

DELAWARE SYMPHONY ORCHESTRA
DEVELOPMENT COMMITTEE REPORT

Bob Stoddard, Chair

February 19, 2019

Development Committee activities since December:

- Members of the Development Committee met with our fundraising consultants, Bob Swaney and Catherine Heitz New, on December 4 to brief them on our 2017-2018 *One Twelve Fund Drive* and the results we achieved.
- The chair met with the president and staff on January 24 to review consultants' report and arrange for its distribution to Board members.
- Following the submission of their report and executive summary, the committee met on February 6 to review those aspects that related directly to fundraising and the recommended restructuring of the development committee.
- Members of the committee joined the entire Board for Bob Swaney's presentation of his report on February 14 and had an opportunity to ask questions.
- Members of the committee had breakfast with Bob and staff on February 15 to review with him and refine a draft of the committee reorganization plan.
- The chair met with the president and staff on February 19 to further refine the plan and determine the most immediate steps for implementation.
- The following steps will be discussed and taken at the DSO Board meeting on February 28
 - Recruit Board members for Development Teams:
 - Corporate Team (2 members)
 - Chair Sponsorship Team: (2 members)
 - Individual Gifts Team (4 members)
 - Stewardship Team (4-6 members & Board at-large)
 - Sign up 6-8 members Board members + 2 musicians for Thank-a-thon

- Subsequent Steps now planned
 - First week of March: Donor Thank You Team - bi-weekly calls & notes to *new/renewed* donors
 - Tues./Wed. March 12/13 - 5:30 to 8:00 p.m. (min. 2 hour commitment)
Pre- subscription mailing *Subscriber Thank-a-thon*
 - Second week of March
 - Corporate Solicitation Team Screening Meeting (Date TBA)
 - Individual Solicitation Team Screening Meeting (Date TBA)
 - Late March: Stewardship Team Meeting to begin planning cultivation events

Respectfully submitted, Bob Stoddard, Chair