Thank you for making the dream come true!

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Michele Denham, Grants Manager
Tina Azaria, Development Manager
Tena Hanford, Development Coordinator
Carolyn Cadigan, Development Coordinator

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Anita Wiglesworth, Director of Education & Outreach
Tracy Sawyer, Education & Outreach Manager
Melanie Snook, Education & Outreach Coordinator

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Allan Edelstein, Deputy Executive Director/CFO
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Donna Norrell, Associate Director of Finance
Dolores Otten, Payroll & Accounting

Part time:
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Lisa Tamayo, Accounts Payable

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John Morrison, Maintenance Manager
Jim Bailey, Maintenance Supervisor
Micael Tewolde, Janitor
Zeke McGinnis, Skilled Maintenance Worker
Larry Tomlinson, Events Manager
Betsy Boes, Events Supervisor
Tom Kears, Events Supervisor
Brad Henstock, Events Crew Chief
Cody Morrison, Events Crew Chief
Shekeyna Black, Rentals Manager
Maggie Wager, Rentals Assistant

Part time:
Antoinette Vives, Beverage Services
James Isinghood, Beverage Services
Scott Boes, Beverage Services
Briannne Branley, Event Aide
Jamal Russell Black, Event Aide
Jesse Guererro, Event Aide
Jolie Baskett, Event Aide
Jon Byers, Event Aide
Joseph Daniels, Event Aide
Kevin Rosencutter, Event Aide
Kyle Collins, Event Aide
Lauren Siler, Event Aide
Marcus McMahon, Event Aide
Matthew White, Event Aide
Matthew Zurich, Event Aide
Naomi Kimmelman, Event Aide
Sean Kears, Event Aide

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Rick Bartalini, Director of Programming
Chrissy Hall, Programming Assistant
John Cain, Associate Director of Marketing
Kristi Buffo, Public Relations Manager
Suzanne Wright, Graphic Designer & Web Master
Cherie Colombo, Marketing Assistant
Bruce Brashears, Box Office Manager
Horacio Romero, Box Office Assistant Manager
Xochitl Alvarez, Box Office Lead Sales Associate
Jeremy French, Production Manager

Part time:
Erick Wright-Miller, Marketing Assistant
Charles Swanson, Box Office Sales Associate
Elizabeth Eang, Box Office Sales Associate
Joni Davis, Box Office Sales Associate
Kaila Finch, Box Office Sales Associate
Steve Servente, Box Office Sales Associate
Daniel Barr, Production Runner
Scott Gilroy, Production Runner
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Louie Callas, Union Steward/Production Technician
Peter Ostrom, Production Coordinator/Technician
Vicki Kemp, Hospitality Coordinator
Nancy Zanolini, Backstage Security
Dear Friends,

Thank you for your support of the North Bay's premier non-profit arts center—Wells Fargo Center for the Arts! It has been both my pleasure and my honor to serve as Board Chair during this past season, as we celebrated our 25th anniversary of service to our community. All of us at the Center are proud of the many artistic and educational accomplishments achieved during this special year, which you will find highlighted throughout this annual report.

Wells Fargo Center for the Arts is now at the strongest financial position in its history. The land sale to Sutter and the sponsorship from Wells Fargo along with the support of our corporate sponsors and members have enabled us to re-pay all debt and significantly increase our endowment. In addition, we have begun the work on a number of necessary improvements and repairs, not least of which is the expansion of the main women's restroom now underway.

We have also shown continuing improvements in both the quality of our events and their financial results. Our operating income increased by 9% over the previous year, while operating expenses increased by just 2%. As the accountants say, on an accrual basis our operating deficit was less than the non-cash depreciation expense.

Several key initiatives took place during 2006-07:

1. In the spring we welcomed our new Executive Director, Richard (Rick) Nowlin, who comes to the Center with nearly twenty years of knowledge and experience in the field of arts administration and leadership.
2. The board of directors, staff, and community volunteers came together to develop an exciting new Vision Statement that both reaffirms our core mission—to enrich, educate, and entertain our community—and sets forth our goals for excellence in the years ahead.
3. After much work, the board will soon adopt a Strategic Plan setting forth the specific tasks and timelines we must meet to achieve our goals.
4. We continue our regular discussions with the City of Santa Rosa on a possible relocation to downtown. The board plans to request results from a community survey to assess the demand for performing arts in downtown Santa Rosa.

Last year was an exciting and successful celebration of our first twenty-five years. As we look ahead, we are committed to increasing our role as the premier provider of world-class entertainment, incorporate education-through-the-arts programs, and state-of-the-art performance spaces to meet the needs of our community.

With your goodwill and support, we can continue to Enrich, Educate and Entertain our community for many years to come.

