Enrich. Educate. Entertain.
Connecting our Community through the Arts
Thank you for making the dream come true!

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Angelina Sales, Event Aide  
Matt White, Event Aide
Dear Friends,

What a year this has been—a year of challenge as well as success! As your Board Chair, I am so proud of the perseverance of the Center’s staff, board, and volunteers to continue to make progress on our strategic plan and long-term vision despite the difficult economy. Their dedication would fall short, however, without the support of members, donors, and sponsors like you. Thank you!

The pages that follow showcase the Center’s accomplishments in the areas of arts, entertainment and family performances, education and outreach programs, patron experience, and financial and organizational stewardship. Also, in an effort to take the organization to the next level, we have made a major thrust this past year toward building staff, board, and volunteer leadership skills. In addition, an honorary board has been created to recognize community members who possess a proven and untiring commitment to arts, entertainment, and education at the Center and in our community. Finally, we continued our work in the area that is our greatest challenge—increasing financial support from our community.

We know in these tough economic times, many people are making difficult decisions when it comes to their discretionary expenditures. Your continued support shows us that you value the power of the arts in education—serving to transform young minds, empower greater achievement, and inspire creativity for 30,000 children each year. It tells us that you appreciate the performing arts in your lives and the lives of others, including more than 500,000 North Bay residents and visitors annually. It says that you enjoy having a place in our community where people from diverse backgrounds can come together for various reasons and always emerge enriched, educated, and entertained.

Thank you for all that you do for us,

Joan Moyer Schwing
Board Chair, 2008-2009
Positioning Statement

Adopted by Executive Committee 10/22/09
Adopted by Board of Directors 10/29/09

Wells Fargo Center for the Arts, in the heart of Sonoma Wine Country, creates unparalleled experiences for North Bay residents, right in their own backyards. Over 25 years ago, Wells Fargo Center for the Arts was founded as a non-profit organization by community members, to serve community members, whose support is the lifeblood of the Center’s many programs.

Art is defined by the Center’s participants. While many ears hear the same music, many eyes see the same play, and many hearts are moved by the same sculpture, the interpretation is in the experience of the beholder.

The hum of anticipation vibrates in the grand lobby and fills the Center’s intimate theaters that are just as likely to come to life with world-class dancers as they are with today’s “Who’s Who” in comedy. At times they fill with the roar of appreciation for renowned rock ‘n roll Hall of Famers, and at other times with the hush of wide-eyed school children.

The Center’s education through the arts program transforms over 30,000 young minds every year transcending barriers, empowering greater achievement, and inspiring creativity. Wonder and discovery are at the heart of the Center’s lifelong learning opportunities.

On any given day, Wells Fargo Center for the Arts opens its doors to everyone from arts patrons to business leaders to church congregations. Local performing arts companies find a nurturing, supportive home at Wells Fargo Center for the Arts. The Center serves as an incubator for tomorrow’s great artists as well as a venue for presentation by established companies.

While community members and visitors may come from diverse backgrounds, and the reasons they gather at Wells Fargo Center for the Arts are vast, they all have one thing in common. They emerge from the Center enriched, educated, and entertained.
2008-2009 Highlights

Arts, Entertainment & Family Performances

- Presented more than 80 performances in music, dance, theater, comedy, and renowned speakers to over 111,000 patrons (not including resident company and rental events)
- Ranked among the top 50 theaters worldwide by industry concert trade magazine Pollstar
- Nearly doubled the number of world-class arts performances compared to previous year, up from 16 to 28
- Increased ticket sales to arts performances by 47% from 13,504 in 2007-08 to 19,852 in 2008-09
- Served 11% more patrons in 2008-09 with the Family Fun Series than in 2007-08—12,661 patrons compared to 11,329
- Continued to keep ticket prices affordable for the Family Fun Series by keeping the same pricing and continuing subscription discount
- Increased subscriber base to Family Fun Series by 3% from 2007-08 to 2008-09, to 905 subscription seats
- Presented more Sonoma County debut artists than ever before: Lisa Williams, Chris Isaak, Steely Dan, Margaret Cho, Gabriel Iglesias, Cheech & Chong, Zappa Plays Zappa, Montgomery Gentry, Joel McHale, and Frank Caliendo
- Hosted one of the most intimate opportunities ever to experience the iconic music of Steely Dan in the band’s 30+ year history, with the band also ending their critically and popularly-acclaimed tour at the Center
- Presented Merle Haggard and Kris Kristofferson, in their first-ever concert together and the first of only three concerts nationwide, where they took the stage for a historic evening of swapping songs and stories
- Hosted Lisa Lampanelli HBO Special with two sold-out shows to over 3,000 Sonoma County patrons; the show was recorded in November 2008, aired to a worldwide audience in February 2009, and released worldwide in May 2009 on CD and DVD
Education & Outreach Programs

