ANNUAL IMPACT REPORT
July 1, 2019–June 30, 2020

Enrich. Educate. Entertain.
Connecting our Community through the Arts
The 2019–20 season will be remembered as a year like no other. We all know the many issues our nation and county faced; this report will highlight the many ways the Luther Burbank Center (LBC) has been able to evolve to meet the new world that began in March 2020.

LBC has the good fortune to have an amazing staff. When we were shut down by the pandemic, the staff immediately began working on new ways to bring the LBC experience to our community in a virtual manner. As you read this report, you'll see our many new community programs developed during this time. These virtual educational and community offerings reached more of our community than ever before.

After completing our building remodel in 2019, we had to close our beautifully renovated facility for shows until further notice. We hope we can reopen sometime in late 2021. In the meantime, LBC has offered up our outdoor space for drive-in movies, COVID testing, and many other ways to assist our community. During the fires in 2020, LBC became a center for many first responder efforts.

Through all of the challenges of the 2019–20 season, LBC has been able to stay relevant because of the financial support of our donors, sponsors, members, and grantors. The need to offer music and arts education to our community does not stop because of the pandemic or fires. We want to thank all of our supporters for their financial support of LBC. With your help, we will be able to offer even more services in 2021, which will be our 40th year in business. Stay tuned for some exciting events to celebrate this milestone.

All the best to you,

Susan Preston

Letter from Susan Preston,
Board Chair
187
IN-PERSON PERFORMANCES

95,128
TICKETS

24
SOLD OUT PERFORMANCES

12
ARTISTS MADE THEIR LBC DEBUT

13
VIRTUAL PERFORMANCES SHARED ON SOCIAL MEDIA (LUTHER LOCALS)

REACHING 254,735

91,539
UNIQUE VIEWS

19,155
CLICKS AND COMMENTS

Ali Wong performing February 15, 2020

PHOTO BY STEVE JENNINGS
103,315
STUDENTS, PARENTS, AND TEACHERS SERVED
through Education and Community Engagement programs virtually and in-person; in schools, homes, and on stages! The arts challenge us to look at other points of view, challenge us to empathize with others, and foster a sense of community and belonging in a way no other discipline can.

With 22 unique Education and Community Engagement programs, we were able to serve 44,596 community members in-person and 58,719 virtually, and allow them to engage by seeing, learning, and doing.

REACHING 282,770
58,710 UNIQUE VIEWS
34,504 CLICKS AND COMMENTS
who participated in Artist in the Schools; year-round or six week arts residencies brought into their classrooms.
298
MEMORY CARE PATIENTS AND THEIR FAMILIES

were served through Sing-Along: A Walk Down Memory Lane: monthly music sessions, both in-person and virtually.
672 instruments were placed in 47 different schools in Sonoma, Lake, and Marin counties through our Music For Schools instrument-lending program. 119 instruments were used during summer camps.
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.
1,203

HOURS OF ARTS INTEGRATED PROFESSIONAL DEVELOPMENT TRAINING

provided to 103 Teachers and Teaching Artists from 7 counties—Sonoma, Napa, Contra Costa, Butte, San Diego, Lake, and Marin, 2 states—California and Colorado, and 2 countries—USA & Spain —via our Professional Development program.
STUDENTS AND ADULTS

participated in Master Classes and Student Clinics with visiting performing artists.

122
participated in the free LBC Mariachi Ensemble, a year-round program that focuses on music instruction, teaching the traditions and musicianship of mariachi, as well as social and emotional skills including perseverance, leadership, cooperation, and collaboration.

New this year:
An intermediate class
ANNUAL GALA
ART OF DESSERT
GOES VIRTUAL FOR THE FIRST TIME
RAISING MORE THAN $360,000
to help provide engaging learning experiences through the arts for our community.
Proudly Hosted

555

Community Events

on our campus. In addition to our performances, events included Santa Rosa Certified Original Farmer’s Market; Sutter Health Catwalk for a Cure; The 10th Annual Fiesta de Independencia, presented by Redwood Credit Union; Wedding Expo; Sonoma Harvest Fair; Sonoma County Bar Association; Alzheimer Association conference; Doctors without Borders presentation; Redwood Empire Stereocasters; and more.
The 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.
OUR RESPONSE TO COVID-19

Through socially distanced events and virtual programming, the LBC is proud to have created meaningful ways to engage with and support our community during the pandemic, as highlighted in the video below.

Additional information for these programs is available at lutherburbankcenter.org.

- Carpool Cinemas
- Drop the Mic
- Feeding Our Frontline
- Let’s Be Creative! With LBC
- Luther Locals
- LBC Summer Arts Sampler virtual camp
- Mariachi Ensemble
- Professional Development for Educators
- Virtual Guitar Class
- Virtual Sing-Along
2019–20 Financial Overview

**SOURCE OF REVENUE**

- **PROGRAMMING** 44%
- **CONTRIBUTED REVENUE FOR OPERATIONS** 32%
- **SPECIAL CONTRIBUTIONS** 8%
- **RENTALS/LEASES** 13%
- **OTHER** 3%

**EXPENSES**

- **PROGRAM SERVICES** 76%
- **ADMINISTRATION** 15%
- **FUNDRAISING** 9%

Total Operating Revenues: $8,650,091

Total Operating Expenses: $9,348,686*

*Includes non-cash depreciation expense of $913,751.

