



GREATER PHILADELPHIA  
CULTURAL ALLIANCE

**2007**

ANNUAL REPORT

2007

Dear Friends and Colleagues:

I'm pleased to share with you this *2007 Annual Report of the Greater Philadelphia Cultural Alliance*. Both the accomplishments of the past year, and the exciting plans for the year upcoming, are a reflection of the collective impact of partnerships.

Greater Philadelphia's renaissance is due in large part to our ability to leverage relationships across sectors, geographic boundaries, and historical convention. Nowhere has this renewed sense of energy and optimism been more evident than in arts and culture's new integral role in regional planning and community engagement.

My thanks to our members, partners, board, and staff for your passion and openness to a *Greater Philadelphia*. Our region deserves the best, and you are delivering it. On behalf of all of us at the Cultural Alliance, I thank you for the privilege of making those connections and helping to see them through to fruition. We've only just started.

*Peggy Amsterdam*

Peggy Amsterdam  
President



### *Our Mission*

The mission of the Greater Philadelphia Cultural Alliance is to lead the effort to expand awareness of, participation in and support for arts and culture in the region.

### *Our Vision*

The Greater Philadelphia region is a place where people are passionately involved in and supportive of arts and culture, and a place admired throughout the world for its quality of life made possible by diverse cultural experiences and creativity.

### *Our Goals*

The Cultural Alliance has six goals to leverage the collective strength of its members:

- GOAL 1:** To Increase Support for the Cultural Sector
- GOAL 2:** To Sustain and Grow Awareness of the Cultural Sector
- GOAL 3:** To Increase Participation in Arts and Culture
- GOAL 4:** To Provide Non-Profit Cultural Organizations with Direct Services that Increase Income, Increase Capacity or Decrease Costs
- GOAL 5:** To Capitalize on the Role that Arts and Culture Can Play in Broader Community and Regional Public Policy
- GOAL 6:** To Sustain the Organization so that it is Progressive, Dynamic, Effective, Well Managed and Financially Stable

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# Cultural Policy

AWARENESS & ADVOCACY THROUGHOUT THE REGION

The primary objective of the Cultural Alliance's policy work is to advance policy favorable to Greater Philadelphia's arts and culture sector. To that end, we aim to provide respected research about the field, build effective advocacy campaigns, and to integrate arts and culture into broader regional policy development. In FY 2007, the Cultural Alliance made important advances in all of these areas.

Our research initiatives included the production of two key reports. The first report, *Portfolio*, was released at the Alliance's annual meeting in September 2006. *Portfolio* provided an in-depth look at the scope and health of the local non-profit cultural sector. This landmark study, based upon data from over 200 organizations in the Pennsylvania Cultural Data Project, documents that the region's cultural sector is widely utilized by its citizens and contributes significantly to the region's economic and employment base. At the same time, the report also shows that the sector must improve its compensation structure and its public and corporate support.

The second report, *Arts & Culture in the Metropolis: Strategies for Sustainability*, was released in March, 2007. Written by the RAND Corporation, and co-sponsored with the William Penn Foundation, this study examined cultural support structures in Philadelphia and 10 comparable cities from around the U.S.

These timely research reports clearly helped inform policy debate in the 2007 Philadelphia mayoral election. During the primary season, all five Democratic candidates for mayor and the Republican nominee announced specific arts and culture platforms and pledged to open an office of arts and culture, one of the primary recommendations of *Arts & Culture in the Metropolis*.

The Alliance was equally active on the advocacy front. In 2007, we established a \$60 million goal for a regional funding mechanism—a figure which was subsequently embraced by the *Philadelphia Inquirer's* editorial board. Our city and suburban task forces on regional funding continued to explore alternative funding models and build key relationships that will be essential to our future policy approach. We co-hosted with the Arts & Business Council, Theater Alliance and Dance/USA Philadelphia a Mayoral Forum, "It's About the Arts!," which attracted four candidates and 300 attendees. Building on the capability of the Alliance's online advocacy center, we also leveraged our network of members to promote the "Vote the Arts" agenda and our Get Out the Vote (GOTV) effort for the May primary. The latter effort resulted in widespread curtain speeches, a postcard campaign to 27,000 likely voters, leaflet distribution to audiences, "Vote" buttons on member websites, and extensive board and staff issue briefings.



