

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

-MINUTES-

**Directors Present:** Charles Babcock, Matthew Di Guglielmo, Lanny Edelsohn, James Ellison, Deborah Green, Jimi Honochick (telephonically), Shelley Kinsella (telephonically), Elena Norman (telephonically), Theresa Pietrucci, Robert Stoddard, Patricia Zaharko (telephonically)

**Directors Absent:** Jennifer Golek, Brian Kelley, David Kubacki, Grace Kwon-Kubacki, David McBride, Jeffrey Ruben

**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 5:32 p.m.

**Consent Agenda:** **The Minutes of the Board meeting of February 25, 2019, the Executive Director’s Report, and the Marketing Committee Report were presented by Charles Babcock. On motion by Lanny Edelsohn, with a second by Jim Ellison, the Minutes and Consent Agenda were unanimously approved by the Board.**

**Music Director’s Report:** David Amado presented a brief report of a weekend of very successful concerts. The pieces were well received at both locations and the Lewes audience seemed totally engaged. The staff worked really hard to pull off both concerts and deserve a big THANK YOU! There was good energy and spirit on the stage so thank you as well to our wonderful musicians.

**Finance Committee Report:** Lanny Edelsohn presented the Finance Committee Report (Attached). We are still behind year-to-date in major gifts. The Cash Projection Report, as of March 19, 2019, indicates that we will have cash needs at the end of April. The FY 2019 Budget vs. FY 2019 Operations Forecast, as of February 19, 2019 indicates that we needed at that time an additional \$507,623 of contributions. It was requested that we review the budgets for the last 3 years for a year over year comparison.

**Development Committee Report:** Bob Stoddard reported that the Development Committee, in conjunction with Robert Swaney Consulting, have recruited and organized into sub-committees of Individual Solicitors, Corporate Cabinet and Donor Stewardship. Individual Solicitors are working on identified prospects and Debbie Green will be tracking activity. Donor Stewardship will be meeting shortly to organize and plan. We’ll be creating a Matching Challenge Pool – more to come. A “Thank-a-Thon” was held March 12/13 just to thank our generous subscribers – 10 volunteer callers reached out to 287 subscribers and received lots of great feedback.

RSC led staff and the Board to develop a 60-day Plan, which is now in operation, for immediate impact on FY19. They are also developing a three-year Fundraising Plan for FY20, 21 & 22 to ensure long-term sustainability of the DSO. The 2018/2019 Annual Fund has raised \$727,472 to date and we have \$421,528 still to go.

**Nominating and Governance Report:** Alan Jordan reported that our list of potential Board candidates continues to grow and that we need to continue to add names. David Kubacki is working on the top 3 prospects and the Nominating and Governance Committee will be meeting within the next 2 weeks.

**Other Business:** Charles Babcock reported that there was a meeting with the Musician's Representatives of Local 21 where they discussed a variety of topics.

**Adjournment:** Upon motion by Matt DiGuglielmo, with a second by Lany Edelsohn, the meeting was adjourned at 6:24 p.m.

**Board Meeting:** The next Board meeting is scheduled for Monday, April 22, 2019 at the Community Service Building, Meeting Room 105, Wilmington, DE, at 5:30 p.m.

Respectfully submitted,

Tess Pietrucci

Secretary