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*on leave
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/Codingstown 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

<table>
<thead>
<tr>
<th>Expenses</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$6,581,147</td>
<td>$6,220,147</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>$1,349,359</td>
<td>$1,349,359</td>
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<tr>
<td>Fundraising</td>
<td>$85,500</td>
<td>$85,500</td>
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<tr>
<td>Total Operating Expenses</td>
<td>$8,880,147*</td>
<td>$8,655,000</td>
</tr>
</tbody>
</table>

*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 and 2011**

<table>
<thead>
<tr>
<th>Assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$223,716</td>
<td>$234,582</td>
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<tr>
<td>Accounts receivable</td>
<td>1,096,922</td>
<td>59,923</td>
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<tr>
<td>Pledges receivable</td>
<td>125,925</td>
<td>230,960</td>
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<tr>
<td>Prepaid expenses and other assets</td>
<td>346,309</td>
<td>226,245</td>
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<td><strong>Total current assets</strong></td>
<td><strong>1,792,872</strong></td>
<td><strong>751,710</strong></td>
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<tr>
<td>Non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term pledges receivable</td>
<td>200,450</td>
<td>7,500</td>
</tr>
<tr>
<td>Investments</td>
<td>4,710,389</td>
<td>4,763,373</td>
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<tr>
<td>Property, equipment and improvements, net</td>
<td>7,418,817</td>
<td>7,846,749</td>
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<tr>
<td><strong>Total non-current assets</strong></td>
<td><strong>12,329,656</strong></td>
<td><strong>12,617,622</strong></td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>$14,122,528</strong></td>
<td><strong>$13,369,332</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and net assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$350,023</td>
<td>$324,374</td>
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<tr>
<td>Deferred revenue</td>
<td>1,301,903</td>
<td>1,372,107</td>
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<td>Current maturities of long-term debt</td>
<td>28,915</td>
<td>48,017</td>
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<td>Rental deposits</td>
<td>66,251</td>
<td>65,840</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>1,747,092</strong></td>
<td><strong>1,810,338</strong></td>
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<tr>
<td>Lease deposits</td>
<td>10,000</td>
<td>5,000</td>
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<tr>
<td>Long-term debt, net of current maturities</td>
<td>1,875,000</td>
<td>928,916</td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>3,632,092</strong></td>
<td><strong>2,744,254</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Net assets</th>
</tr>
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<tbody>
<tr>
<td><strong>Unrestricted</strong></td>
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<tr>
<td>Undesignated</td>
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<tr>
<td>Board designated</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
</tr>
<tr>
<td><strong>Temporarily restricted</strong></td>
</tr>
<tr>
<td>274,100</td>
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<tr>
<td><strong>Permanently restricted</strong></td>
</tr>
<tr>
<td>1,006,000</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
</tr>
</tbody>
</table>
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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$50,000 or more
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