

Delaware Symphony Orchestra
Meeting of Board of Directors
Monday, February 25, 2019
Community Service Building – Wilmington, DE

-MINUTES-

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

Directors Absent: Jennifer Golek, Shelley Kinsella, Grace Kwon-Kubacki

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

Welcome and Call to Order: President, Charles Babcock called the meeting to order at 5:31 p.m. A welcome was extended to our new Board member, Debbie Green.

Consent Agenda: **The Minutes of the Board meeting of January 14, 2019 and the Executive Director's Report were presented by Charles Babcock. On motion by David McBride, with a second by Jeff Ruben, the Minutes and Consent Agenda were unanimously approved by the Board.**

Music Director's Report: David Amado and Charley Babcock provided an update regarding recent meetings with key major donors. One is continuing her support of the DSO, and the other is considering our proposal. Discussion ensued regarding our need to redouble our efforts to increase the overall number of individual donors and decrease our dependency on a few key donors for a healthier organization. The DSO is a community organization and needs the support of the broader community.

David Amado also presented the proposed repertoire for the 2019/2020 season (attached). There is a variety of great music, including some artistic "war horses", Rachmaninoff: Symphony No. 1, for example. The proposed repertoire includes both the Classics Series and the Chamber Series. Final approval is in process and all is subject to change until obtained.

Finance Committee Report: Lanny Edelson presented the Finance Committee Report (Attached). A major gift was received from a key donor, however, we are still behind year-to-date in major gifts. Corporations and Foundations continue to lag. If we engage the ongoing services of the consultant, Robert Swaney, we are projected to exceed budgeted contributions. **Upon motion by David McBride, with a second by Jeff Ruben, the Board approved the proposed FY20 Core budget, and the hiring Robert Swaney Consulting, Inc. on a month-to-month basis with a 60-day removal clause. The motion was approved by ten (10) Board Members, three (3) opposed with one (1) abstention.**

Development Committee Report: Bob Stoddard reported that the Development Committee, in conjunction with Robert Swaney Consulting, developed several Board teams – Corporate Team, Chair Sponsorship Team, Individual Gifts Team, Stewardship Team – and a detailed timeline for implementing our new development efforts. There will be a telephone "Thank-a-Thon" March 12/13 just to thank our subscribers. There will be further development of the solicitation teams' plans, introductions, and solicitations over the next several weeks. We are encouraged to continue to host prospects and donors at concerts and make appropriate introductions. The Board members all approved their appointments to the various teams as outlined by Bob.

Nominating and Governance Report: David Kubacki reported that our list of potential Board candidates continues to grow and to e-mail him with any additional names for consideration. We will be working in earnest on the vetting process over the next couple of months.

Adjournment: Upon motion by David Kubacki, with a second by Brian Kelley, the meeting was adjourned at 7:12 p.m.

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

Respectfully submitted,

Tess Pietrucci

Secretary