

The Atlantic Classical Orchestra



2007-08 Season Annual Report

A Message from the President

Dear Friends of the ACO,

As President of the Atlantic Classical Orchestra Board, I have been privileged to observe and experience the dedication and resolve of all who have brought the Orchestra to the forefront in the Arts Community. Volunteers, donors, board members, musicians and staff alike have worked enthusiastically to keep the ACO artistically strong and fiscally sound. We have made great strides and I applaud all who have had a role in the progress of the ACO.

This past year has been an outstanding year and included several noteworthy events. The most significant was an anonymous matching gift of \$1 million which generated an immense amount of excitement and has encouraged 37 donors to make gifts. This five year commitment will sustain the orchestra to a new fiscal level and allow us to prosper and grow our programs. Other significant events include the selection of our new Executive Director, Larry Kopp, who has brought creativity and leadership along with great communication skills and a deep commitment to positioning the ACO to broaden its reach.

This season brought exceptional performances from extraordinary musicians under the leadership of Maestro Stewart Robertson. Each concert brought its own special magnetism to each of the audiences. It was a wonderful season! Along with other committed program sponsors and advertisers, PNC Wealth Management was proud to be part of bringing such great concerts to the residents of the Treasure Coast.

It is gratifying to see so many people excited and willing to support the Atlantic Classical Orchestra. As I look forward to next season, I am truly energized by the possibilities that lie ahead.

Kevin J. Grady
Board President

2007-08 Annual Report

Atlantic Classical Orchestra

Artistic Achievements

As our "raison d'être," the Atlantic Classical Orchestra always puts primary emphasis upon and takes the greatest pride in our concert performances. Under the baton of Music Director Stewart Robertson the ACO reached new heights of artistic excellence in 2008 and performed consistently at a world-class level. Artistic excellence and performances of little and well-known masterpieces highlighted the 2008 ACO Concert Season.



The 2008 Season opened with an all-Beethoven program, including the *Fidelio* Overture and the immortal Fifth Symphony. These performances were lauded by Music Director and audiences alike as heralding a new era of artistic excellence for the orchestra. Powerful and exciting, the ACO Series I concerts were a harbinger of great things to come!

The Series II Concerts featured not only Tchaikovsky's *Serenade for Strings* but one of the greatest symphonies of the 20th Century- Shostakovich's Fourteenth Symphony. Rarely heard in concert because of the symphony's extreme technical and artistic demands, the ACO's performance of this difficult work was truly stunning. A powerful, moving masterpiece receiving such a committed performance resulted in a musical experience rarely encountered in today's concert hall.

Music of Schubert, Haydn and Rodrigo were heard on the third concert series, in works and performances that overflowed with charm, elegance and sheer delight in music making. World-class interpretations and performances of standard repertoire for chamber orchestra confirmed the status of the ACO as one of the top ensembles of its size worldwide.

Finally, the ACO season ended with performances of Mozart, Mendelssohn and Tchaikovsky's Fourth Symphony in a "side by side" performance with the young musicians of the Treasure Coast Youth Symphony.

Overall, the ACO confirmed its status as a musical force to be reckoned with worldwide not only through mature, musically and technically superb performances of works from

the standard repertoire for chamber orchestra but through exceptional performances of little-known masterpieces. Superb orchestra morale and much reduced turnover among ACO musicians played a large part in the continuing artistic growth of the ACO.

Guest Artists

The ACO's 2008 Concert Season brought guest artists of world renown as well as "up and coming" young performers destined to make their mark on the musical world.



The ACO welcomed pianist and host of NPR's nationally syndicated radio program *From the Top* Christopher O'Riley as soloist on Series I concerts. His collaboration with the ACO in Beethoven's Piano Concerto #4 was a particular highlight among many remarkable evenings of music making.

Series II concerts brought two young vocal artists to the stage to tackle the musical and expressive demands of Shostakovich's Fourteenth Symphony- Soprano Kate Mangiameli and Bass Taras Kulish. Their sensitive, expressive interpretations of a wide variety of texts were an integral part of the symphony's exceptional performance.

Rodrigo's *Concierto de Aranjuez* received an insightful performance from classical guitarist Ricardo Cobo during Series III performances.

