ANNUAL REPORT
07.01.2017 – 06.30.2018
Enrich. Educate. Entertain.
Connecting our Community through the Arts

PHOTO BY STEVE JENNINGS
The Annual Report is always an opportunity for us to share what has happened at Your LBC, and to continue celebrating our role as the community’s gathering place—something we are proud to claim for the past 37 years. This year’s report marks an especially milestone year. That we were able to re-open just one month after the October 2017 wildfires underscores our deep commitment to connecting our community through our arts, education and entertainment programs.

I am proud to be part of an LBC family that includes this particular staff, volunteers, and Board members whose number one priority it was to welcome you safely back to the Center as quickly as possible after the tragic fires. The LBC family has always been an integral part of the larger community it serves, so it truly heartened us when that community stepped up to help us as well. A great part of getting back on our feet came from the support of the Redwood Credit Union Community Fund in partnership with The Press Democrat and the Office of Senator McGuire, and their generous donation to help us rebuild our instrument lending library. We’ve emerged from the experience of the fires, certainly with some changes to the campus, but doing better than we had hoped. While we were saddened to discover the damage sustained to the School Building, Sculpture Garden, and Bruce Johnson’s redwood sculptures, we already see new growth there as well as artwork by three new artists. Another indicator of returning to normal has been helping Anova Center for Education relocate back to our campus.

In addition to the above, we continue to focus on enhancing our programs to support the community. There are signs of success inside as well as outside: Our free mariachi summer camp program grew beyond its summer session to a year-round Mariachi Ensemble. We are proud that our Education and Community Engagement Department continues to meet the needs of the community—now offering expanded Professional Development programs for educators and teaching artists in addition to what we do for the children in our community. Learn more about both of these programs in this report.

While LBC endeavors to make a difference in your lives, as an independent non-profit organization, we do rely on community support to make all of our programs possible. We could not be here without that and we extend sincere thanks to our more than 5,000 members, donors, sponsors, and funders for continuing to help us do that work.

Looking back on the year, we reflect on what we have all been through together. Looking ahead, we see that we are stronger and even more committed to our role as Your LBC.

Thank you for another wonderful and remarkable year in spite of the tragic events.

Kind regards,

Paul Wilcock | Chair, Board of Directors
215 PERFORMANCES

138,997 TICKETS

36 SOLD OUT PERFORMANCES

35 ARTISTS MADE THEIR LBC DEBUT
including Sabrina Carpenter, Kansas, Trevor Noah, I’m With Her, and Jake Shimabukuro.

PHOTO BY STEVE JENNINGS

Kansas performing September 8, 2017
40,000+ CHILDREN SERVED through educational and outreach programs.

Teaching Artist Andrew DeVeny works with a student on proper finger placement during LBC’s year-long ukulele program at Bellevue Elementary School.
423 INSTRUMENTS

loaned out to 32 schools in four counties—Sonoma, Marin, Lake, Napa—through our Music for Schools instrument lending program.

Jazz Band students from Elsie Allen High School perform during Luther Burbank Center’s annual Music for Schools instrument drive and advocacy event at Montgomery Village.
15,793 TICKETS

distributed through our Evert Person ArtReach program. This important program offering free and discounted tickets helps to make arts and education opportunities accessible to all, regardless of income.
1,100 HOURS OF TRAINING

for arts integrated professional development provided to 147 Teachers and Teaching Artists from 5 counties—Sonoma, Lake, Marin, Mendocino, and Santa Barbara via our Professional Development program.

Local artists participating in Teaching Artist Seminar
184 adults participated in Master Classes serving a variety of ages with visiting performing artists.
ANNUAL GALA
ART OF DESSERT
250 PEOPLE RAISED
$412,000
to help fund our Education Through the Arts programs that benefit 40,000 youth.
30

STUDENTS

participated for free in LBC Mariachi Ensemble, an ongoing year-round program that grew out of summer camps.
including The Press Democrat “Best of....”; North Bay Impalas Cruisin' for a Cure Fundraiser; Santa Rosa Certified Original Farmer’s Market; Sonoma County Women in Conversation Presented by The Press Democrat; Harvest Fair Awards & Gala; Sutter Health Catwalk for a Cure; Sabores de Wine Country Showcase; Empire College Graduation; Santa Rosa Metro Chamber “Showcase Sonoma County”; Wine Country Bride Wedding Expo; CHOPS Teen Club Gala.

