



THE DELAWARE SYMPHONY ORCHESTRA

DAVID AMADO, MUSIC DIRECTOR

Development Committee
December 14, 2016, 10:00 a.m.
Meeting Minutes / DRAFT

The meeting was called to order at 10:07 a.m. by Chair David Plaza. In attendance were directors David Kubacki and David Plaza, and Executive Director Alan Jordan.

The minutes of the November 8, 2016 meeting were approved by consensus.

The current weekly cumulative confidential DSO Development Director Search report from Resonate Search Group consultant Charles Owens was reviewed. He has contacted 55 individuals and identified five candidates for Jordan to interview in a preliminary telephonic round next week. Two to three more candidates will be identified through Owens interviews this week. The report includes notes from Owens' conversations with prospects. Two or three finalists will be brought to Wilmington in January for interviews with staff, Board leadership, and the Development Committee.

The committee reviewed several status reports. With the \$50,000 Welfare Foundation grant, we have raised \$101,225 toward our \$150,000 Longwood challenge. More money has been committed, but those donors have given flexibility as to how it should be dedicated. A positive response from one major outstanding request could resolve the matter entirely.

Attention turned to the first two quarterly membership renewal efforts, which have resulted so far in 60 gifts totaling \$16,902. The first quarter campaign has 50 households outstanding that donated \$9,905 in FY16; a follow-up mailing occurred November 22, 2016. The second quarter mailing was sent December 2, and many responses are anticipated in the next few weeks. 90 second quarter campaign households that donated \$38,613 in FY16 are outstanding. Members reviewed lists of outstanding \$500+ donors. All will receive communications (e-mails and/or phone calls) from committee members. A list of \$250-\$499 outstanding donors will be e-distributed and members will contact those whom they know. Jordan will provide scripts for voice mail messages and telephone interactions.

Through December 12, 2016, \$639,634 of public and private support has been collected in gifts or pledges toward our \$1,372,000 budget. Kubacki commented that it would be good to reach the half-way point by the end of this month (and halfway through the budget year). Approximately \$45,000 more would be required to achieve that goal.

In addition to the "progressive concert" special event suggested last meeting, members discussed a dinner/dance featuring live orchestral music, possibly, to be held New Year's Eve, 2017.

The next Development Committee meeting will be scheduled following an e-polling of members.

There being no further business, the meeting adjourned at 10:40 a.m.

Respectfully submitted,

Alan Jordan, Executive Director



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