Sincerely,

Christopher G. Costin
Board Chair, 2006-07
Vision Statement
Wells Fargo Center for the Arts
Adopted 7/19/07

Core Values (the essential and enduring tenets of the organization)
- A passionate commitment to:
  - Presenting a variety of enriching arts experiences
  - Providing life-long education through the arts
  - Serving as a valued community resource

Core Purpose (the organization’s very reason for being)
- To enrich, educate, and entertain our community through the arts

BHAGS (10 to 30-year big, hairy, audacious goals)
- Goal 1—To be an organization driven by a culture of confidence, adventure, excellence and success
  Vivid Description:
  - All constituents embrace shared values and goals.
  - The Center champions creativity, cooperation and innovation.
  - The Center is the destination non-profit organization for board members, staff, and volunteers.
  - The Center is renowned for organizational excellence.

- Goal 2—To be nationally recognized for leadership in developing, producing and presenting incomparable education-through-the-arts programs
  Vivid Description:
  - All members of our community experience the Center’s education and outreach programs at least once each year.
  - Arts educators and specialists travel from across the nation to learn about and from the Center’s programs.
  - Artists compete on a national level for education-through-the-arts training, residency and performance opportunities at the Center.
  - The Center’s programs become the model for school systems and other arts organizations across the country.
  - The Center receives prestigious grants in recognition of our education-through-the-arts programs.

- Goal 3—To be the premier arts center serving Northern California and beyond
  Vivid Description:
  - The Center is a world-class facility with multiple state-of-the-art venues to support the production and presentation of diverse programs.
  - The Center pursues imaginative new art forms and welcomes diverse audiences.
  - The Center is the symbol of artistic excellence and the destination of choice for local, regional and national artists and audiences.
  - The Center is a resource for nurturing and developing regional artists and arts organizations.
  - The Center receives the robust support of the community through ticket sales, memberships, contributions and facility rentals.
  - The Center has a healthy endowment to ensure long-term stability and growth.

Source of Revenue

- Programming: 58%
- Contributions: 14%
- Rentals & Services: 7%
- Long Term Leases: 9%
- Other: 6%
- Naming Rights: 16%

Total Operating Revenue $8,759,451

Use of Funds

- Program services: 79%
- Fundraising: 7%
- General & Administrative: 6%

Total Operating Expenses $9,198,023 (Includes $586,826 in non-cash depreciation expense)

Luther Burbank Memorial Foundation

Statements of Financial Position

June 30, 2007  2006

Assets
Current assets
Cash and cash equivalents $ 2,533,385 $ 6,605,088
Accounts receivable, net 134,627 130,537
Pledges receivable 283,875 278,328
Prepaid expenses and other assets 370,022 941,434
Total current assets 3,321,909 7,955,387

Non-current assets
Long-term pledges receivable, net 60,000 85,000
Investments 3,951,929 -
Restricted cash, cash equivalents, and investments:
Cash and cash equivalents 276,922 156,521
Investments 724,078 844,479
Property, equipment and improvements, net 7,546,789 7,810,700
Total non-current assets 12,559,718 8,896,700

Total assets $ 15,881,627 $ 16,852,087

Liabilities and net assets
Current liabilities
Accounts payable and accrued expenses $ 329,438 $ 659,648
Deferred revenue 1,103,215 1,319,653
Current portion of lease deposits 73,038 37,266
Total current liabilities 1,505,691 2,016,567

Lease deposits 5,000 26,012

Total liabilities 1,510,691 2,042,579

Net assets
Unrestricted 13,213,186 13,470,808
Temporarily restricted 156,750 337,700
Permanently restricted 1,001,000 1,001,000
Total net assets 14,370,936 14,809,508

Total liabilities and net assets $ 15,881,627 $ 16,852,087

2006-2007 Highlights

Programming:
- Presented 65 performances reflecting nearly every arts and entertainment genre, and serving nearly 89,000 patrons (Does not include Family Series or Resident Company events)
- 25th Anniversary presentation of Cirque Works Birdhouse Factory included five shows over three days, representing the Center’s longest-ever run of back to back performances. Ticket sales for the family-friendly event exceeded budget
- Ventured off-campus to present a sold out Dolly Parton performance at the Sonoma County Fairgrounds, resulting in the largest number of ticket sales for a single event and a great deal of positive media coverage
- Partnered with San Francisco Opera to present a simulcast presentation of Don Giovanni This first-ever free presentation served a capacity audience of approximately 1600 North Bay opera lovers
- Total ticket sales for all performances exceeded all previous years, generating record-breaking revenue of nearly $4.1 million