Also, LBC is honored to welcome and thank a new corporate partner Mary’s Pizza Shack, a Sonoma County home grown business, for their support.
This year, immediately after the fires, and ongoing, the Center embraced that role even more—being there for our neighbors offering the solace and healing power of the arts, providing a place to meet, and creating an inspiring and stimulating educational environment for our children to flourish and grow.

Since the fires, Your LBC has:

- Served as host site for numerous community neighborhood meetings.
- Was the site of the “We Build Together New Year’s Eve” event hosted by Supervisor James Gore for community members displaced by the fires.
- Offered a “Pay What You Can” Initiative for fire victims and first responders at select performances giving away a total of 701 free tickets.
- Co-Presented with King Ridge Foundation the Stand Up Sonoma Benefit, a night of comedy. This show sold 1416 tickets, and with sponsorships, raised a total of $160,657 to help victims of the fires.
- Co-presented with Creative Sonoma a two-day “Trauma Recovery Seminars” serving 25 teaching artists. The Teaching Artist Guild of San Francisco trained local teachers/artists to address trauma in the classroom.
- Served as host site for two KQED/NPR free “Forum on the Road” live broadcast programs attended by 1400 people and broadcast nationally on NPR.
- Hosted Play it Forward, a benefit concert for LBC and Creative Sonoma, presented by Guitar Player magazine. A highlight of the event included 35 guitars donated by Fender being distributed to musicians that lost them in the fire.
12,000
HOURS DONATED BY 180 VOLUNTEERS

LBC’s dedicated volunteers serve as ushers, art walk docents, administrative aides, and more. We couldn’t do anything we do here at Your LBC without their generous donation of time and talent.
Teaching the Teachers and Artists

Given that the foundation of our Education and Community Engagement (ECE) programs are built upon the concept of “education through the arts,” it is not enough to create programs just for students. We must include those who teach them. It is that one word—through—that makes all the difference in our approach. And while it is important to us to expose students to all the arts for all the benefits they offer, the approach at Your LBC is not simply about education of the arts. We go deeper, finding ways to employ the arts as teaching tools—utilizing the arts to teach core curriculum like history, science, and math. Knowing that everyone processes information and learns differently, we believe the best education methods are ones that have the most options. Which is why teaching our teachers and artists how to teach using the arts is an important component of the arts integration programs at LBC.

While we are committed to developing our next generation of arts lovers, as well as encouraging those students who have an affinity for a particular arts discipline, we also strive to create the next generation of well-rounded citizens and leaders. “We are not making artists, we are making people,” is how one Board member describes what we do. With that in mind, this year LBC expanded the scope of our Professional Development program. Our Professional Development program was primarily our collaboration with The Kennedy Center focusing on standards-based arts integrated lessons that they can take back to the classroom. This year, LBC integrated Teaching Artist Training under the Professional Development program. After experiencing the significant impact the fires had on our community, we realized that artists are our “second responders” and can teach us the healing power of the arts. With that concept guiding us, LBC co-presented with Creative Sonoma two-day “Trauma Recovery Seminars” serving 25 teaching artists as they explored the healing power of the arts.

Ensuring that our commitment to Professional Development for teachers and artists is as comprehensive and distinctive as the programs we offer our students guarantees that Your LBC continues to stand out among our peers as an arts, entertainment and education Center.
A DREAM COME TRUE. A PERFECT FIT.

LBC Mariachi Ensemble

The rhythms of Mariachi that are now a distinctive sound heard from Luther Burbank Center for the Arts’ music education programs reflect a dream come true for LBC Music Specialist José Soto. José’s belief that music can inspire and motivate young people aligns perfectly with the mission of the Center’s Education and Community Engagement (ECE) Department. The recent addition of José to our staff served as an opportunity for LBC to reach deeper into our community.

