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Connecting our Community through the Arts
Thank you for making the dream come true!

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Dear Friends,

How important are numbers? We do think the fact that over 150,000 people experienced performances at the Arts Center last year is impressive, but just as important is the level of satisfaction that each individual had—whether attending a concert; participating in a school show, master class or professional development workshop; supporting a fundraising event; visiting with friends at a pre-show party; learning something new in a business seminar; or simply strolling through our sculpture courtyard. Across the board, we heard that our programs were joyful and instructive, piqued curiosity and enriched patrons’ lives, and broadened their horizons.

As the year began, plans were made to celebrate another important number at the Center—our 30th anniversary. We took stock of our beginnings and prepared to share this momentous birthday with the community that has always been the key to our success. We previewed the celebration at The Art of Dessert, hosted in the newly renovated Lytton Rancheria Grand Lobby! And, together we shared a round of applause for the debut of our award-winning video that so compellingly tells the story of all that this Arts Center brings to the community.

The year brought more than 120 performances to our stage featuring the biggest stars in music, dance, theater, comedy, family programming and speaker events. We explored jazz with the great Wynton Marsalis; had a thrilling cultural exchange with the Bayanihan Philippine Dance Company; stepped back to the 1920s with Berlin’s Max Raabe; soaked up the unprecedented vision and mastery of artists such as Tony Bennett, Garrison Keillor and John Legend; and thrilled with the kids at Cirque Mechanic’s “Boom Town” and more.

As our schools faced deeper-than-ever budget cuts, we stepped in to help fill the gap and saw an increase in attendance for our Education Through the Arts programs. Each bus load of children filing hand-in-hand into our theater brought smiles and a reminder of why we continue to give from our pocket books and our hearts.

Even with the clouds of recession upon us, we saw many acts of incredible giving and a collective effort to make each dollar count. The national downturn in ticket sales and the loss of Santa Rosa Christian School made it an especially challenging year. I am proud to say that we worked together to reduce the impact and are continuing these cost savings programs.

With the solid base that we have built through the leadership of our passionate staff, dedicated board and committed patrons and creative artists, the future is bright and I am confident the Arts Center will continue its vigor. The road map for the years ahead is exciting; it is informed by our strategic plan, and fired by human imagination and ingenuity to meet the demands and desires of our changing and diverse community. None of this would be possible without the support and backing of you, our community, and for that we are deeply grateful.

Warm regards,

Mike Sutton
2010 – 2011 Highlights

Performances, Programs & Events

- Presented 93 arts, family, entertainment and school performances to over 107,000 patrons
- Hosted 8 pre-show and three post-show discussions attended by over 1,600 patrons
- Presented 27 School Shows that served nearly 32,000 teachers and students from 198 schools in our five-county radius
- Provided nearly 12,000 students (41% of the total served) with low-to-no cost tickets to our School Shows
- Visited 64 classrooms and prepared over 1,400 students for their trips to the theater with our Set the State docents program.
- Placed 210 instruments with individual students in 41 schools in Sonoma, Marin, and Lake Counties; and provided 75 additional instruments to classrooms through our Music for Schools program.
- Displayed the artwork of 37 students from 2 schools—ranging from 3rd to 12th grade—in 2 student exhibitions.
- Served 106 teachers from 50 schools and educational organizations in Lake, Marin, Mendocino, Napa, and Sonoma counties through our Professional Development program; and provided over 1,047 hours of teacher training
- Partnered with Santa Rosa Junior College to provide one dance master class with Parson’s Dance Company and Complexions Contemporary Ballet for 145 high school and college students
- Produced 2nd Annual new summer outreach program, New Song Music Camp, with 24 children participating in the first year
- Hosted over 1,000 community events and performances, including the resident companies Santa Rosa Symphony, Roustabout Theater, American Philharmonic-Sonoma County and served as home to resident partners Santa Rosa Christian School and New Vintage Church.
- New Artists performing at Wells Fargo Center for the Arts included: Yes and Peter Frampton, Jamie Cullum, Reo Speedwagon, John Legend, David Crowder Band, Blondie, Gary Allen, Creedence Clearwater Revisited, Mercy Me, Australian Pink Floyd Show, Blake Shelton, Rob Schneider, Daniel Tosh, Natalie Cole, Jerry Seinfeld, Parson Dance Company, Eric Schlosser, and Max Raabe.
Financial & Organizational Stewardship

- Increased combined giving from individuals, foundations, government grants and special events to a record $833,000

- Increased combined corporate gifts, program advertising revenues, and rental income through the Business Partnerships and Community Rentals Department by 28%

- Gloria Ferrer Vineyards and Caves joined the Center as our Sparkling Wine Partner.