*Greater Philadelphia Cultural Alliance, why they are great! The staff is supportive and knowledgeable often helping us to see a path where there wasn't one. Programs are informative and bring the arts community together. One leaves with a sense of renewed energy and importance of our work. The MAC mosaic mural "Handle with Care" was partially funded by the 5caf. This acknowledgement of our mission was very affirming*

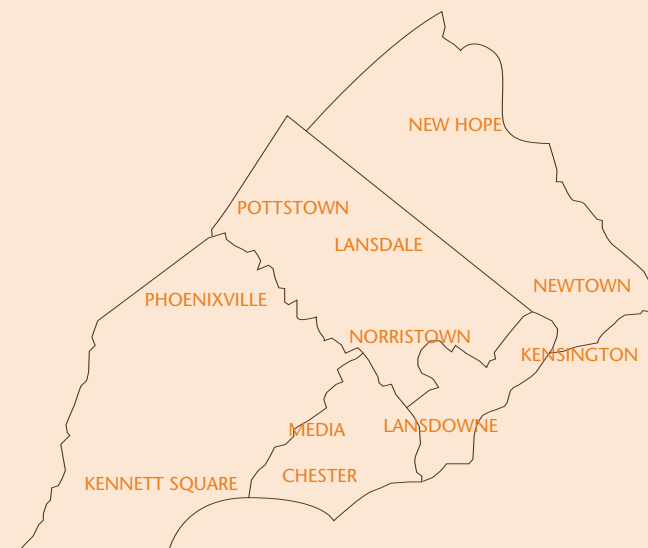
JUDY FOWLER, MEDIA ARTS COUNCIL

The Alliance also continued to pursue its policy initiatives around regionalism. With two dedicated county outreach staff, the Alliance expanded our targeted arts-based community development efforts to 14 neighborhoods and towns. As part of this regional effort, the Alliance provides an online community partner events calendar; promotion and networking of community events and festivals (such as monthly events like "First Fridays"); and local arts service organization and anchor community arts center planning.

Finally, the Cultural Alliance successfully recruited and entered into a contract with Americans for the Arts (AFTA) to host the 2008 AFTA conference. This high-profile national conference will bring 1,500 of the country's cultural leaders to Philadelphia and provide a forum to showcase our region during a presidential election year.



RECENT REPORTS ON CULTURAL SECTOR HELPED SET THE STAGE FOR A MAYORAL CANDIDATES FORUM IN APRIL



*Funder Acknowledgments: The Cultural Alliance's cultural policy work is supported by a grant from The William Penn Foundation. The Online Advocacy Center is supported by The Philadelphia Cultural Management Initiative, funded by The Pew Charitable Trusts, administered by The University of the Arts. Additional support for research services is provided by The Dollinger-McMahon Foundation. Policy activities also made possible with the support of The Lincoln Financial Foundation. Planning for the 2008 Americans for the Arts Convention was supported by The William Penn Foundation, The Pew Charitable Trusts, Pennsylvania Council on the Arts, Independence Foundation, and Pennsylvania Department of Community and Economic Development.*

# Marketing

INCREASING PARTICIPATION & ATTENDANCE

The centerpiece of the Cultural Alliance's marketing effort is the Campaign for Culture. Now in its sixth year, the Campaign is a national model of collaborative cultural marketing that has expanded attendance, boosted earned income, and increased marketing capacity at organizations throughout the region.

In FY 2007, our signature electronic marketing programs continued to grow. The PhillyFunGuide web site attracted 1.3 million unique visits, up 31% over last year. Calendar content also increased, with a record 6,500 events entered. Our community and media partnerships also grew, and PhillyFunGuide.com is now the source calendar on 16 partner web sites.

Our FunSavers weekly e-mail program also continued to thrive. In FY 2007, we topped the 60,000 subscriber threshold, an 18% increase. Since the program's inception, we have now returned over \$2 million to 250 cultural organizations from the sale of seats and admissions that would otherwise have gone empty.

In FY 2007, we also exported Philadelphia's electronic marketing model to peers in other parts of the country, with PhillyFunGuide.com and FunSavers programs being replicated in Baltimore, Charlotte, Harlem and New Orleans. The Cultural Alliance took a particularly active role in New Orleans, working closely with The Pew Charitable Trusts to help the Arts Council of New Orleans launch NOLAFunGuide.com, a targeted Hurricane Katrina recovery initiative.

