

DELAWARE SYMPHONY ORCHESTRA
DEVELOPMENT COMMITTEE REPORT

April 17, 2018 - Bob Stoddard, Chair

The Development Committee met at 4:00 p.m. on April 17 in the DSO conference room. Present were: David Kubacki, Alan Jordan, Kristin Peterson, Bob Stoddard, and Charles Babcock by phone.

1. Mahler Memorial Concert: Bob reported that Mrs. Nancy Diver will phone and personally invite some 30 of her friends to be her guests at the May 18 Mahler concert in memory of husband, Arthur. Members of the Diver family will have dinner together at Chelsea Tavern and attend David's talk, the concert, and small reception with David afterwards. Mrs. Diver's generous effort will add significantly to attendance and be a nice boost to our *DSC* Initiative.
2. Funds Update: Alan reported that new gifts added to pledges and anticipated renewals and \$50,000 challenge gift leaves us \$65,073 still to be raised by June 30. Seven outstanding asks total \$100,000.
3. Copeland Challenge:
 - Bob pointed that most of the \$4,200 in new gifts were new Board gift in response to the Copeland Challenge.
 - Outstanding prospects will be informed of the challenge so as to encourage them to give.
 - New challenge asks will be made of certain current donors of \$2,500 and up.
4. Year-End Mailing: A segmented fiscal year-end mailing will go out on May 15 to be followed by a staff/Board phonathon May 30 & 31.
5. Next Meeting: Monday, May 21 at 4:00 p.m. in the DSO conference room.

Respectfully submitted: Bob Stoddard, Chairman