

DELAWARE SYMPHONY ORCHESTRA DEVELOPMENT COMMITTEE REPORT

October 23, 2017

At its October 19 meeting, the DSO Development Committee and staff reviewed all aspects of our current annual fund raising.

- **Program Ads:** Kristin reported that we have received 19 ads, most of them new, for a total of \$9,000, half of which has been received. Board members are reminded that new ads can still be solicited and added to the program that is reprinted four more times during the season.
- **Annual Donor Renewal:** Having become more familiar with the DSO annual donors list, Bob commended Board members for their leadership and generosity in annual giving. At his suggestion that we keep apprised of our annual donor renewal rate, Alan reported that in the first quarter of this fiscal year, 28 annual donors have renewed for a total of \$15,559 as compared to 31 donors giving \$10,088 by this time last year.
- **Corporations & Businesses:** Alan reported that Dupont, the Hotel du Pont, Auto Team Delaware, Westover Capital and CSC are new donors. Wilmington Trust has increased its support by 250%. BankofAmerica renewed and BPG declined our request.
- **Foundations:** Kristin has sent proposals to Crystal Trust and Kent County Fund for the Arts. She is preparing proposals for Crestlea, Presser and Jesse Ball duPont and will approach Marmont, CTW, Laffey-McHugh and BankofAmerica in the spring. Any referrals DSO Board members can provide to Board members or staff of any of these foundations can be helpful.
- **Government Grants:** Alan and Kristin have applied for a \$40,000 NEA grant for a concert in Dover. The Delaware Division of the Arts reduced its support by 14%. New Castle County has been asked for \$25,000 for an Explorer Concert. Wilmington Mayor Purzycki plans to meet with Alan and other arts organization executives monthly to facilitate more collaboration between the City and the arts.
- **Downstate Fund Raising** – Kristin reported that in view of the good attendance and \$12,000 in ticket sales at the Lewes concert, a second concert could be scheduled in the spring if \$30,000 can be raised locally.
- **One-Twelve Fund Drive:** Bob reported that so far 378+ prospects have been identified (70+ new prospects & 308+ current donors. 13 askers have been trained (3 still to be trained) and 9 have been assigned a total of 81 prospects. 50 contacts and 22 visits/asks made. See attached report for results to date.

Next meeting: 12:00 noon in the DSO office on Thursday, November 16

Respectfully submitted;
Bob Stoddard, Chair