The Alliance's cooperative and capacity building programs also expanded in FY 2007. We launched a new web-based platform for the popular mailing list co-op. The new automated list exchange enhanced flexibility and speed of the program, while further reducing costs for members. As a result, the number of participants grew from 65 to 83 organizations. The Philadelphia region now has the largest mailing list co-op in the country, with 475,000 net names, representing 1 in 5 households in the region.

*Most people are reluctant to spend money on a performance or an event they know nothing about. But, once given the chance to try something through a program such as 'Funsavers' I think people are more likely to purchase tickets to a similar event even without a discount – myself included!*

MARY A. BISSETT, TRUST OFFICER,  
PNC WEALTH MANAGEMENT

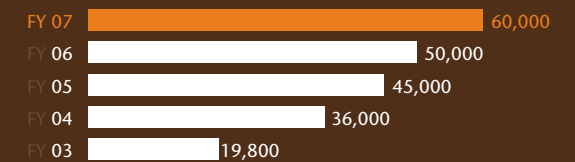
Similarly, the advertising co-op also continued to provide an important marketing vehicle to Alliance members. With a more flexible menu of media outlets, the advertising co-op placed almost \$300,000 in media, including a first-ever offering in the *New York Times*. The Alliance also garnered record attendance at our "Breakfast Club" research roundtables and workshops. Finally, we produced two major promotions to boost consumer trial—Arts & Culture Fest, a four-day event produced in partnership with Center City District, and "5 Weeks of Family Fun," a half-price promotion celebrating family cultural participation at 36 participating organizations during the period between Mother's Day and Father's Day.

In addition to the Campaign for Culture initiatives, the Alliance also continued to pursue media relations on behalf of the sector. In FY 2007, we placed 278 media stories, up 32% from the prior year. Coverage appeared in all major media outlets and included lead stories, editorials and op-ed pieces.

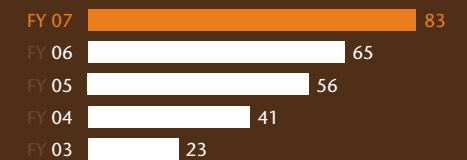
CHUM, THE ADVENTURE AQUARIUM SHARK MASCOT, AND GOLDILOCKS CELEBRATE THE LAUNCH OF 5 WEEKS OF FAMILY FUN WITH YOUNG FRIENDS AT THE PLEASE TOUCH MUSEUM.



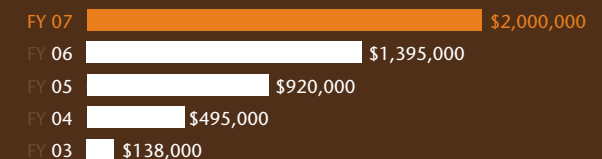
## FUNSAVERS SUBSCRIBERS



## PHILADELPHIA CULTURAL MAILING LIST PARTICIPANTS



## CUMULATIVE REVENUE RETURNED TO CULTURAL ORGANIZATIONS



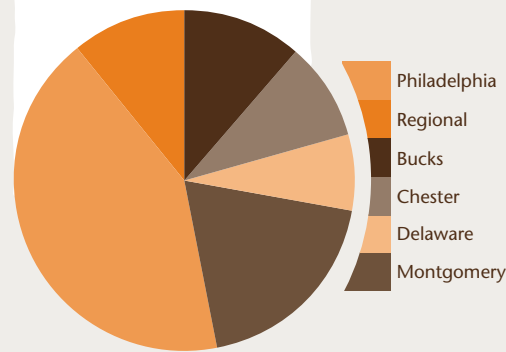
# Grantmaking

NURTURING CULTURE WITH SEED CAPITAL

The Cultural Alliance's grantmaking programs are a key element in our overarching policy strategy of promoting regionalism. Now in their sixth and fourth years respectively, the Alliance's 5-County Arts Fund and Program Stream are both funded in large part through the Pennsylvania Council on the Arts' Partners in the Arts program. They provide important seed capital to emerging arts projects and programs that are essential to nurturing the development of culture throughout the five county region. More importantly, they open doors and build relationships with suburban policy makers. Ultimately, those relationships will be critical to any effort to develop a sustainable regional cultural funding stream.

In FY 2007 we were able to make 180 re-grants totaling \$397,211 throughout the five counties of Southeastern Pennsylvania. The grants were awarded via a thorough objectives-based peer review process, and are distributed throughout the five counties.

