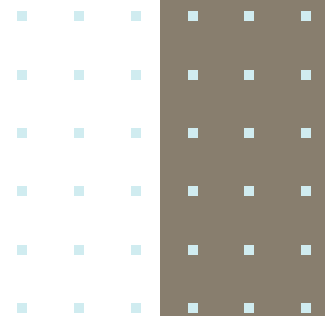




WELLS FARGO
CENTER FOR
THE ARTS Annual Report
2011-2012



Enrich. Educate. Entertain.
Connecting our Community through the Arts



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Executive Director

Richard Nowlin

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Thank you for making the
dream come true!

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Betsy Boes, Events Supervisor
Kyle Collis, Events Supervisor
Peter Ostrom, Production Supervisor
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Sadie Smith, Event Aide

2011-2012 Annual Report

Letter from the Chair of the Board of Directors

Mike Sutton

Thank you.

As we reflect on our 30th anniversary season and move proudly into our fourth decade, these are the most important words we can say—"Thank You, Sonoma County." It's been an exhilarating ride!

From a celebratory kick-off in July with a free community concert by the United States Coast Guard Band to the "ooohs" and "aaaahs" that filled the hall in May as Jack Hannah presented an exotic menagerie of creatures live on stage, we saw our mission to enrich, educate and entertain come alive!

Truly, it was a year unlike any other and, in some ways, a year just like every other. By that I mean, we celebrated excellence in world-class performance, nurtured 30,000 young minds with education through the arts, brought our community together to share common experiences regardless of financial means, and did it all with a firm commitment to excellence, community, and fiscal responsibility.

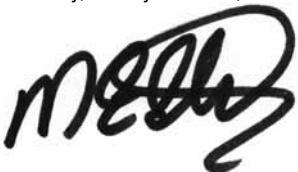
Most fulfilling for all of us who have been entrusted with the privilege of running this Center is that so many of you continue to care, and care passionately, about the building, the programs, the mission and our long-range health. We can't thank you enough for all of the anniversary wishes, thoughtful comments, and generosity that led to a record-breaking year! Most importantly, we thank you for coming back to Wells Fargo Center for the Arts time and time again. We deeply value your friendship and patronage.

And so, as we embark on our fourth decade, we can clearly see the Center's bright future ahead, and proudly acknowledge the stunning reality of our founders' vision:

- We are committed to artistic excellence and integrity, and to setting the standard for great performances in our community;
- We place children and families at the core of our work, seeking to create meaningful engagement with the arts at all stages of life;
- We create a community home where everyone sees themselves reflected and celebrated, improving the quality of life and investing in the future of Sonoma County.

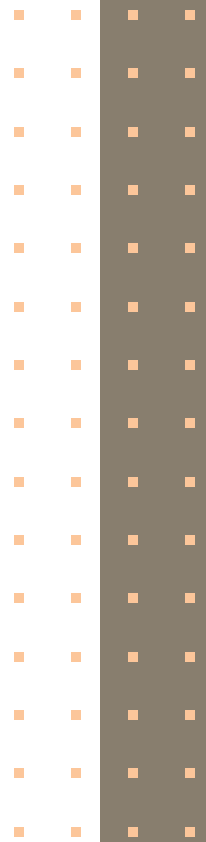
It is with a commitment to excellence and integrity, continuity in management and volunteer leadership, and unflagging support from donors, patrons, community partners, staff, volunteers, and educators that we've come this far. And it is with all of these partners that we look towards another 30 years and beyond.

Many, many thanks,



Mike Sutton, 2011-2012 Board Chair

Luther Burbank Memorial Foundation



2011 – 2012 Highlights

Performances, Programs & Events

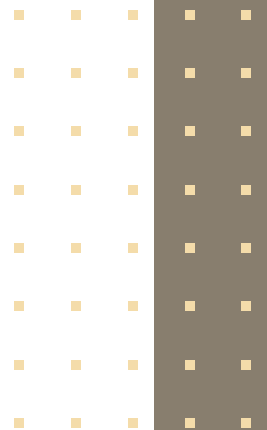
- **97 performances:** 71 Arts, Entertainment, and Family performances and 26 Education performances.
- **105,848** total patrons served for Arts, Entertainment, Family & Education programming.
- **32,629 children** served through Education and Outreach programs.
- **11,182** no-cost tickets, valued at \$77,250, distributed through ArtReach, helping to make the Arts and Education programming accessible to all, regardless of income.
- **60** scholarships awarded to **36** different schools totaling **\$7,730** from our Bus Fund transportation assistance program.
- **1,392** patrons attended pre- and post-show discussions, engaging more deeply with the work presented on stage.
- **More than 300** hours of training provided to 103 teachers in Sonoma, Napa, Marin, Lake, and Mendocino counties via our Professional Development program.
- **424 students** from 12 schools in Sonoma and Marin counties served through our Artists in the Schools program.
- **122** college and high school students served through four dance master classes.
- **281 instruments** placed in **31 different schools** in Sonoma and Marin counties through the Music For Schools instrument lending program.
- Produced 3rd annual **New Song Music Camp**.
- The inaugural year of **Draw it! Paint it! Sculpt It!** art camp.





