

DELAWARE SYMPHONY ORCHESTRA
DEVELOPMENT COMMITTEE REPORT
January 14, 2019 - Bob Stoddard, Chair

1. The Development Committee met in the DSO conference room at 9:30 a.m. on December 4 with Robert Swaney and Catherine Heitz New of Robert Swaney Consulting, Inc. Committee members present were: Charles Babcock David Kubacki, Bob Stoddard, Patricia Zaharko and David Fleming by invitation. Alan Jordan and Kristin Peterson were also present. We reviewed for the consultants the basic elements and results of our One-Twelve Fund Drive. This was one of a series of meetings the consultants had with Board committees and staff. Their final report is due in January. Stay tuned for this important report which should be of considerable help in improving our fund raising.

2. One-Thirteen Fund Drive: \$240,000 Goal

The results as of December 31 are as follows:

	<u>2018</u>	<u>2017</u>	<u>Difference</u>
Number of annual gifts:	129	151	- 22
Total of annual gifts:	\$59,673	\$49,373	+\$10,300

Highlights: One new \$5,000 chair sponsorship and \$5,000 year-end gift by \$500 donor.

Additional year-end gifts are coming in this month.

3. Director of Development Major Gifts Report:

- Corporations/Foundations: Amount
 - Proposals sent 14 \$152,500
 - Grants received 4 \$60,000
 - Pending: 6 (not all submitted)
 - Declined: 4 \$40,000

4. Special Events: 20+ WPC members attending January 25 Dutch-treat dinner & concert – includes former Board member

5. Safe Home Found for Bells of Remembrance

6. Concerns: Stock market volatility & new tax law

7. Next Meeting: Pending Consultants' Report

Respectfully submitted: Bob Stoddard, Chairman