APPLICATIONS BY COUNTY



(L-R) JULIE SWARTZ AND LENESA SMITH OF ABINGTON YMCA AND PEGGY AMSTERDAM AND JANE LEWEL, RESPECTIVELY OF THE CULTURAL ALLIANCE AND PHILADELPHIA MUSIC MAKERS MAGAZINE, ATTENDING 5-COUNTY ARTS FUND CHECK CEREMONIES.

*Funder Acknowledgments: The Program Stream and 5-County Arts Fund are Pennsylvania Partners in the Arts programs of the Pennsylvania Council on the Arts, a state agency. They are funded by the citizens of Pennsylvania through an annual legislative appropriation, and administered locally by the Greater Philadelphia Cultural Alliance. The Pennsylvania Council on the Arts is supported by the National Endowment for the Arts, a federal agency.*

*The 5-County Arts Fund is supported by PECO. Some Montgomery County projects are also funded, in part, by an appropriation from Montgomery County.*

*The Cultural Alliance has been very effective in helping to promote the arts as a whole as an economic force in Philadelphia.*

JENNIFER BOGNAR, DIRECTOR OF DEVELOPMENT, THE ROCK SCHOOL

# Membership

GROWING STRONGER TOGETHER

Cultural Alliance membership grew for a sixth straight year, reaching an all-time high of 354 members. This growth is reflective not just of the Alliance's relevance to the sector, but also of the vibrancy of the sector itself. As existing and emerging organizations create an environment that fosters creativity and increases Philadelphia's reputation as a cultural mecca, the Cultural Alliance remains committed to providing aggregated services, policy, and marketing support that maximize their time and financial resources.

To that end, in FY 2007, we held Alliance Day, a daylong conference dedicated to helping members understand and take full advantage of the full array of Cultural Alliance services and programs that are available to them. One hundred fifty people attended the conference, which included workshops on research, advocacy, planning, marketing, insurance, and discounted services.

The Alliance also conducted a survey this year to gauge member satisfaction and identify members' current and future needs. Eighty-three percent of members who responded reported that value for dues was good or excellent, a fact reinforced by the Alliance's annual renewal rate which has remained above 90% in each of the last six years. Top-ranking

benefits included the Alliance's electronic marketing initiatives, research, advocacy, job bank and Cultural Resource Directory.

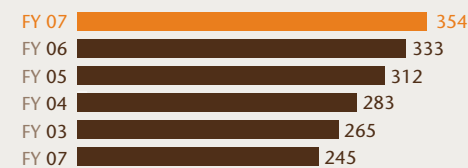
Finally, in FY 2007, the Cultural Alliance conducted an in-depth analysis of its member health insurance program. Given the importance of employee retention, benefits, and the skyrocketing insurance premiums being experienced nationwide, it was imperative to ensure that the Alliance's program was keeping pace with marketplace developments. Ultimately, the Alliance decided to offer multiple health insurance provider options and enter into a benefits partnership with Commonwealth Consulting Group, so that members can continue to receive the kind of personal attention they have come to expect from the Alliance, while now having access to a full range of benefits, pricing, and products through an experienced benefits partner.

*The Cultural Alliance's health insurance study was supported by the Samuel S. Fels Fund.*

MEMBERS BY DISCIPLINE

Artist Development & Residencies	3%
Community Art/Cultural Organization	14%
Councils/Agencies/Societies	10%
Dance	6%
Education & Instruction	8%
Foundations/Fellowships	1%
Folk & Traditional Arts	1%
Historic/Cultural Preservation	8%
Libraries/Archives	3%
Literature/Publications	1%
Media Arts (Film/Radio/TV)	3%
Museums	7%
Music	15%
Presenting Organization/Performance Spaces	3%
Science, Nature, & Gardens	3%
Service & Membership Organization	6%
Theater	14%
Visual Arts	3%