Café Tacvba performing
September 10, 2019
## Statement of Financial Position

### June 30, 2020 2019

<table>
<thead>
<tr>
<th>Assets</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$1,385,834</td>
<td>$4,045,999</td>
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<tr>
<td>Accounts receivable</td>
<td>$12,460</td>
<td>–</td>
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<tr>
<td>Pledges receivable—current</td>
<td>$1,078,112</td>
<td>$1,991,982</td>
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<tr>
<td>Other assets</td>
<td>$305,370</td>
<td>$421,057</td>
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<tr>
<td>Total current assets</td>
<td>$2,781,776</td>
<td>$6,459,038</td>
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<td><strong>Long-Term Assets</strong></td>
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<tr>
<td>Investments</td>
<td>$9,374,772</td>
<td>$7,647,192</td>
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<tr>
<td>Pledges receivable—long-term</td>
<td>$1,842,937</td>
<td>$2,590,710</td>
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<tr>
<td>Property and equipment</td>
<td>$14,220,166</td>
<td>$14,655,963</td>
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<td>Total long-term assets</td>
<td>$25,437,875</td>
<td>$24,893,865</td>
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<td>Total assets</td>
<td>$28,219,651</td>
<td>$31,352,903</td>
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<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2020</th>
<th>2019</th>
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<tr>
<td><strong>Current Liabilities</strong></td>
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<td></td>
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<tr>
<td>Accounts payable and accruals</td>
<td>$502,527</td>
<td>$812,617</td>
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<td>Deferred revenue</td>
<td>$722,224</td>
<td>$1,654,477</td>
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<td>Current maturities—long-term debt</td>
<td>$305,176</td>
<td>$70,493</td>
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<td>Rental deposits</td>
<td>$21,784</td>
<td>$6,222</td>
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<td>Total Current Liabilities</td>
<td>$1,551,711</td>
<td>$2,543,809</td>
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<tr>
<td><strong>Long-Term Liabilities</strong></td>
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<tr>
<td>Line of credit/notes payable</td>
<td>$385,189</td>
<td>$12,682</td>
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<td>Deferred revenue—non-current</td>
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<tr>
<td>Equipment debt—long-term</td>
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<tr>
<td>Lease deposits</td>
<td>$33,824</td>
<td>$33,824</td>
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<td>Total long-term liabilities</td>
<td>$419,013</td>
<td>$46,506</td>
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<tr>
<td>Total liabilities</td>
<td>$1,970,724</td>
<td>$2,590,315</td>
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<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2020</th>
<th>2019</th>
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<td>Without Donor restrictions</td>
<td>$22,017,855</td>
<td>$22,989,987</td>
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<tr>
<td>With Donor restrictions</td>
<td>$4,231,072</td>
<td>$5,772,601</td>
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<tr>
<td>Total net assets</td>
<td>$26,248,927</td>
<td>$28,762,588</td>
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<tr>
<td>Total liabilities and net assets</td>
<td>$28,219,651</td>
<td>$31,352,903</td>
</tr>
</tbody>
</table>
2019–20 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, 2020.

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

$100,000 and above
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Art lesson from Let's Be Creative! With LBC
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Eki Shola
performing online
with Luther Locals
on May 8, 2020
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David Luning
performing online
with Luther Locals
on May 29, 2020
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Faith Ako
performing online
with Luther Locals
on June 19, 2020
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Up to $199
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*Pillars of the LBC—Those who have been donors for 10 or more years

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As of June 30, 2020

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Kalei Yamanoha performing online with Luther Locals on April 24, 2020
### Staff Listing

As of February 2021

#### Executive Administration
- Richard Nowlin, President & CEO

#### Education & Community Engagement
- Ashleigh Worley, Director
- Melanie Weir, Manager
- Chrystie Prokopakis, School and Family Coordinator
- Tracy Sawyer, Community Engagement Coordinator
- Hannah Keefer, Curriculum Specialist
- José Soto, Music Specialist

#### Programs & Patron Services
- Anita Wiglesworth, Director
- Sari Feinstein, Program Manager
- Jessica Greenberg, Visitor Relations & Contract Coordinator

#### Rentals
- Sari Feinstein, Program Manager

#### Patron Services & Ticketing
- Kaila Finch, Manager
- Deira Vicencio, Assistant Manager
- Yesenia Ferreira, Lead Sales Associate & Group Sales Coordinator
- Katherine Sciford, Sales Associate
- Maribel Cruz, Sales Associate
- Clarissa Munzo Caballero, Sales Associate

#### Development
- Robin Seltzer, Director
- Lauren Morrison, Donor Relations Associate
- Sorelle Levy, Coordinator

#### Marketing
- Anita Wiglesworth, Interim Director
- John Cain, Associate Director
- Leslie Carrier, Marketing Associate
- Lauren Peters, Marketing & Communications Specialist
- Michelle Lacy, Social Media Consultant

#### Finance & Administration
- Dennis Kohke, Director
- Dolores Otten, Manager
- Traci Levin, Payroll & Accounting Specialist

#### Operations
- Marc Hagenlocher, Director
- Gene Soldani, IT Manager

#### Events
- Corey Wilkes, Manager
- Angel Cuevas Garcia, Supervisor
- Don Morrison, Supervisor
- Evan Stackpole, Crew Chief
- Timothy Rogers, Crew Chief
- Cassandra Jeffers, Crew Chief

#### Volunteers & Front of House
- Betsy Boes, Manager
- Morgan D’Amico, Concessions Supervisor

#### Production
- Jeremy French, Manager

#### Maintenance
- Sean Kearns, Lead Maintenance Worker

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Nate Lopez performing online with Luther Locals on April 17, 2020