

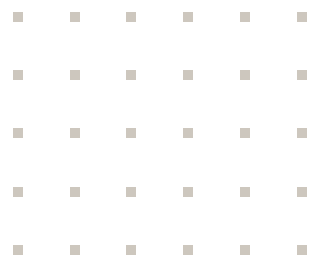
25TH
ANNIVERSARY



WELLS FARGO
CENTER FOR
THE ARTS Annual Report
2006-2007



Enrich. Educate. Entertain.
Connecting our Community through the Arts



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Tena Hanford, Development Coordinator
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Tracy Sawyer, Education & Outreach Manager
Melanie Snook, Education &
Outreach Coordinator

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Sabrina Goldberg, Associate Director
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Dolores Otten, Payroll & Accounting
Part time:
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Lisa Tamayo, Accounts Payable

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

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Antoinette Vives, Beverage Services
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Scott Boes, Beverage Services
Brianna Branley, Event Aide
Jamal Russell Black, Event Aide
Jesse Guerrero, Event Aide
Jolie Baskett, Event Aide
Jon Byers, Event Aide
Joseph Daniels, Event Aide
Kevin Rosencutter, Event Aide
Kyle Collis, Event Aide
Lauren Siler, Event Aide
Marcus McMahon, Event Aide
Matthew White, Event Aide
Matthew Zurich, Event Aide
Naoemi Kimmelman, Event Aide
Sean Kearns, Event Aide

Programming

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 Brashares, 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
Danny Ramos, Production Technician
Dave Badella, Production Technician
Jared Butler, Production Technician
Mike Brown, Production Technician
Kelsey Jordan-Smith, Production Technician
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 the 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 a result, the Center experienced a positive cash flow. Or 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:

- 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.
- 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 through the arts—and sets forth our goals for excellence in the years ahead.
- 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.
- We continue our regular discussions with the City of Santa Rosa on a possible relocation to downtown. The board plans to make the decision on whether to “stay or go” by the spring of next year. Either way, we realize that we must continue to address the changing needs of the community, growing competition, and the challenges of maintaining our current 140,000 square-foot building. As an aid to that decision-making process we commissioned and obtained the results of a theater assessment study to examine the community's future needs for performing arts facilities. We have now commissioned a study on operational and capital costs associated with improved or new facilities. When we have those results we will then embark on a feasibility study for a capital campaign.

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, incomparable education-through-the-arts programs, and state-of-the-art performance and special event venues to the region. We have many challenges and opportunities ahead. 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.

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 159 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

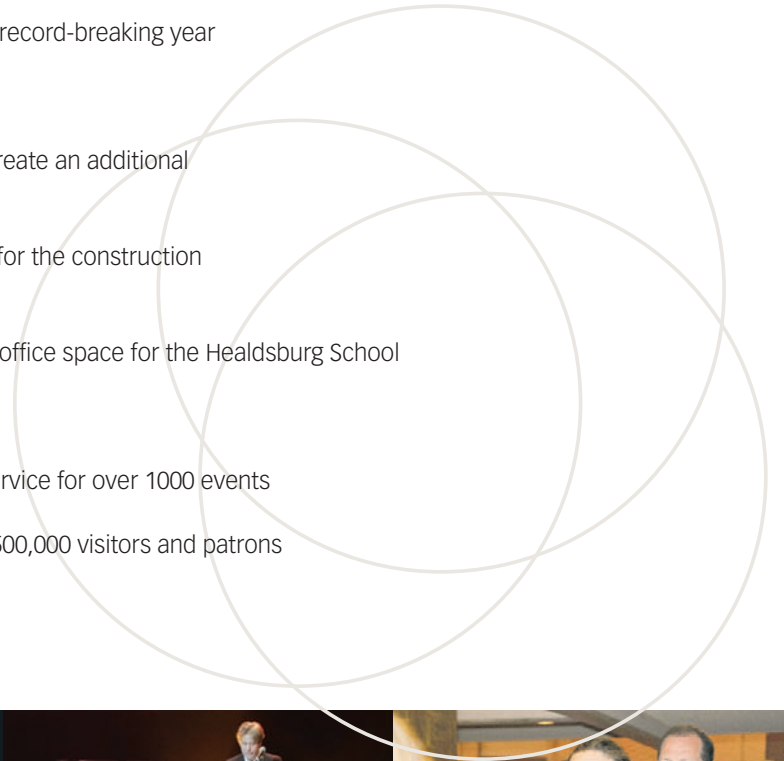
- Added two new resident companies to our organization: American Philharmonic Sonoma County and Roustabout Theater
- Exceeded net revue goals to realize a fourth consecutive record-breaking year

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:

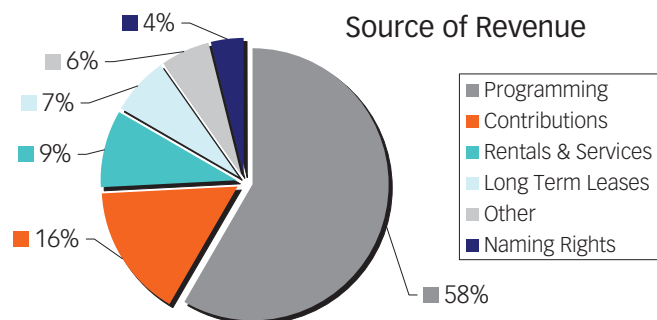
- Total contributed income grew by 13.5% to \$1,604,778
- Combined general membership and benefactor's circle membership totaled 1743 patrons and generated \$394,000 in contributed income
- Grants awarded from the James Irvine Foundation, Community Foundation Sonoma County, National Endowment for the 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

Human Resources:

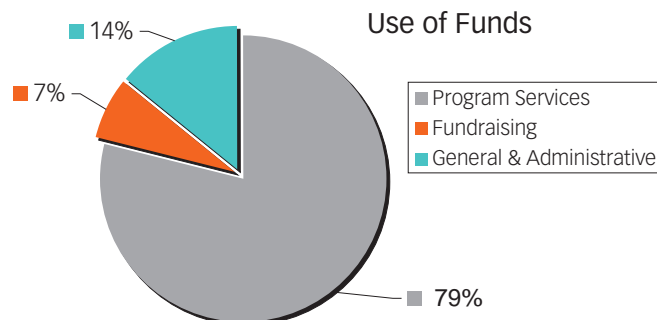
- Hired a new Executive Director, Richard Nowlin
- Hired a new Associate Director of Marketing, John Cain
- The Staff remained strong and focused during the period the Center was without an Executive Director
- Center volunteers provided an outstanding year of service valued at more than \$250,000 and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



2006-2007 Statement of Operating Activities Fiscal Year Ended June 30, 2007



Total Operating Revenue \$8,759,451



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

Wells Fargo Center for the Arts gratefully acknowledges the generous support of the following Members, Donors, Sponsors, and Advertisers during the period of July 2006 through June 2007.

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\$75,000+

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The William and Flora Hewlett Foundation

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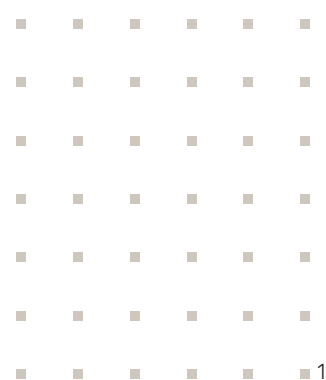
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