While in college, José approached LBC about starting a mariachi program. Always attuned to identifying opportunities to diversify the Center’s cultural connections, the ECE team was open to the idea, and José put together a proposal. First step, in summer 2015, was to launch a Mariachi camp, which was an immediate success. So much so, that over the next four summers, as we have continued to offer Mariachi Camp, attendance has increased. José’s dream, and our vision for the community, truly came to fruition this year when we were able to create a year-round Mariachi Ensemble for the Center’s ongoing ECE outreach.

The LBC Mariachi Ensemble is comprised of 30 students who participate at no cost to the student or family. The Ensemble provides an opportunity for students to learn musicianship, technical skills, and stage presence while celebrating the culture of Mariachi. In addition, students learn life-long social and emotional skills including leadership, collaboration, and cooperation. A long-term goal for the Ensemble is to perform professionally at community events and compete in state and national Mariachi competitions.

For José, the dream is indeed about more than the music—the mission is to share the cultural heritage of mariachi with both students and audiences, while boosting young musicians’ confidence in their performance skills. However, for him, there is much more to it than that.

“It’s more about creating community with what we do,” is how José describes the heart of the Mariachi Ensemble. Truly, a perfect fit for such a signature education program from Your LBC.
2017-18 Financial Overview

**SOURCE OF REVENUE**
- **PROGRAMMING** 40%
- **SPECIAL CONTRIBUTIONS** 26%
- **CONTRIBUTED REVENUE FOR OPERATIONS** 22%
- **RENTALS/LEASES** 9%
- **OTHER** 3%

Total Operating Revenues: $12,701,839

**EXPENSES**
- **PROGRAM SERVICES** 77%
- **ADMINISTRATION** 15%
- **FUNDRAISING** 8%
- **OTHER** 3%

Total Operating Expenses: $10,088,958*

*Includes non-cash expenses of $600,718 in depreciation.
## Statement of Financial Position

### June 30, 2018 2017

#### Assets

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<th>2017</th>
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#### Liabilities and Net Assets

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<td><strong>Total Liabilities and Net Assets</strong></td>
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2017-18 Donor List

The Board of Directors of the Luther Burbank Memorial Foundation gratefully acknowledges the generous annual support of members, donors, and sponsors for gifts received as of June 30, 2018.

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

$100,000 and above
The William and Flora Hewlett Foundation
Lytton Rancheria - Lytton Band of Pomo Indians
Redwood Credit Union Community Fund in partnership with Press Democrat and Senator McGuire
Rodney Strong Vineyards

$50,000 – $99,999
County of Sonoma, Advertising Fund
Ernest L. and Ruth W. Finley Foundation
Freeman Lexus - Toyota
Nelson Family of Companies - Nelsonjobs.com
Susan and Alan Preston

$25,000 – $49,999
Clover Sonoma
County of Sonoma, AB114 Committee Exchange Bank
Betty E. Freeman
In memory and honor of Selma Mayer Isenberg and her son, Jean Isenberg
Pisenti & Brinker LLP, CPAs and Advisors
Professional Program Insurance Brokerage
Redwood Credit Union
Alan and Susan Seidenfeld
Spaulding McCullough & Tansil LLP

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Gary and Rebecca Rosenberg/ Rosenberg Enterprises
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Sonoma Wine Country Weekend
Greg Yates/ Face & Body Professionals Inc.