- Increased attendance for the pre- and post-show events by 111% from 600 in 2007-08 to 1268 in 2008-09; hosting eight pre-show discussions in 2008-09 (compared to five in 2007-08) and one post-show discussion (exceeding goal of 800 attendees)
- Served 31,850 students and teachers from 186 North Bay schools with Education Through the Arts programs including:
  - Professional Development classes serving 104 teachers from five counties
  - Master Classes in dance to 123 local college and high school students
  - 241 Music For Schools instruments loaned to students in 41 schools
- Assisted with student transportation to the theater by awarding Bus Fund scholarships to 16 schools equaling $4,925
- Increased ArtReach giving to public performances for underserved members of the community by 9% from 540 complimentary tickets valued at $12,626 in 2007-08 to 590 complimentary tickets valued at $17,768 in 2008-09 (monetary value increased by 41%)
- Provided event space and services for more than 1000 community events

Patron Experience

- Enhanced patron experience by completing $750,000 facility upgrade plan, improving the parking lot, pathways, and restroom accessibility; patron and art exhibit lighting
- Coordinated technical and event logistics for 1000 events serving nearly 500,000 patrons and visitors including church congregations, business workshop participants, school children, and many, many others
- Launched new, much expanded and improved website
- Conducted 15 post-performance audience surveys in order to gauge patron satisfaction and to identify opportunities for improvements
- Launched monthly e-newsletter reaching 13,000 patrons with information about the Center’s programs and mission-based work
Financial & Organizational Stewardship

- Increased Business Partnerships revenue 8% over prior year to achieve 94% of goal
- Increased Community Rentals revenue 9.6% over prior year to achieve 109% of goal
- Raised nearly $130,000 for the Center’s arts and education programs at the 6th annual Art of Dessert gala held in honor of Susan and Lawrence Amaturo
- Received grant awards from the Amaturo Family Foundation, Autodesk Foundation, Community Foundation Sonoma County, County of Sonoma Advertising Fund, William and Flora Hewlett Foundation, National Endowment for the Arts, SWS Charitable Foundation, Inc., and Charlotte and Arthur Zitrin Foundation
- Generated $775,046 in contributed income, including first-ever online donation of $5,000
- Acquired 680 new general members and 26 new Benefactor’s Circle members
- Exceeded energy savings goal by $20,000 through careful monitoring and conservation efforts
- Earned a positive opinion and clear findings from Pisenti & Brinker, LLP on 2008-09 financial audit
- Researched and implemented new cost saving measures totaling $310,000 in the midst of an extraordinarily volatile economic market
- Built board, staff, and volunteer leadership capability and developed metrics to support a culture of accountability and organizational excellence
- Developed insight about the business model through industry benchmarking, financial modeling, and organizational work assessment
- Redesigned the marketing department to support all internal departments and raise awareness of the Center’s many community-based services and activities
2008-2009 Statement of Unrestricted Operating Activities

Total Operating Revenue $9,068,942

Source of Revenue
- Programming: 61%
- Contributions: 15%
- Rentals/LT Leases: 18%
- Naming Rights: 4%
- Other: 2%

Use of Funds
- Program Services: 77%
- Fundraising: 16%
- General & Administrative: 7%

Total Operating Expenses $9,783,796*

*Includes $685,003 in non-cash depreciation expense

Luther Burbank Memorial Foundation
da Wells Fargo Center for the Arts

<table>
<thead>
<tr>
<th>Statements of Financial Position</th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>Current assets</strong></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$595,190</td>
<td>$623,082</td>
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<td>Accounts receivable, net</td>
<td>270,981</td>
<td>274,724</td>
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<tr>
<td>Pledges receivable</td>
<td>37,059</td>
<td>85,958</td>
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<td>Prepaid expenses and other assets</td>
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<td>376,337</td>
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<td>Total current assets</td>
<td>1,183,425</td>
<td>1,360,101</td>
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<tr>
<td><strong>Non-current assets</strong></td>
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<tr>
<td>Long-term pledges receivable, net</td>
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<td>70,000</td>
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<tr>
<td>Investments</td>
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<td>Property, equipment and improvements, net</td>
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<td>8,084,917</td>
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<tr>
<td>Total non-current assets</td>
<td>13,444,867</td>
<td>14,238,689</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$14,628,292</td>
<td>$15,598,790</td>
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<tr>
<td><strong>Liabilities and net assets</strong></td>
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<td></td>
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<tr>
<td><strong>Current liabilities</strong></td>
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<tr>
<td>Accounts payable and accrued expenses</td>
<td>$149,902</td>
<td>$303,384</td>
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<td>Deferred revenue</td>
<td>1,525,919</td>
<td>1,703,639</td>
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<td>Current maturities of long-term debt</td>
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<td>Current portion of lease deposits</td>
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<tr>
<td>Total current liabilities</td>
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<td><strong>Lease deposits</strong></td>
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<td><strong>Long-term debt, net of current maturities</strong></td>
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<td>414,228</td>
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<td><strong>Total liabilities</strong></td>
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<tr>
<td><strong>Net assets</strong></td>
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<tr>
<td>Unrestricted</td>
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<td>Undesignated</td>
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<td>Board designated</td>
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<td>Temporary restricted</td>
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<td>Permanently restricted</td>
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<tr>
<td><strong>Total net assets</strong></td>
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<td>13,018,677</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$14,628,292</td>
<td>$15,598,790</td>
</tr>
</tbody>
</table>
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