrative Trust And IRA	Gene & Ruth Posner Foundation
Bader Philanthropies, Inc.*	Camille A. Lonstorf Trust	Greater Milwaukee Foundation Henry C., Eva M., Robert H., & Jack J. Gillo Charitable Fund
\$20,000-\$29,999	Ralph Evinrude Foundation, Inc.	Elliott Family Foundation
Anonymous	Hauske Family Foundation	Greater Milwaukee Foundation Ivan Steingart Fund
Evan & Marion Helfaer Foundation	Oscar C. & Augusta Schlegel Foundation	Greater Milwaukee Foundation Mildred L. Roehr & Herbert W. Roehr Fund
\$10,000-\$19,999	Puelicher Foundation	
Bert L. & Patricia S. Steigleder Charitable Trust	\$1,000-\$4,999	
Herzfeld Foundation	Clare M. Peters Charitable Trust	
Greater Milwaukee Foundation Mary Nohl Fund		

*Indicates sponsors of UPAF Connect

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	Elite Sports Clubs	New Berlin Plastics
ACRO Automation Systems Inc	German Fest Milwaukee Inc.	New Resources Consulting
Alpha Investment Consulting Group	Gustave A. Larson Company	NOG, Inc
American Transmission Company	Halling & Cayo, SC	Plunkett Raysich Architects, LLP
Ascend Design	Hatco Corp.	Professional Fiduciary Services LLC
Bader Rutter & Associates Inc.	Hays Companies of Wisconsin	R & B Wagner Inc.
Badger Mutual Insurance Co.	Home Networks LLC	R & R Insurance Services Inc.
Black Cap Halcyon, LLC	J Pieper Consulting	Roman Electric Company
Blueprint Advancement	J.H. Findorff & Son Inc.	Sanborn Tube Sales, Inc.
Bridgewood Advisors Inc.	Jason Incorporated	Sentry Equipment Corp
Butters-Fetting Co.	JP Cullen & Sons, Inc.	Sommer's Buick-GMC-Subaru
Carroll University	Kowal Investment Group LLC	Spancrete
Charleston Orwig Inc.	KPMG LLP	Stephen Perry Smith Architects, Inc.
Commerce State Bank	LJ Design & Manufacturing	Tofte's Table
Core Creative, Inc	M E Dey & Co. Inc.	Verlo Mattress
Creative Business Interiors	M/Group Holdings, Inc.	Visage Facial Plastic Surgery
Cross Management Svc Inc.	Merrill Lynch Prochnow-Wilson Group	Vrakas
Diversified Benefit Services, Inc.	Mueller Communications, Inc.	Walker Forge, Inc.
Duet Resource Group	National Insurance Services of Wisconsin Inc.	Wiechmann Enterprises



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 of the performing arts that bring so much to our community. Dollar categories based on dollars given through 2019 Workplace Giving Campaigns.