Finally, as part of the orchestra's *Young Artist Discovery Series* 15-year old violinist Caroline Goulding joined the ACO in a remarkably mature performance of Mendelssohn's Violin Concerto. Caroline's flawless technical skills, innate musicality and sumptuous tone all point towards a bright future for this incredibly talented and charming young lady and afforded ACO audiences a glimpse into the future of classical music.

The ACO, then, augmented their purely orchestral offerings with a variety of soloists of the highest artistic quality. These collaborations provided patrons with not only variety but an opportunity to experience "live" some of the finest artists of their generation and greatly heightened the artistic achievements of the ACO in 2008.



Education and Outreach Programs/Activities

In 2008 the ACO continued and expanded education programs designed to provide a unique and indispensable service to residents of the Treasure Coast. A significant component of the ACO's mission, our education activities made a considerable impact upon all segments of our community during the 07-08 Season.

Pre-Concert Lecture Series

Maestro Robertson continued his popular pre-concert conversations fifty minutes prior to all subscription concerts. Affording patrons the unique opportunity to gain insight on the pieces to be performed on that evening's concert from a master musician, they remained incredibly popular in 2008, with large, appreciative audiences at all performances.

Blake Live @ Your Library Series

Maestro Robertson and members of the ACO performed again in 2008 as part of the Blake Library in Stuart's *Live @ Your Library Series*. On January 12th, 2008, Maestro Robertson and members and friends of the ACO presented a stunning performance of Messiaen's *Quartet for the End of Time*; February



9th, 2008, saw Maestro Robertson at the keyboard performing *Music from Dunsmore*, Romantic-era chamber music from Scottish composers. And finally, on January 20th, 2008, Stewart Robertson presented an incredibly insightful seminar on Shostakovich's Fourteenth Symphony.

Side by Side Performance

The ACO season ended with a first for the orchestra- a subscription series performance of Tchaikovsky's Fourth Symphony with 22 members of the Treasure Coast Youth Symphony. Sharing a stand with a member

of the ACO, the TCYS student musicians and their professional counterparts combined forces for incredibly powerful performances of Tchaikovsky's popular symphony.

Other Programs/Activities

As part of the ACO's commitment to education and community, the ACO maintained a mentoring relationship with the Treasure Coast Youth Symphony, including coaching sectional rehearsals and administrative support, as well as donating towards general operating expenses. The ACO also donated \$2,000 to the Gifford Youth Activity Center's String Program. Dedicated to bringing music to at-risk youth in the Vero Beach community, the ACO's donation was earmarked to help provide violins and other supplies to this worthwhile musical program.

Ticket Sales

Ticket sales in 2008 were robust, with a record-high total number of subscribers. Concert attendance continues to increase, especially the afternoon "Sunset" performance at the Lyric Theater in Stuart. Audience surveys as well as anecdotal evidence points to "word of mouth advertising" among patrons being the single largest contributor to the ongoing increases in ticket sales and concert attendance. This is particularly gratifying in that our patrons are our biggest advertisers!



Stuart Ticket Sales Season Totals

<u>Category</u>	<u>Aft Performance</u>	<u>Eve Performance</u>	<u>Totals</u>
Subscriptions	223	313	536
Adult Singles	294	253	547
Complimentary	255	304	559
Student	<u>16</u>	<u>1</u>	<u>17</u>
<i>Totals</i>	<i>788</i>	<i>871</i>	<i>1,659</i>

Vero Beach Ticket Sales Season Totals

<u>Category</u>	<u>Eve Performance</u>	<u>Totals</u>
Subscriptions	459	459
Adult Singles	274	274
Complimentary	186	186
Student	<u>9</u>	<u>9</u>
<i>Totals</i>	<i>928</i>	<i>928</i>

TOTAL, ALL VENUES

<u>Category</u>	
Subscriptions	995
Single Tickets	821
Complimentary	745
Student	<u>26</u>
<i>Totals</i>	<i>2,587</i>



Finances

The 2007-08 Season saw the ACO making large strides towards long-term financial stability. Overall, the ACO will post a substantial surplus for the season. In particular, gifts to the Annual Fund, spurred on by the Challenge Gift Campaign, exceeded budgeted projections by over 300%. Expenses were kept below budgeted levels overall through strict controls, and administrative costs in particular were slashed to approximately half of budgeted levels without sacrificing quality.

The Challenge Gift Campaign was off to what can only be labeled a spectacular start. A total of 37 donors have pledged and/or donated \$10,000 or more towards the ACO, which qualifies the gift for matching funds by the anonymous donors. A total of over \$500,000 has been pledged to date, half of the \$1 million Challenge Gift total, and the first \$200,000 of matching funds was received by the ACO in Spring 2008.

