

ANNUAL REPORT OF THE PRESIDENT 2009 – 2010



The 2009-2010 season of the Stockton Symphony was another year of wonderful music, dedicated staff and board efforts, and financial challenge. We have largely completed the goals and objectives for the third year of the James Irvine foundation grant, including a planned community engagement concert in September celebrating Literacy Day and offered free of charge. We have engaged a consultant to assist us in aligning the efforts of the Symphony Alliance with the goals of the organization. We have submitted an application for a second grant to continue developing our ability to become financially sustainable and to broaden audience participation.

During the past year, our Governance Committee under the able leadership of Pat Catania has (1) created a definition of the Ideal Board member, (2) amended our board engagement and commitment requirements, (3) recruited 6 new board members, (4) revised our by-laws and is currently reviewing our board policies and procedures. Thank you, Pat and committee!

We have had an excellent working relationship with our musicians, many of whom commute to perform with us. In this increasingly competitive environment, the board recognized the need to offer additional compensation and, to this end, we negotiated a new, three-year agreement. We agreed to increase compensation by 5% in each of the next three years. In return, the musicians agreed to commit to more performances and give up tenured status in the event they failed to meet the minimum number of services. While we are still below average in terms of orchestra compensation, this new agreement makes substantial progress. I applaud the Board for committing to these pay increases in spite of the difficult economy.

We surpassed our budgeted earned income goals (revenue from ticket sales, fees for services and endowment interest income). Thanks to Jane Kenworthy and the Marketing Committee, led by Donna Roberts, we increased ticket revenue over both last year and current year budgeted amounts. Their creative ticket pricing promotions resulted in over 500 new subscribers. Our new Valentine's Day Pops concert was sold out and is an indication of the demand that exists for non-Classical performances. We can now offer a 3-concert Pops series in addition to our 5-concert Classics series. This bodes well for broadening audience participation as we offer alternative programming. Whether Classic or Pops, our Music Director continues to program superb selections. Peter Jaffe is a true treasure and, on behalf of the whole Board, I would like to thank him for his continued fine work.

This report would not be complete without a Hat's Off to our fabulous Pops Committee, co-led by Barbara Green, Linda Walker and Ginger Whelan. In addition to planning and executing a terrific event, they did it in a completely new venue. Spanos Center looked

great, the food, wine and martinis were delicious and we entertained our largest Pops crowd ever. Thanks, also, to Ted Leland, Steve White and the staff at UOP for their tireless support. I would also like to thank the Symphony Alliance for their fundraising efforts and support of our musicians and donors. Volunteers are critical to our success and our Alliance has been very supportive over the last 10 years.

Our 2010 -2011 season is now on sale and we are looking forward to another great year. While we continue to face financial challenges with contributed income (donations and sponsorships), our Board of Directors has committed itself to specific, individual fund raising plans, including additional stewardship efforts. In addition, we plan to keep sponsors and potential sponsors fully informed as Peter creates upcoming programs. By sharing our future possibilities and ideas, we think we can improve our chances of getting concerts underwritten. While there is nothing easy about maintaining a symphony orchestra in 2010, it is an honor and a privilege to serve as your president and work with our great staff and board.

Mike Whelan
President