

DELAWARE SYMPHONY ORCHESTRA
DEVELOPMENT COMMITTEE REPORT

The Development Committee met at 12:00 noon on January 17, 2018 in the DSO conference room. Present were Charles Babcock, Alan Jordan, Kristin Peterson and Bob Stoddard

Annual Funds Update: Year-end gifts: Kristin reported that 2017 year end gifts up to \$5,000 totaled \$46,845 compared to \$44,052 in 2016 and \$41,791 in 2015.

Development Budgeting: Alan presented a Line Item Budget Worksheet with *actual* income results for the last three years, *estimated* income for the present year and *proposed* income for the coming year from government, corporations, foundations, major gifts, board gifts, other individuals and special events. If we first do a development budget, then our annual program budget will be more realistic because it will be planned according to revenue projections based on actual income history. **The Committee recommends that the Board adopt this proposal.**

Planned Giving: Kristin reported that Carol Kroch, National Director of Philanthropic Planning at Wilmington Trust has offered to do sessions on planned giving for the Board, select groups and larger audiences. The Committee welcomed this generous offer and believes it very timely in light of the changes in tax law. **The Committee recommends that Ms. Kroch be invited to present an hour-long session on planned giving to the Board at its March 26 meeting.**

One-Twelve Fund Drive:

- Bob reported that as the result of a major gift, the Mahler 7th Symphony on May 18 will be performed as a memorial concert in accordance with the donor's wishes.
- Kristin reported a first-time gift of \$1,500 gift from ChristianaCare.
- Bob has added 95 more names to the "Who Give to the Arts in Delaware" list bringing the list to 280 names. Some 90 of these do not yet give to the DSO and are therefore good prospects to be contacted by Board members.
- A Corporate Campaign Plan that will prioritize annual corporate solicitation
- A Millennial's Reception built around the open rehearsal on January 25 is an interesting and promising experiment in reaching an important new demographic.
- Charlie and Bob are cohosting a Dutch-treat dinner for 26 friends at the Chelsea Tavern on January 26. The party will then attend both David's pre-concert talk and the concert. 17 of the 26 will be new to the DSO!

Where We Stand to Date – Alan reported that the One-Twelve Drive has now raise \$129,287 which is 46.10% of our goal. Outstanding asks total \$172,000. The remainder to be raised to break even in 2017-2018 has been narrowed to \$151,176.

Next Meeting: February 21 -12:00 noon -DSO conference room.

Respectfully submitted: Bob Stoddard, Chair