Balance Sheet, w/Previous Year Comparison
(As of May 1st, 2008)

	May 1, 08	May 1, 07	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Cash in Bank - Operating	210,741	54,621	156,120	286%
Unrestricted Funds	384,250	132,894	251,356	189%
Vero Concert Assn (Temp Restricted)	114,895	121,345	(6,450)	(5%)
Howell/Graber Fund (Temp Restricted)	122,490	142,078	(19,588)	(14%)
McMullan Fund (Perm Restrict)	144,741	147,124	(2,383)	(2%)
McMullan Fund (Perm Restrict)	65,259	31,514	33,745	107%
Total Checking/Savings	1,042,376	629,576	412,800	66%
Other Current Assets				
Prepaid expenses	0	2,459	(2,459)	(100%)
Total Other Current Assets	0	2,459	(2,459)	(100%)
Total Current Assets	1,042,376	632,035	410,341	65%
TOTAL ASSETS	1,042,376	632,035	410,341	65%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
Payroll Liabilities	0	527	(527)	(100%)
Unearned/Deferred Income	225,176	150,843	74,333	49%
Total Other Current Liabilities	225,176	151,370	73,806	49%
Total Current Liabilities	225,176	151,370	73,806	49%
Total Liabilities	225,176	151,370	73,806	49%
Equity				
Unrestricted (Retained Earnings)	(90,660)	(91,373)	713	(1%)
Other Unrestricted Net Assets	100,282	227,734	(127,452)	(56%)
Temp/Permanently Restricted Net Assets	474,032	277,936	196,096	71%
Net Income	333,545	66,368	267,177	403%
Total Equity	817,199	480,665	336,534	70%
TOTAL LIABILITIES & EQUITY	1,042,375	632,035	410,340	65%



Profit & Loss, Budget vs. Actual
(As of May 1st, 2008)

	Jul 1, '07 - May 1, 08	Budget	\$ Over Budget	% of Budget
Income				
Concert Income	187,701	182,000	5,701	103%
Direct Contributions	566,021	213,000	353,021	266%
Income - Grants	9,777	10,000	(223)	98%
Interest/Dividend Income	11,842	3,000	8,842	395%
Income from Other Sources	412	2,500	(2,088)	16%
Unrealized Gain (Loss) Invest	(34,633)	0	(34,633)	100%
Assets Released from Restrictions	0	0	0	0%
Total Income	741,120	410,500	330,620	181%
Expense				
Direct Program Expenses	252,651	260,700	(8,049)	97%
Indirect Program Expenses	50,252	46,850	3,402	107%
Fundraising Expenses	27,974	20,000	7,974	140%
Administrative Expenses	76,697	152,000	(75,303)	50%
Total Expense	407,574	479,550	(71,976)	85%
Net Income	333,546	(69,050)	402,596	(483%)

Administration

The ACO made great strides forward in professionalizing the administrative and business aspects of the organization during the course of the 2007-08 Season. In November 2007 the ACO welcomed new Executive Director Larry Kopp. The impact of having a full-time executive was felt immediately, with a number of new initiatives implemented that have already proven to be extremely successful.



In marketing, the overall image of the ACO has been updated to better reflect the professional, world-class quality of the orchestra. Updated branding efforts will continue and will receive further fine-tuning as an ongoing priority of the organization. As part of marketing efforts, an audience survey at the January 3rd and 4th concerts yielded significant patron data and a further mail survey is planned for Summer 2008.

The ACO launched the incredibly successful "C Notes" e-newsletter to better keep loyal ACO patrons informed of the ongoing activities of the orchestra. A print version of this newsletter is in the works for the 2008-09 Season. Communication is critical to the success of the ACO and the organization continues to explore more and better ways to keep in touch with patrons.

The concert production aspects of the ACO, those critical yet seldom seen by patrons logistical functions of getting 30-40 musicians and all of the required equipment onstage in a timely manner, have been thoroughly upgraded in the course of the season. A professional orchestra, made up of the finest musicians, requires and deserves professional support, and the ACO moved forward in providing the highest quality work environment for Maestro Robertson and the musicians of the ACO.

