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## CHAUTAUQUA INSTITUTION MISSION STATEMENT

Chautauqua Institution is dedicated to the exploration of the best in human values and the enrichment of life through a program that explores the important religious, social and political issues of our times; stimulates provocative, thoughtful involvement of individuals and families in creative response to such issues; and promotes excellence and creativity in the appreciation, performance and teaching of the arts.

Chautauqua Institution is a not-for-profit, 750-acre community on Chautauqua Lake in southwestern New York State, where approximately 7,500 persons are in residence on any day during a nine-week season, and a total of more than 100,000 attend scheduled public events.



## CHAUTAUQUA FOUNDATION MISSION STATEMENT

The Chautauqua Foundation, Inc. exists to support the long-term sustainability of Chautauqua Institution with a particular focus on the preservation, the appropriate use, and the growth of endowment funds.

## A MESSAGE FROM SENIOR VICE PRESIDENT AND CHIEF ADVANCEMENT OFFICER **GEOF FOLLANSBEE**

Dear Friends.

In my twenty years leading the Office of Advancement and, previously, the Chautauqua Foundation, my favorite time of year has been the Summer Assembly. Seeing our work come alive and be enjoyed by tens of thousands of friends and those unknown to me each year is exhilarating. I've often said I have the best view at Chautauqua, where the bustle of Bestor Plaza lies just outside my office window.

But my second favorite time of year, not far behind the Summer Assembly, is when we compile this annual Report on Philanthropy, an inspiring reminder of the depth of generosity that exists at Chautauqua — and, more so, of the sprawling, diverse coalition of individuals, families, and institutions that funds our work. It is a collaboration that the entire community should cherish.

Then again, the reminders of such collaboration are everywhere at Chautauqua, emblazoned on bricks, buildings, and benches throughout the grounds. And while the enduring spirit of generosity is one of Chautauqua's greatest strengths, strength is never more evident than in periods of stress. Despite new and recurring events that challenged our community this year, we have once again shown great strength in our collective philanthropy.

For some, the most tangible example this year was the funding and construction of Chautauqua's first two pickleball courts. More than a dozen individuals and families made gifts to enable the project. A first ever gift from AARP also supported the project. Under the leadership of the Institution's Buildings and Grounds Departments, this project was completed quickly, and one would have been hard pressed to find a time or day this season when the courts were not in use. This project was an achievement in community cooperation, and one that brought family and friends together in meaningful fellowship (despite the final score).

Thankfully, the tendency toward teamwork reaches far beyond pickleball courts. I am proud of so many accomplishments this year, including more than 800 gifts of \$100 or less and several seven-figure gifts. The Chautauqua County Legislature granted \$1 million to the Institution to support of our Chautauqua Lake conservation efforts in partnership with the Jefferson Project. Another \$6 million was given in cooperative gifts by the generous Batten, Nosler and Davis families, sustaining our



Climate Change Initiative and endowing its directorship in honor of Chautauquan Peter Nosler, whose passion sparked this initiative. And thanks to the hard work of volunteers, staff and community members, we exceeded the Chautauqua Fund goal, raising \$5.9 million. These are just a few successes from a year that included so many.

But Chautauqua is not immune to the challenges of the modern world, despite our occasional misconception that it is. In line with many other opera-producing organizations, our program saw cuts this year that were felt deeply by members of our community. But a dedicated group of opera lovers worked hard to identify solutions, working closely with Steve Osgood, Deborah Sunya Moore, Laura Savia and Jenny Stitely to raise money to produce an opera for the Amphitheater in 2024 and launch a drive to endow additional opera activities in perpetuity. This initiative was purpose-driven and collaborative, and all will feel the impact.

In change, there is opportunity. Even a cursory look at Chautauqua's 149-year history makes clear that continual evolution and investment are core components of the organization. We applaud those dedicated Chautauquans who rescued the Institution from receivership and established the Chautauqua Foundation in the 1930s, and those who invested in the Institution to stave off financial trouble in the 1970s. Likewise, a coalition of generous Chautauquans came together in 2023 to raise up the Institution.