MEMBERSHIP GROWTH



# Financial Results

FY2007

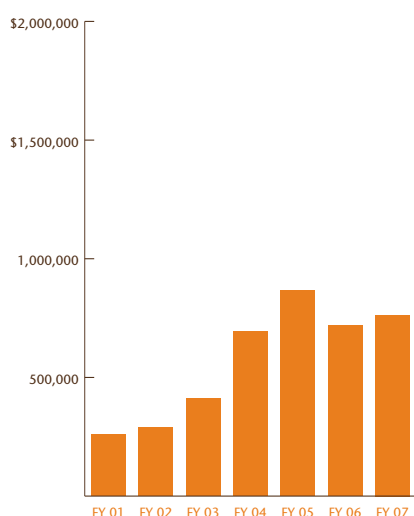
The Cultural Alliance remains in strong financial health. We completed FY 2007 with net assets of \$3.2 million, of which \$763,000 are unrestricted. This reserve represents three months' operating expenses and is consistent with the board-established reserve in our five-year strategic plan. The annual increase of \$43,000 in unrestricted net assets for FY 07 is equivalent to net income of 1.5%.

The Alliance has no significant debt, and the restricted portion of assets consists primarily of accounts receivable from funders for multi-year grants that extend into fiscal years 2008 and 2009.

The Cultural Alliance received major grants from the William Penn Foundation, The Pew Charitable Trusts, and the Pennsylvania Council on the Arts to support the 2008 Americans for the Arts Convention, New Orleans FunGuide, and general operating expenses.

Additionally, other Alliance projects and operations continue to be funded by multi-year grant commitments made in earlier years, including those from The Pew Charitable Trusts, William Penn Foundation, and Independence Foundation.

BALANCE OF UNRESTRICTED NET ASSETS



## THE PEW CHARITABLE TRUSTS

Operating support for the Cultural Alliance in FY 07 is provided by the William Penn Foundation; The Pew Charitable Trusts; Pennsylvania Council on the Arts, a state agency funded by the Commonwealth of Pennsylvania and the National Endowment for the Arts, a federal agency; Independence Foundation; Philadelphia Cultural Fund; Barra Foundation; and the Cultural Alliance's Board of Directors and individual donors.

## STATEMENT OF FINANCIAL POSITION

For the years ended June 30

ASSETS	2007	2006
<b>CURRENT ASSETS</b>		
Cash	\$1,711,490	\$1,373,712
Grants and accounts receivable	27,000	2,278,275
Prepaid expenses	28,764	22,423
<b>Total Current Assets</b>	<b>\$1,767,254</b>	<b>\$3,674,410</b>
<b>FIXED ASSETS</b>		
Furniture and equipment	\$127,919	\$124,393
Less: Accumulated depreciation	(109,703)	(94,870)
	<b>\$18,216</b>	<b>\$29,523</b>
<b>OTHER ASSETS</b>		
Security deposits	\$8,000	\$8,000
Grants & accounts receivable	1,464,500	-
<b>Total Other Assets</b>	<b>\$1,472,500</b>	<b>\$8,000</b>
<b>Total Assets</b>	<b>\$3,257,970</b>	<b>\$3,711,933</b>
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$87,482	\$64,911
Deferred revenue	-	10,490
<b>Total Current Liabilities</b>	<b>\$87,482</b>	<b>\$75,401</b>
<b>NET ASSETS</b>		
Unrestricted	\$763,169	\$720,579
Temporarily restricted	2,407,319	2,915,953
	\$3,170,488	\$3,636,532
<b>Total Liabilities &amp; Net Assets</b>	<b>\$3,257,970</b>	<b>\$3,711,933</b>

## STATEMENT OF ACTIVITIES

For the years ended June 30

	UNRESTRICTED	TEMPORARILY RESTRICTED	2007 TOTAL	2006 TOTAL
<b>SUPPORT &amp; REVENUE</b>				
Contributions & grants	\$210,323	\$1,552,943	\$1,763,266	\$2,158,895
Members' dues & fees	297,067	-	297,067	204,179
Health service fees	135,186	-	135,186	142,322
Co-op ad fees	124,187	-	124,187	112,166
Publications & seminars	5,500	-	5,500	-
Other income	56,817	-	56,817	58,309
Interest income	51,578	-	51,578	58,309
Net assets released from restrictions:				42,376
Satisfaction of program restrictions	2,061,577	(2,061,577)	-	-
<b>Total Support &amp; Revenue</b>	<b>\$2,942,235</b>	<b>\$(508,634)</b>	<b>\$2,433,601</b>	<b>\$2,729,814</b>
<b>EXPENSES</b>				
Programs services	\$2,286,137	-	\$2,286,137	\$2,070,550
General & management	442,095	-	442,095	311,955
Fundraising	171,413	-	171,413	103,985
<b>Total Expenses</b>	<b>\$2,899,645</b>	<b>\$-</b>	<b>\$2,899,645</b>	<b>\$2,486,490</b>
<b>Changes in Net Assets</b>	<b>\$42,590</b>	<b>\$(508,634)</b>	<b>\$(466,044)</b>	<b>\$243,324</b>
<b>Net Assets, Beginning</b>	<b>720,579</b>	<b>2,915,953</b>	<b>3,636,532</b>	<b>3,393,208</b>
<b>Net Assets, Ending</b>	<b>\$763,169</b>	<b>\$2,407,319</b>	<b>\$3,170,488</b>	<b>\$3,636,532</b>

