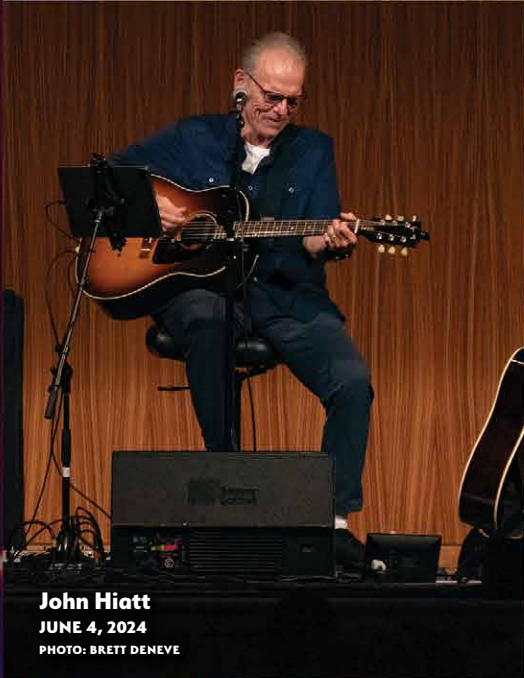


KLEINHANS MUSIC HALL

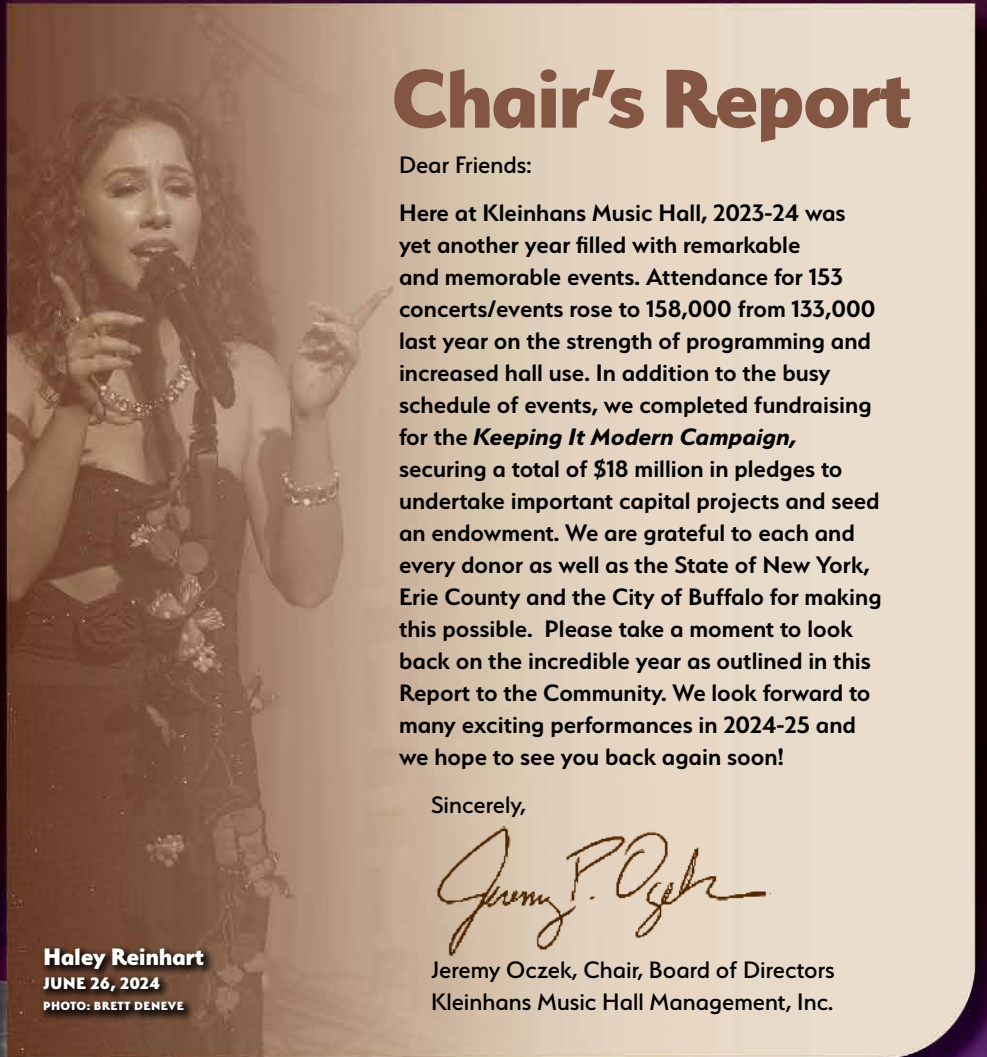
2023-24 Report to the Community



**Native American Community Services
Multi-Cultural Dance Celebration**
APRIL 28, 2024



John Hiatt
JUNE 4, 2024
PHOTO: BRETT DENEVE



Haley Reinhart
JUNE 26, 2024
PHOTO: BRETT DENEVE

Chair's Report

Dear Friends:

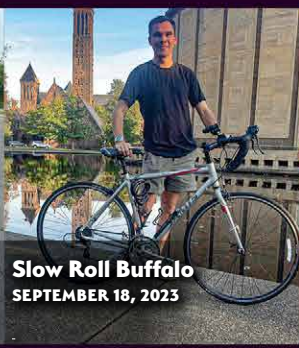
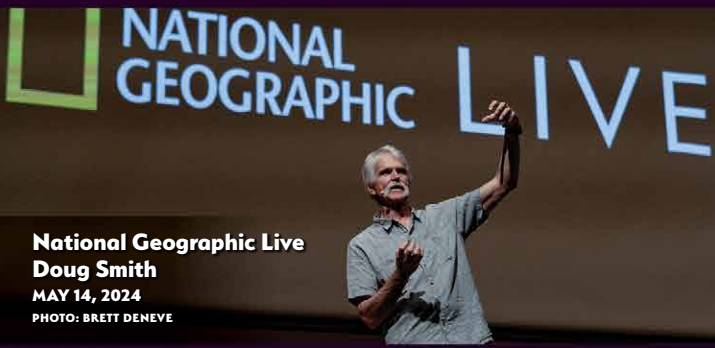
Here at Kleinhans Music Hall, 2023-24 was yet another year filled with remarkable and memorable events. Attendance for 153 concerts/events rose to 158,000 from 133,000 last year on the strength of programming and increased hall use. In addition to the busy schedule of events, we completed fundraising for the *Keeping It Modern Campaign*, securing a total of \$18 million in pledges to undertake important capital projects and seed an endowment. We are grateful to each and every donor as well as the State of New York, Erie County and the City of Buffalo for making this possible. Please take a moment to look back on the incredible year as outlined in this Report to the Community. We look forward to many exciting performances in 2024-25 and we hope to see you back again soon!

Sincerely,

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

**Allman Betts
Family Revival**
NOVEMBER 29, 2023

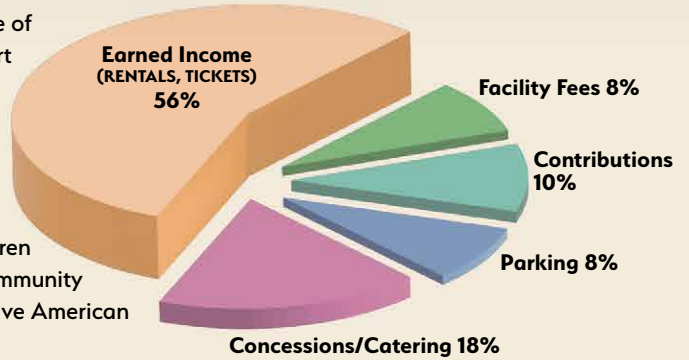




Financial Results

The 2023-24 budget will again achieve a slight surplus on revenue of \$1.7 million, up 30% from 2022-23 evidencing a demand for concert experiences. Like last year, the key driver of revenue growth was pop/rock and comedy shows such as Allman Betts Revival, Joe Gatto, Brit Floyd, AJ Croce, Lyle Lovett and John Hiatt. We achieved record attendance and sales for the National Geographic Live Speakers Series and introduced a World Music Series, Global Grooves. We welcomed new friends such as the Karen Society for a celebration of the Burmese New Year, our Indian community that presented the international singing star, Mohd Rafi, and Native American Community Services for a multi-cultural dance celebration.

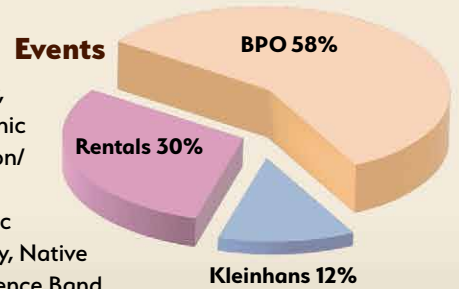
Revenue \$1.7 million



Attendance: 158,000 Events: 153

- 15 Kleinhans Presents, Global Grooves, National Geographic Live Speakers, recitals and concerts
- 10 College and High School Graduations
- 90 BPO performances
- 3 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

- 21 additional community events and celebrations. Partners included Aspire, Renaissance Foundation, Boys & Girls Club, SPCA Erie County, ECMC, One Symphony Circle, Hispanic Heritage Council, MLK Jr. Celebration/Concerned Citizens Following the Dream Committee, Erie County Music Educators Association, Karen Society, Native American Community Services, Clarence Band Boosters, Hospice & Palliative Care- Buffalo, and Slow Roll Buffalo.