As you'll read in the following pages, 2023's philanthropic activity totaled more than \$36 million, a stunning and inspiring amount. Like those previous historic examples, much of this philanthropic activity is intended to support the long-term health of the Institution, with one-third of 2023's activity in the form of planned gifts. But unlike those past examples, this investment is not rooted in a period of dire financial straits. Rather, the Institution is on strong financial footing. While meeting our significant need for annual spendable giving, we can now also focus on long-term

sustainability. That is a tremendous accomplishment borne of decades of hard work.

That focus is reflected in Boundless, A Campaign for Chautauqua. We are investing in the Lake's conservation as an existential imperative. We are investing in our programs and facilities to ensure top-talent artistry and enriching activities remain core components of the Chautauqua experience. And we are investing in the endowment held within the Chautauqua Foundation to ensure continuation of our treasured programs and dependable funding to meet the challenges we cannot yet anticipate.

But our most important resource is neither the Lake nor the endowment: it is you, our community.

And now, as we throw ourselves into the public phase of Boundless and set out to raise \$150 million to secure a stronger footing for long-term sustainability, the need for collaboration and cooperation becomes clearer than ever. This report shows what we can accomplish when we come together. We must commit to stewarding this Institution now so those who celebrate our bicentennial can also find inspiration at Chautauqua. Will you so commit?

To every individual, family and funder who invested in Chautauqua Institution this year, I thank you. Your support has already touched the lives of many, and it is not done. I am grateful for a lifetime of membership in this generous community. The achievements outlined in this report belong to you. Thank you.

With warmest regard, I am

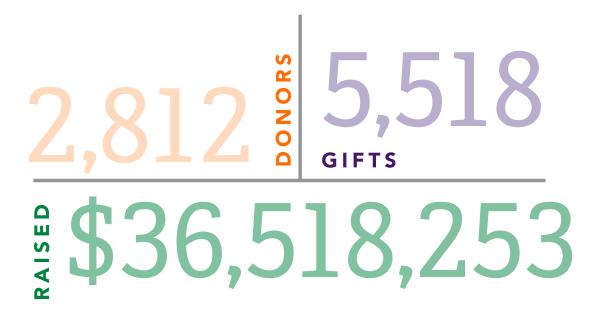
Very truly yours

Geof**/**Follansbee

Senior Vice President and Chief Advancement Officer



## FUNDRAISING REPORT

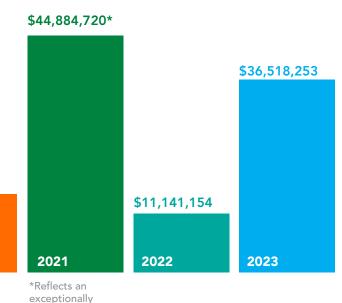


## **Total Philanthropic Activity**

In 2023, Chautauquans generously supported the Institution's mission with more than \$36 million in total philanthropy.

Includes outright gifts, pledges and planned gift commitments.





## Categories of Support

### Chautauqua Fund

All gifts provide annual operating support for the full range of programming Chautauqua offers

#### **Endowment**

All gifts, managed by the Chautauqua Foundation, support Chautauqua Institution and its programs in perpetuity

### **Strategic Initiatives**

All gifts support key priorities identified in the 150 Forward Strategic Plan

### **Capital**

All gifts support the renovation or construction of facilities

high number

of planned gift commitments and realized bequests

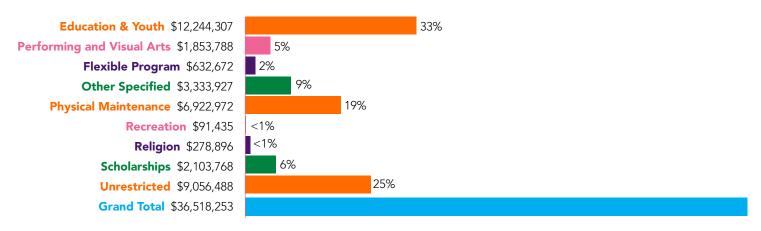
## **Total Giving by Categories of Support**