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Hon. David and Deborah Ballati/ Schwab Charitable Fund
The Better Life Foundation
Ann and Gordon Blumenfeld
Denis and Margaret Brown
George and Sue Bull/Schwab Charitable Fund
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CARE Foundation

$3,000 – $4,999
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Marisha Chilcott, MD

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Alice Thomas
Richard Todd/ General Contractor
John and Laura Whiting
Richard Yonash and Sonya Yonash
Mary Zern and Karen Macken
Elizabeth Zitrin/Zitrin Foundation
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Kevin and Cathy McCullough
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Mike and Maureen Merrill
Gary and Marcia Nelson
Ernesto and Rita Olivares
Steven and Nancy Oliver
James and Elese Rundel
Joan and Mack Schwing
Greg and Patricia Steele
Jessica Sutton
Pete Swayne
Willie and Darlene Tamayo
Charles and Ellen Wear
Michael and Katie Wright
Staff Listing
As of January 2019

Administration
Rick Nowlin, President & CEO
Candice Day, Office Manager
Carolyn Ryzanych, Human Resources Advisor

Business Partnerships & Community Rentals
Peggy Mulhall, Director
Audrey Rosado, Manager
Karen Pinomaki, Coordinator

Development
Robin Seltzer, Director
Susanne Esquivel, Manager
Debbie Schoemaker, Coordinator
Lauren Morrison, Associate
Rita Fong, Assistant

Education & Community Engagement
Ashleigh Worley, Director
Melanie Weir, Education Manager
Jose Soto, Music Specialist
Tracy Sawyer, Community Engagement Coordinator
Chrstie Prokopakis, School and Family Coordinator

Finance
Dennis Kohke, Director of Finance and Administration
Dolores Otten, Finance & Accounting Manager
Traci Levin, Accounting Specialist
Evelyn Rice, Accounting Assistant

Marketing & Patron Services
Anne Abrams, Director
John Cain, Associate Director of Marketing
Kaila Finch, Patron Services Manager
Cherie Wheeler, Graphics Coordinator
Michelle Lacy, Social Media Consultant
Julie Richter, Charles Zukow Associates, Public Relations Counsel
Taylor Mitchell, Assistant Patron Services Manager
Yesenia Ferreira, Lead Sales Associate and Group Sales Coordinator
Tabitha Haebler, Member Services and ArtReach Coordinator
Jesus Arzate, Patron Services Associate
Cristian Garcia, Patron Services Associate
Marissa Ramirez, Patron Services Associate
Katherine Sciford, Patron Services Associate
Vanessa Tullos, Patron Services Associate

Programming
Anita Wiglesworth, Director
Sari Feinstein, Programming Manager

Operations & Events
Marc Hagenlocher, Director
Jennifer Brown, Events & Volunteer Manager
Jeremy French, Production Manager
John Morrison, Maintenance Manager
Gene Soldani, IT Manager
Betsy Boes, Events & Volunteer Supervisor
Peter Ostrom, Production Supervisor
Marcus Sanchez, Events Supervisor

Corey Wilkes, Events Supervisor
Dave Badella, Production Technician
Louis Callas, Production Technician
Daniel Parker, Production Technician
Jay Barker, Production Assistant
Scott Gilroy, Production Assistant
Don Morrison, Events Crew Chief
Mike Rice, Events Crew Chief
Angel Cuevas Garcia, Events Crew Chief
Steve Guerrero, Maintenance Worker
Sean Kearn, Maintenance Worker
Dave Morrison, Maintenance Worker
Arturo Ramos, Maintenance Worker
Morgan D’Amico, Concessions Supervisor
Bianca Nunez, Hospitality
Robert MacDonald, Security Supervisor
Brian Dorsey, Event Aide
Luke Gladstein, Event Aide
Frankie Fast, Event Aide
Jonathan Felder, Event Aide
Vanessa Petersen, Event Aide
Dylan Ratto, Event Aide
Timothy Rogers, Event Aide
Rainer Schuldt, Event Aide
Jackson Siebler, Event Aide
Sam Spillane, Event Aide
Eva Stackpole, Event Aide
Hunter Straub, Event Aide
Kristina Volker, Event Aide
Rachel Wilcock, Event Aide
Ben Franklin: America's First Citizen, a school show presented Feb. 5, 2018

PHOTO BY WILL BUCQUOY

Luther Burbank Memorial Foundation
50 Mark West Springs Road
Santa Rosa, CA  95403
707.527.7006
Tax ID: 94-2581084

Enrich. Educate. Entertain.

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