Dear Friends:

For Kleinhans Music Hall, the 2022-23 year was full of remarkable and memorable events. Patrons started to venture out again as the pandemic subsided, and some of our valued clients took the opportunity to re-book events canceled over the past two years. Most notably, school field trips returned, bringing thousands upon thousands of elementary students back to the hall to hear the Buffalo Philharmonic Orchestra.

Events and attendance did not hit pre-Covid levels but the hall experienced a 30% increase in use and a nearly 72% increase in attendance. We are grateful to all of you that use our historic venue and thank all those that support us with contributions.

We look forward to many exciting performances in 2023-24, and we hope to see you back again soon, but first, we want to share with you some of the highlights of this past season and update you on our efforts to revitalize the hall. Thank you!

Sincerely,

Jeremy Oczek, Chair, Board of Directors
Kleinhans Music Hall Management, Inc.

Chair’s Report

Miguel Zenón Quartet
photo: Jack Zuff

Elio Villafranca, jazz pianist & composer
photo: Jack Zuff

Nerds Gone Wild
at EPO Pops Party

Miguel Zenón
photo: Jack Zuff
Financial Results

The budget will again achieve a slight surplus with revenue of $1.3 million. Key drivers of revenue growth were net revenue of $100,000 from commercial rock and comedy shows — including Bill Maher, Kevin James and Brit Floyd — and gross revenue of $185,000 generated from Kleinhans’ own programming.

We experienced the best attendance and sales to date for the National Geographic Live Speakers Series and the Art of Jazz at the Philharmonic, in partnership with JazzBuffalo. We welcomed new audiences for presentations in the Mary Seaton Room — such as Choir Choir Choir, bluesman Walter Trout and comedian Maria Bamford — reflecting our goal to expand programs to attract more people.

Revenue $1.3 million

- Earned Income (RENTALS, TICKETS): 45%
- Contributions: 14%
- Facility Fees: 9%
- Parking: 12%
- Concessions/Catering: 20%

Attendance: 133,000
Events: 150

- 14 Kleinhans Presents: Art of Jazz, National Geographic Live Speakers, recitals and concerts
- 12 College and High School Graduations
- 8 Non-Profit Luncheon/Fundraising Events
- 85 BPO performances
- 7 Commercial Rentals for Comedians and Rock Concerts
- 10 Buffalo Chamber Music Society performances
- 4 Just Buffalo Literary Center Babel events
- Numerous tours of Kleinhans in partnership with Explore Buffalo
- 10 additional community events and celebrations. Partners included Aspire, Renaissance Foundation, Boys & Girls Club, SPCA Erie County, Friends of Night People, One Symphony Circle, Evergreen, American Red Cross, Hispanic Heritage Council, MLK Jr. Celebration/Concerned Citizens Following the Dream Committee, Erie County Music Educators Association, and WUFO-FM

Earned Income
- 45%

Concessions/Catering
- 20%

Facility Fees
- 9%

Parking
- 12%

Contributions
- 14%
This was also the year in which major projects began in our Capital Campaign. The City of Buffalo is putting on a new roof. By spring, the lower roof covering the Mary Seaton Room, North and South Canopies, and backstage areas were completed. The upper roof over the main auditorium will be renovated before the beginning of the season. We are extremely grateful to Mayor Brown, Niagara District Common Council member David Rivera, and Common Council President Pro Tempore Christopher Scanlon for their support, as well as Department of Public Works Commissioner Nate Marton, Deputy Commissioner of Buildings Francisco Guzman, and Principal Architect Colin McDermid. This was the highest priority for the hall, and it will be done soon!

The most complicated and most expensive project, HVAC upgrades, started in the spring and will be completed over the three summers. This year, the air handling units for the main auditorium are being replaced. This is quite a project as the old units had to be demolished and brought down one piece at a time. The new units came in pieces that had to be hauled up the stairs and assembled behind the back of the furthest point in the balcony—a logistical feat of epic proportions!

Other important work accomplished this past year included a complete overhaul of the steam distribution system, installation of new jacks for the stage pit elevator lift, and a new fire alarm system, to name just a few. Planning for the next few years of projects continues with a fantastic group of partners, including M/E Engineering, Danforth, and Flynn Battaglia Architects.

**Construction Update**

Keeping It Modern

THE COMMUNITY CAMPAIGN

It was a good fundraising year for our capital projects. Nearly $17 million has been raised in a true public-private partnership in our Capital Campaign. As we move into the Fall, efforts will intensify to secure the remainder needed to achieve the $18 million mark for phase one.

**Keeping It Modern Capital Campaign Committee:**

John Yurtchuk & Karen Arrison, Honorary Co-Chairs

Chris Brown, Committee Chair

Jeremy Oczek, Board Chair

Cindy Abbott Letro, Michele Agosto, Akruti Barbaria, Anne Conable, Art Cryer, Peter Eliopoulos, Tania Werbizky, Rick Zakalik

**Funds raised to date**

- State of New York: $9.1 million*
- Erie County: $650,000
- City of Buffalo: $2.4 million
- Individuals & Foundations: $4.8 million
- *$8 million-Governor Hochul’s 2023 Budget, $1 million Empire State Incentive Grant, $100,000 grant from NYS Assembly Member Jon Rivera*)

Top Left: Fan unit installation    Lower Left: units installed

Craig Wittmann and Matt Cotton of Danforth with new fan units

*Author, cartoonist Alison Bechdel*

*photo: Pat Cray*

*Photo: Jack Zuff*

*Amina Figarova, jazz pianist & composer  photo: Jack Zuff*
Please check our website for upcoming events and shows: KleinhansBuffalo.org

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3 Symphony Circle
Buffalo, NY 14201
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Box Office: 716-885-5000

Reneé Radzavich
Reneé Radzavich, Building Services Manager, completed her first year with us after spending many years as stage manager at Irish Classical Theater Company and other theaters. She comes to us with a unique perspective on performing arts facilities and an attention to detail second to none. In her role she is an ambassador to clients, coordinator for a variety of staff roles, and contract administrator – in other words, the glue that keeps it all together!

Mike Cassidy
Mike Cassidy, Chief Building Engineer, has been with Kleinhans going on three years now. His experience in facilities management and knowledge of building infrastructure has paid off in so many ways. When Mike is not on duty he manages a seasoned group of part-time engineers, which now includes his son Sean, Donald Davison, Chris Lukaszewski and Sean Sullivan. We are fortunate to have him on our team!

People Behind the Scenes