\$700,000+	Children’s Wisconsin	Bel Canto Chorus	City of West Allis
Northwestern Mutual	City of Milwaukee	Bostik	Core Creative, Inc
\$200,000-\$499,999	EY	CBRE, Inc.	Danceworks
Baird	Godfrey & Kahn	CliftonLarsonAllen	Davis & Kuelthau
Johnson Controls	Harley-Davidson	Cramer-Krasselt	Employ Milwaukee
Rockwell Automation	Husch Blackwell	DeWitt LLP*	Engberg Anderson
\$100,000-\$199,999	Marquette University	First Stage	EnterForce*
BMO Harris Bank	Reinhart Boerner Van Deuren	GRAEF	EPIC Creative
Foley & Lardner	\$10,000-\$19,999	Greater Milwaukee Committee	Eppstein Uhen Architects
The Marcus Corporation	Capital Midwest Funds	KPMG	First Business Bank - Milwaukee*
Paper Machinery Corporation	Deloitte	Marcus Investments	Florentine Opera Company
We Energies	FIS	Milwaukee Repertory Theater	Fox, O’Neill & Shannon
\$50,000-\$99,999	Hal Leonard	Milwaukee Youth Symphony Orchestra (MYSO)	Geneva Capital Management
Associated Bank	HUSCO International*	North Shore Bank*	Gimbel, Reilly, Guerin & Brown
Medical College of Wisconsin	Johnson Financial Group	Northwestern Mutual-Downtown Milwaukee	Goodwill Industries Of Southeastern Wisconsin
MGIC Investment Corporation	Kahler Slater	Ogletree Deakins	Grant Thornton
Quarles & Brady	Milwaukee Area Technical College	RSM	Greater Milwaukee Foundation
U.S. Bancorp Foundation	Milwaukee Brewers Baseball/Brewers Community Foundation	Shorewest Realtors*	Gustave A. Larson Company*
\$30,000-\$49,999	Milwaukee County	versiti	Hanson Dodge Creative
Badger Meter	Milwaukee Public Schools	VJS Construction Services*	Hunger Task Force
Clarios	Park Bank	Waukesha County*	Independence First
Froedtert Health	State Employees Combined Campaign	\$1,000-\$4,999	Ixonia Bank*
ManpowerGroup	STRATTEC SECURITY CORPORATION	Badger Mutual Insurance	Kessler’s Diamond Center
Michael Best & Friedrich	SysLogic*	Berghammer Construction*	Lauber Business Partners
PricewaterhouseCoopers	United Way of Greater Milwaukee & Waukesha County	Blueprint Advancement	Life Navigators
United Performing Arts Fund	von Briesen & Roper	Borgelt, Powell, Peterson & Frauen	The Lowe Group
West Bend Mutual Insurance Company	Weyco Group	Boyle Fredrickson	Marcus Performing Arts Center
Zilber	\$5,000-\$9,999	Bridgewood Advisors Inc.	Meta House
\$20,000-\$29,999	Baker Tilly Virchow Krause	Burke Properties	Metropolitan Milwaukee Association of Commerce
A.O. Smith		Catholic Financial Life	Milwaukee Ballet
Advocate Aurora Health		Chase	

* Indicates Westside companies/donors/sponsors

Milwaukee Business Journal	Sikich*	Andrus Intellectual Property Law	Milwaukee Children’s Choir
Milwaukee Chamber Theatre	Skylight Music Theatre	Anthologie Inc.	Milwaukee Public Museum
Milwaukee Metropolitan Sewerage District (MMSD)	Strang, Inc*	Applied Systems	Milwaukee Valve*
Milwaukee Symphony Orchestra	SVA*	BDO USA	Mount Mary University
MRA - The Management Association*	TKO Miller	Big Brothers Big Sisters of Metro Milwaukee	MWH Law Group
Mueller Communications	Town Bank	BizTimes Milwaukee	Next Act Theatre
National Exchange Bank*	United Community Center	Boys & Girls Club of Greater Milwaukee	Penfield Children’s Center
O’Neil Cannon Hollman DeJong & Laing, S C	VISIT Milwaukee	Branigan Communications	Plum Media
Plunkett Raysich Architects	Vrakas*	CIBC Bank USA	Present Music
Renaissance Theaterworks	Warshafsky, Rotter, Tarnoff & Bloch	Discovery World at Pier Wisconsin	RBC Wealth Management
Rite-Hite Corporation	Waukesha County Business Alliance*	Hansen Reynolds	Reilly Penner & Benton
RitzHolman CPAs	Ziegler Capital Management	Hoffman York	Saputo Cheese USA, Inc.
Robertson Ryan & Associates	Zimmerman Architectural Studios	Housing Authority of the City of Milwaukee	Shepherd Express
Sentry Equipment Corp*	\$100-\$999	Knight Barry Title, Inc.	Teuteberg Incorporated
Sharon Lynne Wilson Center for the Arts*	Alverno College	Laureate Group*	Waukesha County Community Dental Clinic*
	Amalga Composites	Milwaukee Art Museum	Wisconsin Conservatory of Music
	American Red Cross		WISN-Channel 12

* Indicates Westside companies/donors/sponsors

COMMUNITY OUTREACH PROGRAM



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	Havenwoods Economic Development Corporation	Next Door	Sojourner Family Peace Center
Boys and Girls Clubs	La Casa de Esperanza	Our Next Generation	St. Augustine Preparatory Academy
Clean Wisconsin	Life Navigators	PEARLS for Teen Girls	St. Ann Center for Intergenerational Care
COA Youth and Family Centers	Lighthouse Youth Center	Penfield Children’s Center & Montessori	United Community Center
Cristo Rey Jesuit Academy	Meta House	Ronald McDonald House Charities	Unity in Motion
Dominican Center	Milwaukee Water Commons	Silver Spring Neighborhood Center	The Women’s Center
Grand Avenue Club	Neighborhood House		