\$36,518,253



### **Total Giving by Area of Support**

Includes outright gifts, pledges and planned gift commitments



### Ways to Give

- Cash gifts
- Appreciated assets such as stocks
- Monthly payments
- Tribute or memorial gifts
- Matching gifts
- Non-cash assets

- Planned gifts such as a bequest or charitable gift annuity
- Donor advised funds or private family foundation
- Corporate and foundation gifts

## Contact the Office of Advancement

to learn more about any of these options. 716-357-6404 advancement@chq.org

## LIFETIME GIVING

Numerous individuals and organizations have demonstrated their commitment to Chautauqua through extraordinary expressions of philanthropy. This lifetime giving list recognizes and thanks the cumulative generosity of donors to the annual Chautauqua Fund, strategic initiatives, capital projects or endowment, or who have pledged or transferred assets as part of certain planned gift commitments totaling an amount of \$250,000 or more.

Donors new to this list appear in green text.

#### Greater than \$5,000,000

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Susan and Thomas Hagen
Mary and Oliver Langenberg
Joan and David Lincoln
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## **2023 PHILANTHROPY** AT CHAUTAUQUA

The following list recognizes, with profound gratitude, all donors who made a contribution to one or more philanthropic areas in 2023.

\* Chautauqua deeply regrets the passing of these devoted supporters and is grateful for their legacy support.

#### \$50,000+

Anonymous (2) Allegheny Health Network -Westfield Memorial Hospital Nan and Brett Altman Jane P Batten Flise M. Besthoff Charitable Foundation, Inc. Mary Boyle and Ted Arnn Laurie Branch and Family Gary and Willow Brost Charitable Fund Andrew L. and Gayle Shaw

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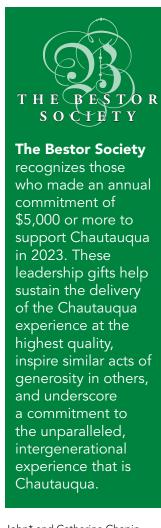
#### \$5,000-\$9,999

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## DONOR SPOTLIGHT: JIM AND SUSAN BUDROS

For Jim and Susan Budros, educating others has been a throughline of their life's work. A retired middle school educator, Susan worked with adolescents as they prepared to enter high school and take their initial strides into adulthood. And, as if to bookend Susan's work with youth, Jim worked as a financial adviser, helping his clients to prepare for retirement and to make the most of their resources for their families

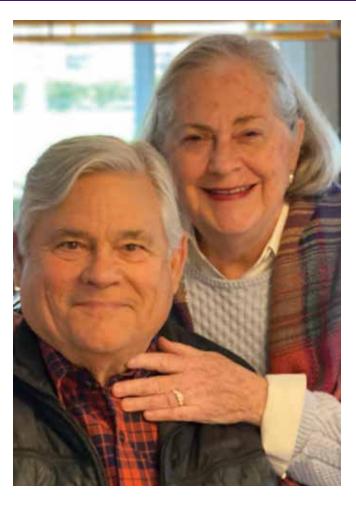
Residents of Columbus, Ohio, where many Chautauquans reside outside of the Summer Assembly, Jim and Susan were first invited to visit by friends who had themselves been invited by a longtime Chautauquan. And while it was a friendly vacation that first brought them to Chautauqua, it was the vibrant community and wide-ranging educational opportunities that captured their intrigue.

"We had a wonderful experience that first year," says Jim.
"We were at Chautauqua with great friends, which is part of
Chautauqua — the friendships you make. Secondly, that was a
year where National Geographic came and the lectures were all
about water. We were blown away by that. We thought, 'if it's
going to be like this, we'd like to be part of it.'" That partnership
with National Geographic will continue in the 2024 season with,
"Water: Crisis, Beauty and Necessity."