# Looking Ahead 2008

The Cultural Alliance is at a pivotal moment in its history—one we have been building towards over the past several years. We have established data tools and published research that makes a quantifiable and compelling case for culture. We have thoughtfully crafted policy objectives and built relationships with key stakeholders. We have established marketing vehicles that modernize and unify our communications, and make culture more accessible and appealing to the public. Our membership is at an all time high and is armed with effective, technology-based advocacy and marketing tools.

Yet all of this preparation will mean little if we fail to seize this moment. With a new mayoral administration taking office in Philadelphia, resurgent interest in regionalism, changing local demographics, new media and social marketing capabilities, and a renewed sense of civic pride and responsibility, there is a remarkable confluence of events for our sector and our community.

Paralleling and capitalizing on this confluence, the Cultural Alliance has developed marketing, policy, and membership initiatives for FY 2008 that reflect a holistic approach to building support, sustainability, and public engagement.

## Cultural Policy

As Philadelphia welcomes a new mayor, we must remember that not only will this individual lead the city at a crucial juncture in its history, but he will also be a spokesperson for our entire region. To that end, the Cultural Alliance will work to help the new administration to view and develop culture as an integral financial investment, not an optional social amenity. Philadelphia's identity, economic rebirth and social fabric depend upon the health of its cultural sector.

In FY 2008 our policy initiatives will include the release and dissemination of an economic impact study, *Arts, Culture & Economic Prosperity*; expanded issue advocacy that leverages the new online advocacy center; regional funding planning; support for suburban arts-based revitalization planning; and the compilation and interpretation of data to prepare for the release of *Portfolio II* in FY 2009. Finally, in June 2008, Philadelphia will host the Americans for the Arts Convention, showcasing our region as one of the most dynamic cultural centers in the country.

## Grantmaking

With new internal leadership of our grantmaking programs, the Cultural Alliance will re-examine the delivery of its chief programs—the 5-County Arts Fund and Program Stream—to ensure that we deploy financial and human resources in a way that best serves the sector and continues to build the Alliance's recognition and reputation in the suburbs.

## Marketing

In FY 2008 the Cultural Alliance will complete the final year of the Campaign for Culture umbrella regional marketing initiative. At the same time, we will be formulating plans for its successor program, *Engage 2020*. The new multi-year initiative will integrate research-based strategic product innovation with expanded social marketing and other public engagement strategies.

In FY 2008, our PhillyFunGuide.com events calendar will incorporate more social marketing functionality and expand its base of community partners. Our FunSavers e-mail program will add new features and a larger array of discount price points. We will continue to refine our web-based mailing list co-operative to give cultural marketers both the ability to select and modify lists instantly and consult with professionals for larger customized mailings. In our Marketing Leaders program and public workshops, we will utilize partnerships with peer service organizations to increase capacity and quality.

## Membership Services

The Cultural Alliance's membership has expanded more than 50% over the past five years. With 354 members, we are committed to ensuring that the array and delivery of services adapts to the evolution of the membership. In FY 2008, following up on both a member survey and health insurance study, the Alliance will expand its insurance and benefits options. By partnering with a full service benefits agency, the Alliance will now be able to offer its members one-stop shopping for benefits and insurance.

In FY 2008 we will also review the categories of membership, with an eye towards expanding eligibility to for-profit cultural organizations. This analysis, undertaken with the assistance of a membership task force, will determine whether the addition of for-profit cultural organizations can increase our policy clout, negotiating power and revenue stream.