*UPAF Connect sponsors are indicated on page 16, 18, 19 & 21 by the * symbol

IN-KIND DONORS TAKE A BOW

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

Aesthetics 360	E. W. Scripps Company	Kohl’s Department Stores	Patrick Horne
Anderson Japanese Gardens	Edible Impressions	Koss Foundation Inc	Peninsula Players
Anne Sprecher	Elite Fitness & Racquet Club	Kristy Casey	PNC
Artery Ink	Empower Yoga	Kwik Trip	Potawatomi Hotel & Casino
Associated Bank	Enlightened Brewing Company	Lakeshore Chinooks	Radio Milwaukee
Baird	Entercom Radio	The Legend at Brandybrook	Red Circle Inn
Badger Liquor	EnterForce	The Lemon Tree	Roufus Sports
Bartolotta Restaurants	EPIC Creative	Lit MKE	Saz’s
BizTimes Milwaukee	FASTSIGNS	The Madison Concourse Hotel	Serve Marketing
Boelter	Five O’Clock Steakhouse	The Marcus Corporation	Shepherd Express
Brew City Promotions	FOOTLIGHTS/Marcus Promotions, Inc.	Marcus Hotels & Resorts	Southwest Airlines
Briggs & Stratton Corporation	Forward Theater Co	MillerCoors	Stella Van Buren
Bright Cellars	Fred Astaire Dance Studio - Pewaukee	Milwaukee Admirals, LLC	Susan Bugalski
Bublr Bikes	Gannett Foundation	Milwaukee Brewers Baseball/Brewers Community Foundation	Tall Guy and a Grill
Buckley’s Restaurant and Bar	GRAEF	Milwaukee Bucks	Ten 2 Communications
Cedar Crest Ice Cream	Great Lakes Distillery	Milwaukee Business Journal	Thomas Cardella
Children’s Wisconsin	Gunlocke	Milwaukee Cycling Center	Tito’s Handmade Vodka / Breakthrough Beverage Wisconsin
Christine Culver	Healum Hot Yoga	Milwaukee Magazine/Quad Creative	True North Maritime Academy
Christine Hojnacki	Henricksen & Company	Milwaukee Radio Alliance	Usinger’s Famous Sausage
Circus World Museum Foundation	House Of Harley-Davidson	Milwaukee Radio Group	Verlo Mattress
City Tins	iHeartMedia	Milwaukee Repertory Theater	VJS Construction Services
Coach USA - Milwaukee (Dairyland Buses)	Inflight Drone	Molly Cool’s	Waukesha State Bank
Colectivo Coffee	International Crane Foundation	Nicholas Dockter	Wayne Breitbarth
The Collective	Iron Horse Hotel	North Shore Country Club	WDJT-TV Channel 58
Colleen Hider	Italian Community Center/ Cafe LaScala	Northwestern Mutual	Wheel & Sprocket
Cooper’s Hawk Winery & Restaurants	Jon & Karen Van Drisse	Nothing Bundt Cakes	Wisconsin Athletic Club
The Corners of Brookfield	Julia H. Taylor	ORO di Oliva	Wisconsin Club
Crossover Brazilian Jiu Jitsu Academy	Kessler’s Diamond Center	The Osthoff Resort	WISN-Channel 12
David Fantle & Cathy Lang Fantle	Kimpton Journeyman Hotel	Otto’s Wine and Spirits	Zarletti
Dick’s Sporting Goods	Kinetic MKE	Parallel 44 Vineyard & Winery	Zilber
Dream a Horse	Klumb Family Foundation	Parkwood Lodge	Zoological Society Of Milwaukee

2019 TRIBUTES

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Bel Canto Chorus - Kay Richardson Phil Salstrom	
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Katy Corey Gina Vrtochnik Flo & Bernie Vanden Hogen Kaitlin Brice Penny Engebose Kim Corey	
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	Klumb Family Foundation Lynda Kohler
	Greg Marcus Carl Mueller
	Rich Meeusen Caroline Basley
	Milwaukee Ballet Anne & Tom Metcalfe
	Tom O’Neil Mary & Jeff Piontkowski
	Renaissance Theaterworks - Lisa Rasmussen Sarah & Milton Hwang
	Mark Schuster Laura Canadeo
	Timothy Stewart Debbie Callif
	Autumn Sullivan Nicole Schmidt
	Heather Terranova Danielle Linn
	Pamela Wirtz Paul & Shannon Ryan
	Marshall Zarem Marshall Zarem

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