



THE DELAWARE SYMPHONY ORCHESTRA

DAVID AMADO, MUSIC DIRECTOR

**Development Committee
November 8, 2016, 4:15 p.m.
Meeting Minutes / DRAFT**

The meeting was called to order at 4:25 p.m. by Chair David Plaza. In attendance were directors Lee Tashjian and David Plaza, and Executive Director Alan Jordan.

Jordan reported that Resonate Search Group, a boutique firm based in Toronto, was engaged to conduct the Development Director search. Charles Owens, former Executive Director at the Hartford Symphony and Rochester Philharmonic, and based near Rochester, will be the lead consultant. He is coming to Wilmington November 15. Jordan will try to schedule an appointment with Plaza. The application deadline is December 12 and the position is anticipated to be filled by the end of January. The job has been posted on the websites of AFP (Wilmington and Philadelphia chapters), the League of American Orchestra, Adaptistration, Arts Journal, and Musical America, among others. The published position profile was distributed.

The committee reviewed several status reports. To date, \$501,357 of public and private support has been collected in gifts or pledges toward our \$1,372,000 budget. The area of greatest concern is with corporate gifts: only \$30,000 of the budgeted \$193,000 has been raised and two major requests for \$50,000 each were declined. Suggested prospects include Pettinaro, Incyte, Labware, and CSC. We have raised and received \$45,400 toward our \$150,000 Longwood challenge. Proposals to the Welfare and Laffey-McHugh foundations with requests totaling \$175,000 are outstanding; decisions are expected in December. The NEA declined to fund our \$10,000 grant request. The City of Wilmington and PNC Bank each recently made new \$5,000 contributions. A pledge is pending from one major donor couple and another couple is being solicited November 9. \$35,000 still must be raised for the unbudgeted recording project. The first quarter membership renewals have resulted so far in 21 gifts totaling \$6,160. 81 households donating \$16,615 in FY15 were mailed solicitations. A follow-up mailing will take place. The second quarter renewal mailing will take place this week.

No special events have been identified yet. The new Development Director might have ideas, but thoughts were encouraged from committee members. A "progressive concert," with DSO musicians performing in private homes, was suggested and immediate reactions were favorable.

The next meeting of the Development Committee will take place on Thursday, December 8, 2016 beginning at 10:00 am at the Panera Bread on Concord Pike, to follow the Finance Committee. **(N.B. – as the Finance Committee meeting has been subsequently moved to a date/time to be confirmed, the Development Committee meeting might also be rescheduled.)**

There being no further business, the meeting adjourned at 5:40 p.m.

Respectfully submitted,

Alan Jordan, Executive Director



THE DELAWARE SYMPHONY ORCHESTRA 100 W 10TH ST. SUITE 1003, WILMINGTON DE 19801

P.O. Box 1870

Wilmington, DE 19899

302.656.7442

www.delawaresymphony.org