The Budroses soon became property owners and continued to expand their community of friends. Having a condo on the grounds has allowed them to enjoy Chautauqua not only during the Summer Assembly, when they make the most of the full program of activities, but beyond the season as well.

"We attend both the 10:45 a.m. lecture and the 2 p.m. programming," Susan says. "We love going to the theater and the evening entertainment and being on the Lake. We go up other times during the year and enjoy that as well."

From his work in wealth management, Jim has a vast understanding of giving vehicles that individuals and families can use to support the organizations they love. So, when a new law



took effect in early 2023 that allowed individuals to fund a Charitable Gift Annuity (CGA) through a one-time qualified charitable distribution (QCD) from their individual retirement account (IRA), Jim thought it would be a great opportunity to support Chautauqua.

"Congress passes social laws to encourage people to do things that are sometimes in both an institution's and the donor's best interest, and this is a perfect example," says Jim. The tax benefits, annuity payout and potential for growth that are key features of a CGA all piqued Jim's interest. "One can say, 'why don't you just give the gift,' which we could have done. But I love to use techniques. and this was a brand-new technique last year."

In creating their CGA, the Budroses opted to not

designate their gift for a specific program or initiative, offering the Institution flexibility in its use. Jim credits this decision to his experiences serving on other not-for-profit boards, where he's seen the value in access to flexible support. In not restricting the gift, their support will be able to reach a wide array of the educational programs they hold dear.

"Education has been so important to me all my life, and for our kids," says Susan. "Chautauqua is such a unique place to learn and to be with other people. It's so wonderful that people can continue learning through the arts and theater and sports, and from one another. Chautauqua has a gold mine of people and minds to interact with and from which to learn. That is exciting for me, and I hope it continues."

With Jim and Susan's support, alongside that of countless other generous Chautauquans, that hallmark commitment to lifelong learning can and will continue well beyond the Institution's next 150 years.

#### \$5,000-\$9,999 cont.

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#### PROGRAM SPOTLIGHT:

## **Scholarships**

Each year, hundreds of students come to Chautauqua's Schools of Performing and Visual Arts to hone their crafts under the guidance of world-class faculty. Spanning artistic disciplines that include theater, vocal performance, instrumental music, piano, dance and visual arts, these students contribute creative excellence throughout the Summer Assembly. For many patrons, this decades-old tradition of welcoming students to the grounds is an essential component of the Chautauqua experience. But these students would not be able to spend their summers in our community without the vital support of endowed and annual scholarships. A wide coalition of individual donors and community groups helps ensure

tuition costs do not become a barrier for the students who want to participate in our programs. For their part, the students offer significant return on this investment: they perform on the Institution's various stages, delight Chautauquans with pop-up concerts, participate in public lessons and workshops, and become ingrained in the community every year. And long after the closing three taps of the gavel echo beyond the Amphitheater, the students continue to carry the lessons learned and connections made here far beyond our historic grounds. Such an impact on the world would not be possible without the generous support of those who invest in our students through scholarship contributions.

"It cannot be overstated how vital scholarships are to the success of our students and the impact of our Schools. I get to see firsthand how the generosity of Chautauquans opens doors for these extraordinary young people. I am so grateful for all who play a role in cultivating their talents and enriching their lives."

— Sarah Malinoski,
Director, Chautauqua Schools of Performing and Visual Arts

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## DONOR SPOTLIGHT: ANNIE AND SCOTT HAMILL

For Annie Hamill, Chautauqua has been a lifelong journey of evolving experiences.

Growing up outside of Erie, she'd often visit the grounds with her parents for Sunday services or evening concerts. After graduating from high school, she spent a summer working as an intern for the Chautauqua Foundation, before moving to Boston to pursue her career. And on visits home, she'd occasionally swing by the grounds, introducing her husband Scott to Chautauqua.

But it was a family visit in 2013, when the family rented

a house for a week to celebrate her parents' 40th wedding anniversary, Annie began to consider how to make Chautauqua a more regular part of their lives. And when the opportunity to purchase a plot and build a home on the grounds became available, Scott, Annie and her parents decided to go for it.