## Administration

Fiscally, the Alliance has developed a balanced budget for FY 2008 of \$3.2 million that will enable us to continue to deliver quality policy, marketing, grantmaking, and member services, while ensuring ongoing financial stability. Operationally, our major initiative will be the redesign and relaunch of our web site as a constituent portal to services and information.

Finally, as a service organization, the Alliance's principal asset is the quality of its staff and board. We will continue to foster an office culture that recruits and motivates high-energy, team-oriented, and technologically savvy employees. We will set and report on measurable objectives, tied to our strategic, operating and individual work plans. At the board level, the Governance committee will continue to pursue diversity in the recruitment process in terms of race, gender, ethnicity, and expertise among community and institutional leaders representing an array of disciplines and budget sizes.

## Support

### FOUNDATIONS

The Barra Foundation  
 Dolfinger-McMahon Foundation  
 Samuel S. Fels Fund  
 Independence Foundation  
 Virginia and Harvey Kimmel Fund, The Philadelphia Foundation  
 Lincoln Financial Foundation  
 The Pew Charitable Trusts  
 The Philadelphia Cultural Management Initiative, funded by The Pew Charitable Trusts, administered by The University of the Arts  
 Phoebe W. Haas Charitable Trust “A”  
 Phoebe W. Haas Charitable Trust “B”  
 William Penn Foundation

### COPORATE PARTNERS (Gifts of \$1,000 and up)

Bank of America  
 Comcast Spectacor  
 Independence Blue Cross  
 PECO  
 PNC

### CORPORATE SUPPORTERS (Gifts up to \$999)

Avencia Incorporated  
 Electronic Ink  
 Kleinbard, Bell & Brecker  
 Schultz & Williams  
 Stantec  
 Tix.com  
 Nina Zucker Associates

### PUBLIC AGENCIES

County of Montgomery  
 National Endowment for the Arts  
 Pennsylvania Council on the Arts, a state agency  
 Pennsylvania Department of Community & Economic Development  
 Philadelphia Cultural Fund

### MATCHING GIFTS

The Pew Charitable Trusts  
 The Philadelphia Foundation

### INDIVIDUALS

Lorraine and Ben Alexander  
 Peggy Amsterdam  
 Valla Amsterdam  
 Susan Atkinson  
 Jo and David Baskin  
 William Becker  
 Constance Benoliel-Rock  
 Robert Bogle  
 Laura Burnham  
 Ed Cambron and Chuck Finch  
 Rachel Cheetham-Richard and Robert Cheetham  
 Nancy Katz Colman and David Colman  
 John Conaway  
 Molli C. Conti  
 Miguel-Angel Corzo  
 Frank Cymbala  
 Paul Decker  
 David Devan  
 Maryann Devine  
 Nancy J. Faulk  
 Lee A. Brandt and Elizabeth Feldman Brandt  
 Happy Fernandez  
 Phyllis and Howard Fischer  
 Linda and Bill Forman  
 Kumani Gantt  
 Elizabeth H. Gemmill  
 Juliet J. Goodfriend  
 Richard and Susan Gould  
 Grace E. Grillet  
 John C. and Chara C. Haas  
 David Haas  
 William F. Haggett  
 Mr. and Mrs. Jon Harmelin  
 Gail Harrity  
 Jane Golden Heriza  
 Judy Herman  
 Jenny Hershaur  
 Jane and Steve Heumann  
 Lynne & Harold Honickman  
 Larry Isard  
 Brian Kabatznick  
 Tom Kaiden  
 Virginia and Harvey Kimmel  
 Joseph H. Kluger  
 Robert S. Kravitz, D.D.S.  
 H. F. ‘Gerry’ Lenfest  
 Meryl Levitz  
 Martha and John Lubell  
 Bill Marrazzo  
 Meg Callaghan McLane  
 Judi and David Mink  
 Dale Mitchell

David Moltke-Hansen  
 John Murray and Vera Wilson  
 Leslie and Jim Newman  
 Dr. and Mrs. R. Barrett Noone  
 Charity Quinn  
 Hal Real  
 Caro U. Rock  
 Charles Rose  
 Dan Rottenberg  
 Gregory T. Rowe  
 Charleen Rutschky  
 Mary Biddle Scheetz  
 Scott Schultz  
 Michael Scolamiero  
 David Seltzer  
 Nancy Shaw and Evan Radcliffe  
 Susan Sherman  
 Lois S. Hagarty  
 Janet Spiegelman  
 Marcia and Dennis Spivack  
 Holly Springs  
 Zack Stalberg  
 Ronald Stevens  
 Nick Stuccio  
 Prof. Roberta K. Tarbell  
 James Undercofler  
 Judie and Bennett Weinstock  
 Susan Weiss  
 James A. and Nancy Bendiner Weiss  
 John D. White  
 Roy Wilbur  
 Dennis M. Wint, Ph.D.  
 Thomas Woodward  
 Suzanne Yusem