Education & Outreach:
- Presented 26 School Shows serving nearly 25,000 students, teachers, and chaperones; and five Artists in the Schools residencies serving nearly 500 students
- Placed more than 200 Music For Schools instruments with students from low-income families
- Served 132 teachers through Professional Development classes
- Presented nine Family Shows serving nearly 12,000 children and adults
- Hosted 13 residency workshops and events (Birdhouse Factory, Woven Harmony, Missoula Children’s Theatre) serving approximately 150 people
- Awarded more than 10,000 free and reduced price tickets through ArtReach (including more than 1,000 free tickets for Birdhouse Factory alone), and nearly $6,000 in Bus Fund grants

See next page
Operations:

Rentals

- Added two new resident companies to our organization: American Philharmonic Sonoma County and Roustabout Theater
- Exceeded net revue goals to realize a fourth consecutive record-breaking year

Maintenance

- Developed and relocated the Events office & storage to create an additional conference room and a new employee break room
- Developed and relocated the Rentals office to make way for the construction of the expanded women’s restroom located in the lobby
- Converted the former MOCA galleries to classrooms and office space for the Healdsburg School

Events

- Coordinated logistics and provided excellent customer service for over 1000 events
- Ensured the safety of and positive experience for nearly 500,000 visitors and patrons
Development:

- Total contributed income grew by 13.5% to $1,604,778
- Combined general membership and benefactor’s circle membership totaled 1743 patrons and generated $394,000 in contributed income
- Grants awarded from the James Irvine Foundation, Community Foundation Sonoma County, National Endowment for the Arts (NEA), California Arts Council, and Amaturo Foundation
- Major gifts of $25,000 or greater came from eight corporations, and two individual donors totaling nearly $285,000. A major gift of $348,000 from Wells Fargo, part of the ten year naming gift, brings this major gift total to $633,000
- Hosted over 20 donor events, a membership party, a past Board of Directors reception, and a Heritage Society Luncheon
- Held annual fundraiser, Art of Dessert, honoring our founders and celebrating the Center’s 25th Anniversary. The event raised $118,000

Operations:

Rentals
- Added two new resident companies to our organization: American Philharmonic Sonoma County and Roustabout Theater
- Exceeded net revenue goals to realize a fourth consecutive record-breaking year

Maintenance
- Developed and relocated the Events office & storage to create an additional conference room and a new employee break room
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- Converted the former MOCA galleries to classrooms and office space for the Healdsburg School

Events
- Coordinated logistics and provided excellent customer service for over 1000 events
- Ensured the safety of and positive experience for nearly 500,000 visitors and patrons

Human Resources:
- Hired a new Executive Director, Richard Nowlin
- Hired a new Associate Director of Marketing, John Cain
- The Staff remained strong and focused during the period the Center was without an Executive Director
- Center volunteers provided an outstanding year of service valued at more than $250,000 and generating more than $120,000 in revenue
## Source of Revenue

<table>
<thead>
<tr>
<th>Source of Revenue</th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programming</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>Contributions</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td>Rentals &amp; Services</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Long Term Leases</td>
<td>58%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>58%</td>
</tr>
<tr>
<td>Naming Rights</td>
<td>4%</td>
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</table>

Total Operating Revenue $8,759,451

## Use of Funds

<table>
<thead>
<tr>
<th>Use of Funds</th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>79%</td>
<td></td>
</tr>
</tbody>
</table>

Total Operating Expenses $9,198,023

(Includes $586,826 in non-cash depreciation expense)

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### Luther Burbank Memorial Foundation

#### Statements of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2006</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>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$2,533,385</td>
<td>$6,605,088</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>134,627</td>
<td>130,537</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>283,875</td>
<td>278,328</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>370,022</td>
<td>941,434</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>3,321,909</td>
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<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term pledges receivable, net</td>
<td>60,000</td>
<td>85,000</td>
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<tr>
<td>Investments</td>
<td>3,951,929</td>
<td>-</td>
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<td>Restricted cash, cash equivalents, and investments:</td>
<td></td>
<td></td>
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<tr>
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<td>276,922</td>
<td>156,521</td>
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<tr>
<td>Investments</td>
<td>724,078</td>
<td>844,479</td>
</tr>
<tr>
<td><strong>Property, equipment and improvements, net</strong></td>
<td>7,546,789</td>
<td>7,810,700</td>
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<tr>
<td><strong>Total non-current assets</strong></td>
<td>12,559,718</td>
<td>8,896,700</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$15,881,627</td>
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<td><strong>Liabilities and net assets</strong></td>
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<td></td>
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<td><strong>Net assets</strong></td>
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<td>1,001,000</td>
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<td><strong>Total net assets</strong></td>
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<td>14,809,508</td>
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<td><strong>Total liabilities and net assets</strong></td>
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Wells Fargo Center for the Arts
Adopted 7/19/07

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