
Buffalo Philharmonic Orchestra Society, Inc. and Musicians Sign Five-Year Agreement

Buffalo, NY, September 28, 2011-- Daniel Hart, Executive Director of the [Buffalo Philharmonic Orchestra](#), announced today that a five-year contract has been ratified by the musicians of the orchestra and the BPO Board of Trustees. The contract, the first ever covering five years, includes the 2011-12 through 2015-16 seasons.

"This is very positive news and a great outcome for all concerned " said Hart, "We have challenges ahead but the Board, musicians and staff are on the same page and we will continue to work side by side to advance this orchestra and our community. The five-year time frame gives us the ability to know what our costs will be going forward and a great opportunity to focus our efforts on audience development and fundraising."

Janz Castelo, BPO Violist and Chair of the Orchestra Negotiating Committee said, "The musicians of the Buffalo Philharmonic Orchestra gratefully acknowledge the vision and steadfast resolve of our Music Director, the orchestra board and management to maintain a symphony orchestra of the highest artistic caliber here in Western New York."

BPO Board of Trustees Chair Cindy Abbott Letro commented, "Given all of the uncertainties of today's economic climate, this agreement, coupled with Maestro Falletta's recent 5-year contract renewal, gives the organization the stability needed to implement our strategic plan. It speaks well of the musicians and their faith in the board and management and gives us a necessary building block to chart the BPO's future. I am grateful to all of the musicians in the orchestra, and all of the members of our board and staff for their unwavering support and tireless work on behalf of this organization."

Highlights of the contract are:

- The contract restores two-weeks of paid vacation given up by the musicians two years ago as the result of the economic downturn, returning the orchestra to a 39-week contract by 2013-14.
- The contract provides inflationary increases in weekly pay, but holds the weekly salary flat in the first year of the contract. Annual wages increase from \$42,253 in 2010-2011 to \$48,124 in 2015-16.
- The contract increases the BPO's ability to record and broadcast by increasing guaranteed compensation for electronic media projects, thereby addressing a key goal of Music Director JoAnn Falletta to build awareness of the BPO nationally and internationally.
- The contract creates an additional week of work for the orchestra in the fifth year, thereby giving the BPO the ability to increase earned revenue by adding additional concerts.
- The contract provides a formula for the cost of future increases in health insurance premiums to be shared between of the BPO and the musicians.

"Our musicians are vitally invested in the artistic vibrancy of the Buffalo Philharmonic, and their commitment to the health of the organization is a shining example for the orchestra world, particularly in the current challenging environment," said BPO Music Director JoAnn Falletta of the new contract, "The musicians, board and management share an inspiring dedication to our community, and are united in their vision of providing great music to our region."

Musicians serving on the Orchestra Negotiating Committee were Janz Castelo, Ron Daniels, Daniel Pendley, Jeff Dee, Mark Hodges, Fran Kaye, Rick Kay, Sal Andolina, and AFM Negotiator Nathan Kahn. The BPO Society was represented by attorney Randall Odza of Jaeckle Fleischmann & Mugel LLP, along with BPO staff members Lisa Gallo, Kevin James, Alison Merner and Daniel Hart.

The [Buffalo Philharmonic Orchestra](#) opened the [2011-2012 season](#) will full houses for Idina Menzel and Carmina Burana. Upcoming season highlights include: Rachmaninoff's Third with pianist Fabio Bidini, Chris Botti, Celtic Woman, Joshua Bell and a two-week Duke Ellington Festival in the spring.

The public is invited to participate in a special [Pick 3 introductory ticket offer](#) from Sunday, October 2 to Friday, October 7th, choose three or more concerts for only \$29 per ticket!

Tickets are available through the BPO Box Office (716) 885-5000 or by visiting www.bpo.org.

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As Buffalo's cultural ambassador, the Grammy Award-winning [Buffalo Philharmonic Orchestra](#) under the leadership of music director JoAnn Falletta presents more than 120 Classics, Pops and Youth Concerts each year and reaches over 40,000 students per year (K-12) across all eight counties of Western New York. Since 1940, the orchestra's permanent home has been Kleinhans Music Hall, a National Historic Site with an international reputation as one of the finest concert halls in the United States.

The BPO has toured widely across the United States and Canada including the recent Florida Friends Tour with JoAnn Falletta in March 2010, the first multi-city tour since the 1988 European tour. The BPO has been invited to perform at Carnegie Hall as a participant in the prestigious Spring for Music festival in 2013. This will be the orchestra's 24th appearance at Carnegie Hall and its first since Music Director JoAnn Falletta led the orchestra in a much heralded appearance there in June 2004.

During the tenure of current music director JoAnn Falletta, the BPO has rekindled its distinguished history of NPR broadcasts and recordings, including the release of 18 new CDs of a highly diverse repertoire on the NAXOS and Beau Fleuve labels. The Philharmonic's Naxos recording of composer John Corigliano's "Mr. Tambourine Man: Seven Poems of Bob Dylan," featuring soprano Hila Plitmann, won Grammys in two categories of the three for which it was nominated: Classical Vocal Performance and Classical Contemporary Composition.

Buffalo Philharmonic Orchestra 2011-12 Fact Sheet

Scope of Activities

- 120 concerts per year
- 173,000 live-attendees
- 40,000 attendees at youth concerts for K-12
- Participants from all eight counties of WNY

Employment

- 73 full-time musicians
- 30+ part-time musicians
- 25 full-time artistic, production and administrative staff
- 18 part-time administrative and sales staff
- 146+ employees
- \$7.7 million payroll (70% operating budget)

2011-12 Budget: \$10,073,000

Revenue

- Earned Revenue: 35%
- Contributed Revenue: 45%
- Government Support: 9%
- Endowment Income: 11%

Expenses

- Programs: 85%
- Fundraising: 6%
- Administration 9%

Economic Impact

- 92% of budget stays in Western New York
- Americans for the Arts measures economic impact on area at \$25 million
- 70,000 patrons stream into Allentown over the course of the season

Ambassador for Western New York

- Regional Broadcasts: WNED Philharmonic Fridays
- National Broadcast: APR's Performance Today & Symphony Cast (Carried in over 225 cities nationwide - heard by millions)
- International Broadcasts: European Broadcasting Union (EBU)
- Recordings sold worldwide via NAXOS
- Artistic triumph at Carnegie Hall in 2004 and for the Florida Tour in 2010
- Invited to Carnegie Hall in 2013
- JoAnn Falletta International Guitar Concerto Competition drawing international participation