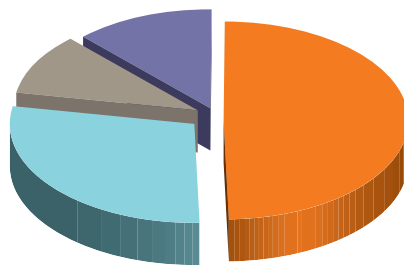
Financial & Organizational Stewardship

- Increased combined giving from individuals, foundations, government grants and special events by 41% to a record \$1.12 million.
- Increased corporate giving and business advertising revenues by 21%.
- **Santa Rosa Plaza/Coddington Mall** became our newest Corporate Alliance Partner.
- Ninth annual **Art of Dessert** raised a record-breaking **\$244,000** for the Center's Education Through the Arts programs, and honored Arts Benefactors of the Year the **Klein Family** and **Rodney Strong Vineyards**.
- In response to economic climate, limited expense growth to 1%.
- Earned a positive opinion and clear findings from Pisenti & Brinker, LLP on 2011-12 audit.



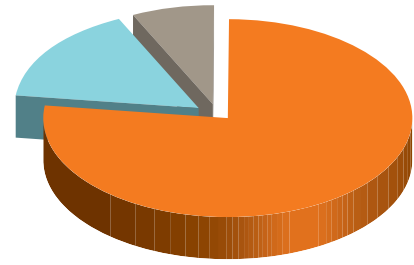
2011-2012 Statement of Operating Activities (Audited)

Source of Revenue



■ Programming, 49%
■ Contributions, 28%
■ Rentals/Leases, 10%
■ Other, 13%

Expenses



■ Program Services, 77%
■ General & Administrative, 15%
■ Fundraising, 8%

Total Operating Revenue \$8,745,505

Total Operating Expenses \$8,880,147*

**Includes non-cash expenses of \$736,844 and \$46,272 for depreciation and the loss from disposal of property, respectively.*

**Luther Burbank Memorial Foundation
dba Wells Fargo Center for the Arts
Statements of Financial Position**

June 30,	2012	2011
Assets		
Current assets		
Cash and cash equivalents	\$223,716	\$234,582
Accounts receivable	1,096,922	59,923
Pledges receivable	125,925	230,960
Prepaid expenses and other assets	346,309	226,245
Total current assets	1,792,872	751,710
Non-current assets		
Long-term pledges receivable	200,450	7,500
Investments	4,710,389	4,763,373
Property, equipment and improvements, net	7,418,817	7,846,749
Total non-current assets	12,329,656	12,617,622
Total assets	\$14,122,528	\$13,369,332
Liabilities and net assets		
Current liabilities		
Accounts payable and accrued expenses	\$350,023	\$324,374
Deferred revenue	1,301,903	1,372,107
Current maturities of long-term debt	28,915	48,017
Rental deposits	66,251	65,840
Total current liabilities	1,747,092	1,810,338
Lease deposits	10,000	5,000
Long-term debt, net of current maturities	1,875,000	928,916
Total liabilities	3,632,092	2,744,254
Net assets		
Unrestricted		
Undesignated	5,410,336	5,654,145
Board designated	3,800,000	3,800,000
Total unrestricted net assets	9,210,336	9,454,145
Temporarily restricted	274,100	164,933
Permanently restricted	1,006,000	1,006,000
Total net assets	10,490,436	10,625,078
Total liabilities and net assets	\$14,122,528	\$13,369,332

Wells Fargo Center for the Arts gratefully acknowledges the leadership and contributions of the Board of Directors, and the generous support of Members, Donors, Sponsors and Advertisers. We are pleased to recognize these current supporters as of June 2012. *

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Individuals, corporations and foundations who have provided generously for the Center.

\$100,000 - \$499,999

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Lytton Rancheria - Lytton Band of Pomo Indians
Rodney Strong Vineyards
Wells Fargo Bank
Anonymous

\$50,000 - \$99,999

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