Like Annie, her children quickly fell in love with the experience too. They became active in Youth and Family Programs, first through Children's School and now through Boys' and Girls' Club. She remembers the excitement her children felt boarding the Children's School bus for the first time.

"It was just this lovely place where we could have time as adults, think about interesting things, hear interesting speakers, and go to events with the kids," says Annie. "And the kids also got a chance to be with other kids. The Children's School is amazing. They really take a lot of time and effort to make the programming thoughtful."

"I think the love we have for it is through the lens of our kids," Scott says. "It's something I didn't have growing up. I never knew the place existed. And I see the joy they get there. They want to be there for as much of the summer as they can." Owning a home on the grounds and the ability to work remotely have allowed Scott and Annie to spend the summers on the grounds with the rest of her family.

"Everybody gains something by being in a multi-generational setting," she says. "You know, I think it's really cool that our kids get to be with their grandparents so much that I don't even think they realize it."



Annie and Scott have also found community at Chautauqua through involvement in Youth and Family Programs and NOW Generation, as well as casual conversations around the grounds. Their basset hound, Dorothy Hamill, serves as a great icebreaker, notes Annie.

But they've also been conscious of investing in the community. As years-long members of both the Bestor Society and the Bell Tower Society (Chautauqua's monthly giving program), Annie and

Scott have made sustained, unrestricted contributions to the Chautauqua Fund in support of the experience their family has held dear.

"There are so many needs that the community faces — various expenses that we are not always privy to," says Annie. "I think back to my work at church and see the value of unrestricted giving. I know the challenges that occasionally arise when gifts may be hamstrung by donor restrictions. There's value to both sides of things." Part of their desire to give is to promote more programming that appeals to Chautauquans of their generation.

"I've seen a big shift in the program that is geared more towards the younger generation, which I appreciate as well," Scott says. "We've loved seeing The Avett Brothers there. They've been back a few times since we started going. On the flip side, I wish there was more of a community for people our age... but it doesn't lessen the love we have for Chautauqua."

And through their generosity borne of that love, Scott and Annie have already made Chautauqua a more welcoming, enriching place for so many other families.

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#### PROGRAM SPOTLIGHT:

## **Pickleball**

This year saw the construction of Chautauqua's first two pickleball courts, situated between the Chautauqua Tennis Center and Turner Community Center. With the support of lead donors Ron and Rosie Kilpatrick and the Reeve family, plus a first-time gift from AARP, more than a dozen individuals and families made the project possible. The introduction of permanent pickleball facilities is in direct response to a growing interest in the game both nationally and at Chautauqua. But the impact of the project went much deeper than the installation of a physical plant. The project brought positive implications for social life at Chautauqua. The courts quickly became a center of multigenerational engagement, as

families played together, and new opponents became fast friends. For those who were unfamiliar with the sport, Special Studies classes were offered to teach beginners rules and skills, and the courses filled up as quickly as the courts did. During the ceremonial ribbon cutting on July 23, Chautauqua Institution President Michael E. Hill said, "This is a prime example of what can be done when we all come together with a shared vision and leverage our individual strengths. Pickleball may be a small component of what we offer at Chautauqua, but it is a big example of the dedication, strength, and generosity that is a hallmark of this community."

"I've always been proud of Chautauqua's recreational offerings, but I am especially pleased to see how pickleball has quickly become one of our most popular activities. We've heard from many people how grateful they are to play at Chautauqua. I am thankful for the donors who made it possible."

- Meg Pickard, Director of Recreation

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## DONOR SPOTLIGHT: JANE FOSTER & ARTHUR WILLSON

When Jane Foster and Arthur Willson first came to Chautauqua with church friends in 1983, the Institution's dance offerings did not top their to-do list.

"I did not like dance," Arthur admits with a chuckle.
Architects by trade, they found themselves more interested in Chautauqua's religion programming and musical offerings. Jane is, after all, also a professional soprano, having performed on stages across the world and more recently focusing her performances on the work of American composer Kathleen Lockhart Manning.



