

Delaware Symphony Orchestra
Meeting of Board of Directors
Monday, November 19, 2018
Community Service Building – Wilmington, DE

-MINUTES-

Directors Present: Charles Babcock, Matthew DiGuglielmo, Lanny Edelsohn, James Ellison (telephonically), Jennifer Golek (telephonically), Jimi Honochick (telephonically), Brian Kelley (telephonically), Shelley Kinsella, David McBride, Elena Norman, Theresa Pietrucci, Jeffrey Ruben, Robert Stoddard, Patricia Zaharko

Directors Absent: David Kubacki, Grace Kwon-Kubacki

Others Present: David Amado, Music Director; Alan Jordan, Executive Director; Musician's Representative, Martin Beech.

Welcome and Call to Order: President, Charles Babcock called the meeting to order at 5:31 p.m.

Consent Agenda: The minutes of the Board meeting of October 15, 2018, the Executive Director's Report and the Marketing Committee Report were presented by Charles Babcock. A change to the October 15, 2018 minutes was recommended to insert the words "and accepted" in reference to the action taken by the Board to approve the Independent Auditor's Report. Lanny Edelsohn moved and David McBride seconded the approval of the Consent Agenda, with recommended changes to the Minutes of October 15, 2018. No objections were made by the Board.

Music Director's Report: David Amado reported that the Chorus did well at the Cherubini concert and overall the concert went very well. The Latin Grammy Awards in Las Vegas was an extraordinary experience. We did not win but it was a thrill to be nominated and to be a nominee amongst a room full of extraordinary musicians. The cultural relevance is important for the DSO and it was really an honor! The Family Concert will represent a unique partnership with the Wilmington Children's Chorus, First State Ballet Theatre, and the Music School of Delaware.

Finance Committee Report: Lanny Edelsohn presented the Finance Committee Report (Attached). Ticket sales are on target. Major gifts are behind ytd. Corporations and Foundations continue to lag. The End of Year appeal is going out Wednesday. We need to continue to plan for the end of the Longwood grant and our Union negotiations. We still need to raise \$783,000 and the recommendation is that we begin to review expenses to see if there are any expenses that can be eliminated. The Beekhuis fund is currently \$730,000.

Development Committee Report: Bob Stoddard reported that nine Foundation and Corporate Grant requests have been sent out. The End of the Year Appeal letter, which David Amado read aloud, will be going out on Wednesday. Bob conducted additional development training session for new Board members. He will deliver a poster signed by David Amado to the sponsor of our May, 2018, Mahler 7 concert. The committee will meet with RSC, the development consultant, on December 4th. Bob reminded us to get people to concerts and remember to go out and ask for support!

Discussion: Program Priority: Alan Jordan led the Board in a discussion of the results of the Program Priority survey, which was presented during a conference held by DANA (Delaware Alliance for Non-Profit Associations) and was completed by DSO staff, the DSO Board, and will be completed by the DSO Player's Committee. The survey seeks to identify if there is alignment amongst the team with respect to the importance and profitability of particular core and other programming. The result of our responses were

various matrix maps which identify differences and similarities in scoring and ultimately helps make strategic decisions based upon a Sustainability Mindset. Our results were slightly more varied than expected which resulted in interesting discussion of our strategic goals, core programming and considered changes.

Other Business:

- Posters and postcards were distributed for Holiday Family Concert scheduled for December 16th, 2018.
- A brief Board meeting and Holiday gathering will be scheduled for December 17, 2018.
- Our Web site is down and we're in conversations with our provider regarding some concerns.

Adjournment: Upon motion by David McBride, with a second by Shelley Kinsella the meeting was adjourned at 7:10 p.m.

Board Meeting: The next Board meeting and holiday event is scheduled for Monday, December 17, 2018 at the DuPont Country Club, Wilmington, DE at 5:30 p.m.

Respectfully submitted,

Tess Pietrucci

Secretary