Finally, the ACO continues to centralize and upgrade all administrative and business functions at the orchestra's home office in downtown Fort Pierce. Cost reduction measures have kept administrative expenses at 50% of budgeted levels; a centralized database of patrons is now up and functional; and ticketing and all development functions are being brought "in house" in Fort Pierce to better serve our patrons.



Development Events

In a short four month period, January through April 2008, the ACO managed to hold five successful fundraising events that raised a total of \$31,000 in funds for the orchestra.

In Vero Beach, Friends of the ACO held two very classy and lovely events in February 2008. The first, a luncheon at Quail Valley Country Club on February 11th, featured cellist Cornelia Brubeck in a solo

performance of classical favorites. The second, an intimate evening of sumptuous dinner and music at the spectacular Orchid Island Beach Club, featured a trio of ACO musicians led by the ebullient violinist Sha Zhang.

The Stuart Friends of the ACO presented three "musicales" featuring the finest in music and fun for Martin County residents. The ACO visited the "Great White Way" during *Memorable Musicals* on February 16th, a celebration of Broadway featuring not only a string quartet but Roger Mason on keyboard and the Stuart Friend's own Sheila Dwyer showing her skills as chanteuse. On a Scottish "note," the ACO's own Music Director Stewart Robertson took attendees on a trip to Scotland as part of *Brigadoon* on March 10th. Joined by violinist Scott Flavin, the duo performed music by 19th Century Scottish composers. And finally, on April 7th attendees enjoyed a "Sunset Serenade" at the exclusive MacArthur Club in Hobe Sound. Serenaded by a string quartet of ACO musicians, it was a successful evening and a fitting conclusion to an incredible season of music for the ACO.



Conclusion

By any measure, the Atlantic Classical Orchestra enjoyed unprecedented accomplishments during the 2007-2008 Season. Artistically, the orchestra continues to thrive and grow under the baton of Maestro Stewart Robertson, performing at ever-higher levels of technical and musical excellence. As part of our concert series, the ACO presented world-class guest artists as well as up and coming performers destined to make their mark on the musical world. The ACO's dedication to education and outreach manifested itself in successful programs that touched the lives of countless Treasure Coast residents, capped by the inaugural "side by side" performance with the Treasure Coast Youth Symphony.

As a non-profit entity, success for the ACO is ultimately measured by accomplishing the organization's mission as fully as possible. In those terms, as a professional chamber orchestra dedicated to both artistic excellence and education activities for the community, the ACO succeeded unequivocally and beyond all expectations.

Further, that success was made possible by the incredible fundraising successes sparked by the Challenge Gift Campaign. Without adequate financial resources, the best ideas and intentions can never come to fruition. And finally, the ACO's successes can be attributed to the volunteers who toiled countless hours on the orchestra's behalf and the ongoing work and commitment to professionalize and upgrade the administrative and business aspects of the organization.



Atlantic Classical Orchestra

2007-2008 Season

Stewart Robertson
Music Director and Conductor

Andrew McMullan
Music Director Laureate

Leonid Sigal
Assistant Conductor

Violin I

Leonid Sigal, *Concertmaster*
Rafael Elvira, *Assistant Concertmaster*
Aleksandr Zhuk
Jerry Weiss
Arthur Grossman
Monica Cheveresan

Violin II

Adam Diderrich, *Principal*
Sha Zhang
Ruby Berland
Kathy Kopani
Valentine Mansurov
Edgar Leite

Viola

Sandra Robbins, *Principal*
Joanna Sirlin
Rebecca Diderrich
Tiffany Richardson

Cello

Ian Maksin, *Principal*
Yue Tang
Oksana Rusina

Bass

Luis Gomez, *Principal*
Janet Clippard

Flute

Christina Burr, *Principal*
Martha Oestreich

Oboe

Erika Yamada, *Principal*
Sara Fletcher

Clarinet

Paul Green, *Principal*
Tom Servinsky

Bassoon

Aura Trevino, *Principal*
Robert McBride

French Horn

Bruce Hagreen, *Principal*
Amy Bookspan

Trumpet

Jeff Kaye, *Principal*
James Hacker

Timpani

Michael Launius, *Principal*

Keyboard

Elaine "Raz" Allen

Staff

Lawrence Kopp, Executive Director
Arthur Grossman, Personnel Manager
John Houpt, Stage Manager
Martha Oestreich, Orchestra Librarian

Atlantic Classical Orchestra

2007-2008 Season

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