Advancement staff. "I said, 'this is a stretch, but we want to do this.'"

Jane initially had hesitations about refocusing their support, given her unique understanding of the importance of capital maintenance. But ultimately, the opportunity to have a lasting impact on the artistic experience for all students and Chautauquans by supporting the directorship won her over.

Working with Vice President of Advancement Amy Gardner, Major Gifts Officer

Deborah Williamson and Chautauqua Foundation Executive Director Debbie Moore, Jane and Arthur doubled the amount of their existing endowment and combined their support with existing dance endowment from the Carnahan-Jackson Foundation to meet the directorship threshold. They passed on naming the directorship after themselves, instead agreeing to name the position the Bonnefoux-McBride Artistic Director of Chautauqua School of Dance in honor of longtime faculty Patricia McBride and Jean-Pierre Bonnefoux. Sasha Janes is the first to hold the title, having become the head of Chautauqua School of Dance in April.

"Jean-Pierre and Patti have contributed so much, and we've seen the progression of the dance program from the 80s," said Jane. "They certainly have set the standard high."

And so have Jane and Arthur. They are proud of this support, understanding that leadership infrastructure and continuity are as important to a school and company as physical space. They know that they are building a stronger dance program at Chautauqua in their philanthropy, and have advice for those who may wish to follow their lead:

"Follow your heart," says Jane. "If an art form speaks to you, demonstrate how important it is to you."

Who knows? Finding that favorite art form might be as simple as settling into your favorite seats in the Amphitheater for the evening entertainment.

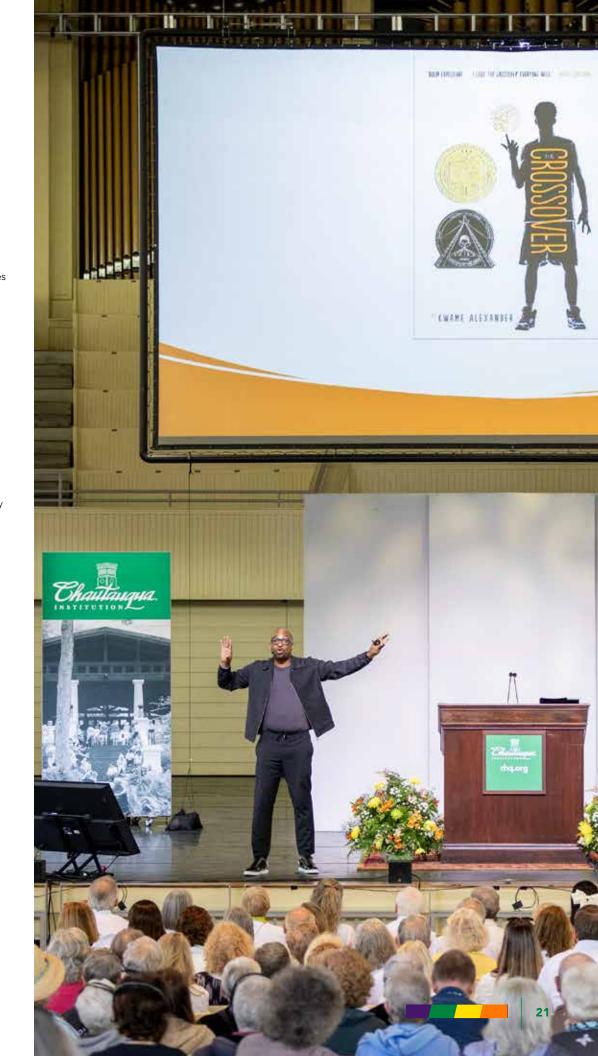
But on their continued visits to Chautauqua, they developed an increasing appreciation for the form, somewhat by osmosis. "I could go to it — non-threatening, no cost — and just learn to enjoy it," said Arthur, referring to the diverse range of Amphitheater programming that is accessible to gate pass holders. "I think when I decided that I didn't need to understand dance to enjoy it, it was a turning point. Chautauqua allowed me to do that." Jane's persistent insistence that they take in the evening entertainment together from their favorite seats in the Amp, regardless of programming, certainly helped. And, before long, Arthur agreed to become the treasurer of the Chautauqua Dance Circle, a community group that supports dance programming through scholarships and other initiatives. "Dance is now my favorite art form," he says.

