



Development Committee Report

2018 – 2019 Annual Fund Raised to Date:	\$577,581
Raised Since Last Board Meeting:	\$577,581
Left to Goal:	\$460,699

Activity & Progress Highlights:

- **Board Campaign:** We have already reached 100% participation through gifts and commitments. Current total is \$61, 708, which reflects 77% towards the goal of \$80,000.
- **Individual Gift Solicitations Team:**
 - Cat New of Robert Swaney Consultants offered two coaching session during the last site visit on August 20 and 21 which was very well attended
 - Charley, Patricia, Lanny and Alan met with the Copelands and they renewed their \$200,000 pledge and \$15,000 for the Copland String Quartet. They also have agreed to donate Bouchaine Wines for special event this season
 - 97 major gift prospects were identified in preparation for assignments to board members
 - Mike Mekailek, Kristin Peterson, Patricia Zaharko, and Debbie Green attended a Patron Manager Training session together outside of New York City on September 18.
 - The first direct mail appeal and mailing list have been produced and will be mailed out on September 27 or 28
- **Corporate Solicitations Team:** We are currently at 93% towards goal with \$49,500 in gifts and pledges for this season
- **Stewardship Team:**
 - A post-concert reception will be hosted after the opening night concert. All major donor prospects, board directors, and musicians have been invited to attend
- The Fall edition of Clef Notes was sent out on September 4
- The DSO received a grant from Bank of America in the amount of \$4,500 to support the *Explorer Experience* program this season
- A new partnership has been agreed upon between the DSO and Christiana Care Health, bringing in \$25,000 for this season. Many thanks to Jim Ellison and Lanny Edelson for their help in making this happen!

_Respectfully submitted: Bob Stoddard, Chair