Dervish
 MARCH 12, 2024
 Long-established as one of the biggest names in Irish music internationally, Dervish captivated a crowd of over 300 in the Mary Seaton Room.
 PHOTO: BRETT DENEVE





Justin Adams & Mauro Durante
 FEBRUARY 16, 2024
 PHOTO: DAVID CANDLENA



Veronica Swift
 FEBRUARY 23, 2024
 PHOTO: BRETT DENEVE



Red Baraat
 MARCH 3, 2024
 PHOTO: DAVID CANDLENA

Capital Improvements

The Capital Improvement plan moved into its third year. The HVAC Phase two was completed with replacement of the air handlers serving the lobby, Livingston Hall and the Mary Seaton Room. Clean-up work on the stepped roofs is nearly complete. Reconstruction of the Boiler Room including demolition and replacement of concrete side-walk/ceiling and steel beams is in process. Several offices as well as the BPO music library have been outfitted with new furniture, paint and carpeting along with the dressing rooms which received new carpeting. A myriad of smaller projects have been completed including repair of vestibule mats, painting of the auditorium and Mary Seaton Room ceilings after damage from moisture, new appliances for the catering kitchen, and refinishing of the stages. Next summer, the final stage HVAC project will be the replacement of boilers along with many other upgrades.

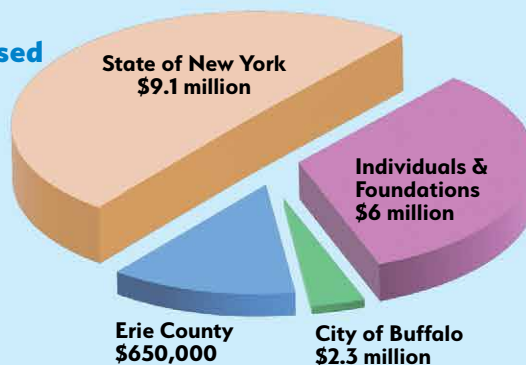
Keeping It Modern



THE COMMUNITY CAMPAIGN

All of this will be made possible by contributions to the Keeping It Modern Campaign, which surpassed the \$18 million goal in the final months of the year thanks to a 2:1 \$250,000 challenge grant from Scott and Rachel Stenclik and the Stenclik Family Charitable Fund, which closed the final \$500,000 gap to goal.

Funds raised to date



Keeping It Modern Capital Campaign Committee:

- | | | |
|--|--------------------|------------------|
| John Yurtchuk & Karen Arrison
<i>Honorary Co-Chairs</i> | Cindy Abbott Letro | Art Cryer |
| | Michele Agosto | Peter Eliopoulos |
| Chris Brown
<i>Committee Chair</i> | Akruti Barbara | Tania Werbizky |
| Jeremy Oczeck
<i>Board Chair</i> | Anne Conable | Rick Zakalik |

Croce Plays Croce

FEBRUARY 14, 2024

A.J. Croce joined us on the main stage for a special evening of music featuring a complete set of classics by his late father Jim Croce, some of his own tunes, and songs that influenced both him and his father.



**Amor and Heritage
Traditional Dance
Company**
APRIL 28, 2024
PHOTO: MANIFEST DESTINY



BABEL
Michelle Zauner
NOVEMBER 9, 2023
PHOTO: PAT CRAY (YUNGPAINKILLER)



Dervish
MARCH 12, 2024
PHOTOS: BRETT DENEVE



People Behind the Scenes

Manager

Jess Basil joined the team full time in December of '23 after working as a marketing consultant for Kleinhans for several years. These days you can find her bouncing around the hall helping with events, booking new shows, or working alongside her colleagues to keep the 80+ year building looking fresh. With a background in event planning and a passion for music, design and her cats she's found herself at home at Kleinhans!



Jess Basil
PHOTO: CARSON MANNINO

Stagehands

We are thrilled to formally welcome our crew from IATSE Local 10 to the team. Pictured left to right are Nick Kogut, Andy Haefner, Jonathan Irizarry, & Bob Hillman who boast a combined tenure of 27 years. Whether they're mixing sound, rigging lights or adjusting the stage plot for musicians, they bring a wealth of expertise and passion to everything they do.



PHOTO: BRETT DENEVE



John Hiatt
JUNE 4, 2024
PHOTO: BRETT DENEVE



Aizuri Quartet
OCTOBER 3, 2023
Buffalo Chamber Music Society's
100th Anniversary Season Opening
PHOTO: BOBBY KIRKHAM



Karen Society
JANUARY 6, 2024



Buffalo Philharmonic Orchestra
SEPTEMBER 23, 2023
OPENING NIGHT
PHOTO: BRETT DENEVE

Board of Directors Staff

Jeremy Oczek
Chair

Karen Arrison
Vice Chair

Peter Eliopoulos
Treasurer

Tania Werbizky
Secretary

Cindy Abbott
Letro

Akruti Barbaria
Buffalo Mayor
Byron Brown

**Niagara District
Common Council
Member**
David Rivera

Daniel Hart
Director

Nicole Bodemer
Director of Finance

Jess Basil
Manager

Brian Seibel
Event Manager

Adam Cady
Director of
Patron Services

Jennifer Barbee
Capital Campaign
Co-Director

Luke Borkowski
Capital Campaign
Coordinator

Mike Cassidy
Chief Engineer

Corrina Scozzaro
Audience Services
Manager

Dennis Nawojski
Concessions
Manager

Lucas Parks
Set-up/Parking
Supervisor

Bob Marth
Vista Security

David Candlena
Graphic Design
Consultant

IATSE Local 10:

Bob Hillman
Audio

Nick Kogut
Master Electrician

Jonathan Irizarry
Assistant Audio Engineer

Andy Haefner
Assistant Electrician