- Spauling McCullough & Tansil LLC became our newest Corporate Alliance Partner

- Eighth-annual Art of Dessert raised a record-breaking $234,000 for the Center’s Education through the Arts programs and honored Arts Benefactor of the Year Lytton Rancheria of California.

- Due to economic challenges, limited expense growth to 2%

- New maintenance shop construction neared completion, with occupancy scheduled for Feb. 2011

- Earned a positive opinion and clear findings from Pisenti & Brinker, LLP on 2010-11 audit
2010 – 2011 Highlights — continued
Patron Experience

- Completed major remodel of the Lytton Rancheria Grand Lobby
- Retrofitted parking lots and paths of travel for ADA accessibility
- Expanded and remodeled the Lytton Rancheria Grand Lobby ladies and men’s restroom
- Launched a Select-Your-Own-Seat module for our internet customers
- Converted to Tessitura, a new ticketing system
- Renovated the Conference Rooms
- Installed video messaging monitors in the box office and Lytton Rancheria Grand Lobby.
2010-2011 Statement of Unrestricted Operating Activities

Total Operating Revenue $7,341,991

Total Operating Expenses 8,923,486*  
*Includes non-cash expenses of $709,396 and $159,365 for depreciation and the loss from the sale of commercial property, respectively.

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

<table>
<thead>
<tr>
<th>June 30,</th>
<th>2011</th>
<th>2010</th>
</tr>
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<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
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<tr>
<td>Cash and cash equivalents</td>
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<td>$457,060</td>
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<td>Short-term investments</td>
<td>-</td>
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<td>Accounts receivable, net</td>
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<td>Pledges receivable</td>
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<td>Prepaid expenses and other assets</td>
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<td><strong>Total current assets</strong></td>
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<tr>
<td><strong>Non-current assets</strong></td>
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<td></td>
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<tr>
<td>Long-term pledges receivable, net</td>
<td>7,500</td>
<td>12,100</td>
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<td>Investments</td>
<td>4,763,373</td>
<td>5,065,645</td>
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<td>Property, equipment and improvements, net</td>
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<td>8,007,232</td>
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<td><strong>Total non-current assets</strong></td>
<td>12,617,622</td>
<td>13,084,977</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$13,369,332</td>
<td>$15,084,614</td>
</tr>
</tbody>
</table>

| Liabilities and net assets |        |        |
| **Current liabilities**     |        |        |
| Accounts payable and accrued expenses | $324,374  | $291,347  |
| Deferred revenue            | 1,372,107  | 1,882,919  |
| Current maturities of long-term debt | 48,017  | 240,287  |
| Current portion of lease deposits | 65,840  | 59,181  |
| **Total current liabilities** | 1,810,338  | 2,446,734  |
| **Lease deposits, net of current portion** | 5,000  | 50,000  |
| **Long-term debt, net of current maturities** | 928,916  | 1,430,093  |
| **Total liabilities**        | 2,744,254  | 3,944,827  |

| **Net assets**               |        |        |
| Unrestricted                 |        |        |
| Undesignated                 | 5,654,145  | 4,000,687  |
| Board designated             | 3,800,000  | 6,000,000  |
| **Total net assets**         | 9,454,145  | 10,000,687  |
| Temporarily restricted        | 164,933  | 133,100  |
| Permanently restricted        | 1,006,000  | 1,006,000  |
| **Total net assets**         | 10,625,078  | 11,139,787  |

| **Total liabilities and net assets** |        |        |
| $13,369,332  | $15,084,614  |
DO NOT HALLUCINATE.

Wells Fargo Center for the Arts gratefully acknowledges the generous contributions of the following donors whose gifts were received from July 1, 2010 through June 30, 2011.

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