

**UTAH SYMPHONY & OPERA
ANNUAL GENERAL MEETING
THURSDAY, NOVEMBER 29, 2007**

Attending: Pat Richards, Chair, Ron Beck, Bonnie Jean Beesley, Kirk Benson, Kathryn Carter, Howard Clark, James Clarke, John D'Arcy, John Eckstein, Chip Everest, Kristen Fletcher, David Green, Jim Gulbrandsen, Rick Horne, Dan Johnson, Matt Krull (Board Fellow), Bill Nelson, Gary Ofenloch, Tom Parks, Suzy Patterson, Joanne Shiebler, Jeff Smith, Jim Wall, Susan Waller (for Ann Green), Sandy McOmber, Frank Joklik, Clark Jones, Scott Parker, Chase Peterson, and David Winder. Steve Hogan and Glenn Lanham attended from staff. Annette Jarvis was present to record the minutes.

I. Welcome: Ms. Richards welcomed the members of the Board and conducted the meeting. She recognized Honorary Board members, Trustees Emerti, members of the Deer Valley Music Festival Executive and Advisory Councils and donors invited to the meeting as guests and thanked them for attending.

II. 2006/2007 in Review: Mr. Green introduced the annual report. He thanked the development department and senior staff for putting the report together. He explained that this document had been created to be helpful in providing current information about the organization to donors and other supporters. He expressed his appreciation for being part of such a wonderful organization that provides so much benefit to the community. He acknowledged that it had been a difficult past few years, but noted that the organization had met many great challenges. He thanked the Board members for their sacrifice of time and money. He thanked the musicians for the incredible performances and inspiration offered through music even in the face of a pay freeze and static expenses. He noted that Utah is only one of 18 communities in the United States that support a 52-week orchestra, which makes the organization an endangered species. He noted that this organization owns its own production studios, receives revenue for rentals, performs in Abravanel Hall and the Capitol Theatre, has a great guild and volunteer program, and has generous patrons and supporters of all levels who make it all possible. He highlighted the artistic accomplishments of last year including bringing back the chamber series, launching a new and successful Contemporary Chamber Music Series, presenting the world premiere of *The Grapes of Wrath*, and a featured week of Messiaen performances. He noted that the Deer Valley Music Festival (DVMF) has become a vital part of the organization and that in its fourth year of the series, sold out two performances at the 5,000 person capacity resort. He highlighted the upgrades in the DVMF facilities and in the marketing and ticketing areas. He noted that the Vivace program for young professionals continued to grow, and highlighted the importance of the financial support of the Utah Symphony Guild and the Ogden Opera Guild. He explained that the Utah Symphony & Opera Network is the organization's largest volunteer organization. He invited the Board members to read more in the Annual Report about educational and outreach programs, which served more than 160,000 students and teachers throughout the state of Utah. He noted that the financial report shows that the organization had been able to achieve a surplus in the 2006/2007 season, which demonstrates that the organization had come a long way from the \$1.6 million deficit from three to four years ago. He asked the Board to keep the dedication, passion, hard work, incredible talent and vision alive.

Ms. Richards thanked Mr. Green for the great report and thanked everyone for the past season's results. She commended the Board, staff and musicians for the great job done to keep the organization moving forward.

III. Department Heads Introductions: Mr. Green introduced the department heads: Steve Hogan, Vice President, Finance and CFO; Glenn Lanham, Vice President, Development; Mark Chambers, Director of Ticket Services; Rebecca Vineyard, Director of Operations (leaving at the end of the year to join the Cleveland Symphony); Paula Fowler, Director of Education and Outreach; Jeff Smith, acting Vice President, Marketing; and Malena Conrad, new Director of Human Resources. He noted the artistic staff, Christopher McBeth, Opera Artistic Director and Jeff Bram, Director of Symphony Artistic Planning were in New York hearing auditions for the Opera *Ensemble* program and unable to attend the meeting. He asked all staff present to stand and be recognized.

IV. Retiring Board Members/Utah Symphony & Opera Commemorative Coins: Ms. Richards thanked the two retiring members of the Board, Terry Nagata and Jeff Wright, for their service. She presented them with autographed batons, which she explained was symbolic of the leadership of these retiring Board members to the organization.

Mr. Nagata asked to address the Board. He thanked Board members and stated that it had been a great privilege and honor to be a member of the Board. He explained that at each Board member seat was a coin that he had commissioned for the use of the organization. He explained the idea behind his commissioning of the coin, and his thought that these coins could be sold for revenue and used as thank-you gifts for donors and supporters of the organization. In presenting these coins to Board members, he said these coins are not about the dollars and cents, but about going through the hard times together, sticking together, and turning the organization around.

V. 2006/2007 Audited Report: Mr. Hogan gave the Board an update on the 2006/2007 Audited Report. He introduced attending members from Ernst & Young: and explained that, while near completion, the audit is not yet finished. He reported that the organization will end with a surplus. He asked the Board members to turn to page six of the attached meeting packet, a draft of the balance sheet representing all assets of the organization, including the endowment and restricted assets. He reported that the cash and cash equivalents are just over \$1 million, with an \$800,000 cash reserve. He reported that long term investments are around \$40 million, with the majority being in the endowment. He explained that page seven of the attached meeting packet is a profit and loss statement, which reports permanently and temporarily restricted accounts. He explained that the financial statements show a deficit of \$334,000, but that this includes \$452,000 in depreciation.

He asked Board members to turn to page nine of the attached meeting packet and explained that this was the financial report the Board members usually see. He referred Board members to the bottom of page nine, where it shows a surplus of \$118,000 after backing out depreciation. He explained that this report includes an estimation of ZAP revenues, the computation of which had not yet been completed. He explained that it was still in question whether ZAP revenues would be received in 2006/2007 or 2007/2008. Either way, he explained there would be a surplus in 2006/2007. He explained that significant items of note were the shortfall of performance revenues of \$500,000, government grants that were nearly \$400,000 over budget, and contributions that were short by about \$338,000. He explained that on the expense side, the

report was a little bit deceiving because expenses were increased to increase revenues with the increased revenues being about \$100,000 more than the increased expenses. He explained that when these extra items were backed out, the staff held the organization to the original expense budget.

VI. Open Discussion: Ms. Richards explained that at the Annual Meeting, she wanted to give Board members an opportunity to ask any questions or volunteer suggestions for the organization. She opened the floor for comments and questions. (None were asked.)

VII. Performance by Utah Opera *Ensemble* Apprentice Artists: Ms. Fowler introduced the musical interlude. She explained the 2007/2008 Apprentice Artists were on a ten month contract to go to schools in the state to perform on behalf of the organization. She explained that the program this year uses the theme “Once Upon a Time” and is derived from operas and musicals based on fairy tales. She explained that this is also the topic of the March mini festival this year which will include symphony and opera performances, lectures, art gallery exhibits and performances.

As set forth in the attached meeting packet, the Utah Opera *Ensemble* Apprentice Artists (Kara Joy Lambert, soprano, Marianne Cloutier, mezzo soprano, Heath Huberg, tenor, Erik Sumner, baritone, and Emily Williams, piano) performed “How wonderful to be a duck” from *Coyote Tales* by Henry Mollicone and “Zitto, zitto . . . piano, piano” from *La Cenerentola* by Giaocchino Rossini.

Ms. Richards concluded the annual meeting and adjourned to be reconvened as the regular November Board meeting after a short recess.

Minutes Recorded by:
Annette Jarvis

Minutes Approved by:
Pat Richards, Chair