It was that increasing appreciation that inspired Jane and Arthur to establish an endowment fund to support the maintenance of dance studios and theater-related facilities more than a decade ago. With their backgrounds in architecture, it felt like the right fit for an often-overlooked need. "Maintenance is always a challenge. I've spent a lot of years working to address deferred maintenance at a nonprofit," said Jane. "So, I understand funding is crucial."

But when they learned of the Institution's goal to endow the artistic directorship of the Chautauqua School of Dance, they began exploring how they might adjust and augment their existing support. That led Arthur to attend a Chautauqua Foundation meet-the-staff event on the Colonnade steps to learn more about what was needed and connect with

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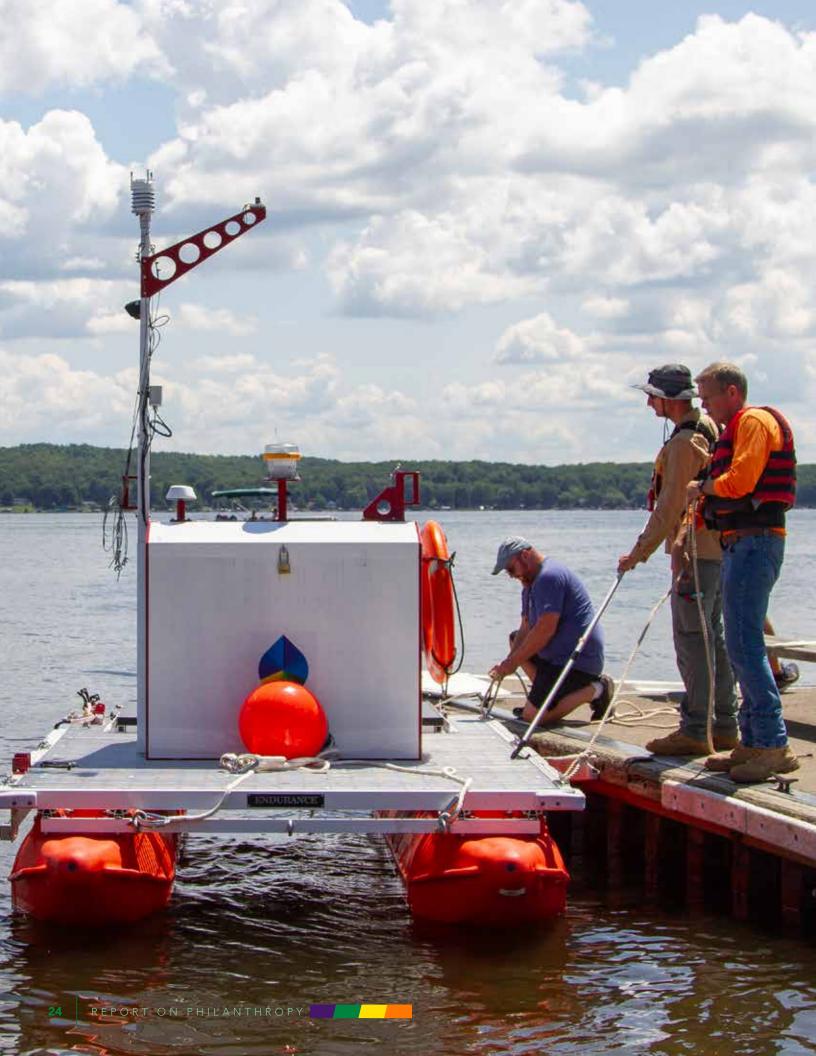
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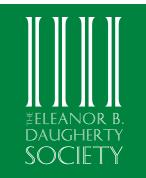
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