

Delaware Symphony Orchestra
Meeting of Board of Directors
Monday, January 14, 2019
Community Service Building – Wilmington, DE

-MINUTES-

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

Directors Absent: Matthew DiGuglielmo, Jennifer Golek, Grace Kwon-Kubacki, Elena Norman

Others Present: Kristin Peterson, Development Director

Others Absent: 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 5:36 p.m.

Consent Agenda: The minutes of the Board meeting of November 19, 2018, the Executive Director's Report and the Marketing Committee Report were presented by Charles Babcock. On motion by David Kubacki, with a second by Patricia Zaharko, the minutes were unanimously approved by the Board. On motion by Jimi Honochick, with a second by Lanny Edelson the Consent Agenda was approved with no objections.

Music Director's Report: Charles Babcock advised that the potential repertoire for next season has been developed and is under review.

Finance Committee Report: Lanny Edelson presented the Finance Committee Report (Attached). Major gifts from key donors have not been received to date and are behind year-to-date. Corporations and Foundations continue to lag. The year-end appeal resulted in approximately \$50,000. We still need to raise \$667,000 to break even. The Finance Committee is recommending that we begin to review expenses to see if there are any that can be eliminated. The budget process will include careful scrutiny of the core budget and the elimination of extraneous expense. The Board Restricted Fund is currently \$723,000. **Upon motion by Jeff Ruben, with a second by David McBride, the Board approved a \$50,000 withdrawal from the Board Restricted Fund to assist with cash flow requirements.**

Development Committee Report: Bob Stoddard reported that the Development Committee met with the Robert Swaney Consulting, Inc. consultants and reviewed the basic elements and results of the One-Twelve Fund Drive. This was one of several meetings the consultants conducted. Their final report is due in January and will be made available to Board members for review. The One-Thirteen Fund Drive has a \$240,000 goal. The total number of gifts to date is \$59,673, less gifts, but more money than last year. Year-end gifts are still trickling in. Proposals have been sent to 14 Corporations and Foundations in the amount of \$152,000. Four grants received netted \$60,000. Six proposals are pending and four for \$40,000 have been declined. A meeting will be scheduled when we receive the consultant's report.

Another Dutch-treat dinner before the concert is scheduled for January 25 and includes some former Board members. Diver's Chevrolet will be the storage site for the Bells of Remembrance, and a truck will be made available for bell transport when needed.

Nominating and Governance Report: David Kubacki reported that a meeting of the Nominating and Governance Committee will be convened in early February. He presented a candidate for nomination to the Board, known to several Board members. Debbie Green is a retired IT professional from AstraZeneca and current contributor/support of the DSO. **Upon motion by Patricia Zaharko, with a second by Jeff Ruben, the Board unanimously approved Debbie Green to join the Board to fill a current vacancy.** Several other names were mentioned by various Board members as potential candidates for further vetting.

Other Business:

- Board members were reminded to consider and make their financial contributions.
- A grievance was filed by three tenured musicians on Dec. 7, 2018, which was described to the Board. We provided a formal response on Dec. 20, 2018. On January 14, 2019 a joint resolution statement was agreed to by both parties. The DSO will send reminder notices to affected musicians four weeks in advance of performances.

Adjournment: Upon motion by David Kubacki, with a second by Brian Kelley, the meeting was adjourned at 6:57 p.m.

Board Meeting: The next Board meeting is scheduled for Monday, February 25, 2019 at the Community Service Building, Meeting Room 105, Wilmington, DE at 5:30 p.m.

Respectfully submitted,

Tess Pietrucci
Secretary