In honor of Peggy Amsterdam,  
 Janet Spiegelman

In honor of Courtney’s  
 wedding, Suzanne Yusem

In honor of Robert David’s 80th  
 birthday, Suzanne Yusem

In honor of Ben Frankel’s 75th  
 birthday, Janet Spiegelman

In honor of opening Rae,  
 Brad Molotsky

In honor of Jon Stern’s 60th  
 birthday, Suzanne Yusem

In honor of Susan Weiss,  
 Anonymous

In honor of Tom Woodward,  
 William and Mary Hanglely

In memory of Bob Aaron,  
 Suzanne Yusem

In memory of Ernesta Ballard,  
 Bill LeFevre

### OTIS MORSE ADVOCACY SCHOLARSHIP FUND

Melvina Cannon  
 Jessica Eldredge  
 Valerie V. Gay  
 Julie and John Hawkins  
 Sharon Kling  
 Susan Weiss  
 April Williamson

### IN-KIND

Abington Art Center  
 Amtrak  
 Arden Theatre Company  
 Battleship NJ  
 Catering by Design  
 Center City District  
 dancingmeatballs.com  
 Elmwood Park Zoo  
 Hatch Dance Theatre  
 Independence Seaport Museum

Institute of Contemporary Art

John Bartram Association

Kennett Symphony of  
 Chester County

Main Line Art Center

Marriott

MetroKids

Park Hyatt Philadelphia  
 at the Bellevue

Philadelphia Boys Choir  
 & Chorale

Philadelphia Inquirer

Philadelphia Orchestra

Philly.com

Please Touch Museum

Schuylkill River Development  
 Corporation

Sofitel Philadelphia

Southwest Airlines

Storybook Musical Theatre

The Academy of Natural  
 Sciences

The People’s Light and  
 Theatre Company

University City District

Vera Bradley

WHYY

WRTI 90.1FM

WXPN 88.5FM

## Board of Directors

Grace Grillet, *Chair*; Managing Director, The People’s Light & Theatre Company

Hal Real, *Vice Chair*; President & CEO, World Cafe Live

David Devan, *Secretary*; Managing Director, Opera Company of Philadelphia

Thomas C. Woodward, *Treasurer*; Senior Vice President, Bank of America

Susan D. Atkinson, Producer, Bristol Riverside Theatre

Hon. Phyllis Beck, General Counsel, The Barnes Foundation

Ramona Riscoe Benson, President & CEO, The African American Museum in Philadelphia

Ingrid Bogel, Executive Director, Conservation Center for Art and Historic Artifacts

Robert Bogle, President & CEO, Philadelphia Tribune Company

Hon. Robert Butera

John D. Conaway, Senior Vice President, PNC

Hon. Dwight Evans, *Ex Officio*, Member, Pennsylvania House of Representatives

Beth Feldman Brandt, Executive Director, Stockton Rush Bartol Foundation

Happy Craven Fernandez, *Emerita*; President, Moore College of Art & Design

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Judy Herman, Executive Director, Main Line Art Center

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William J. Marrazzo, President & CEO, WHYY

Brad Molotsky, General Counsel & Senior Vice President, Brandywine Realty Trust

Stephanie W. Naidoff, *Ex Officio*, City Representative & Director of Commerce, City of Philadelphia

Paul Redman, Director, Longwood Gardens

Hon. Blondell Reynolds Brown, *Ex Officio*, Councilwoman At-Large, Philadelphia City Council

Michael Scolamiero, Executive Director, Pennsylvania Ballet Association

Virginia Sikes, Partner, Montgomery, McCracken, Walker & Rhoads

Nick Stuccio, Producing Director, Philadelphia Live Arts Festival & Philly Fringe

James Undercofler, President & CEO, The Philadelphia Orchestra Association

Patricia Washington, Vice President, Grants and Development, Greater Philadelphia Tourism Marketing Corp.

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