Santa Barbara Bowl Foundation
2025 Annual Report

Submitted to the County of Santa Barbara,
General Services Department
By Rick Boller

On behalf of the Santa Barbara Bowl Foundation Board of Directors

Santa Barbara Bowl Foundation
2025 Annual Report

The Management and Lease Agreement for the Santa Barbara Bowl requires the Santa Barbara Bowl Foundation (Foundation) to submit an Annual Report to the County of Santa Barbara addressing the following areas:

1. **Board & Committee Lists**
    - Officers
    - Board of Directors
    - Committee Members

2. **Foundation Financial Health:**
    - Overview
    - Revenues Generated by Events
    - Fiscal Controls
    - Financial Management
    - Fundraising

3. **Subleases Granted Hereunder:**

4. **Santa Barbara Bowl Facilities:**
    - Current Upkeep and Condition
    - Planned and Completed Capital Improvements

5. **Schedule of Events**
    - Number of Events
    - Tickets Sold
    - House Counts

6. **Community Engagement**
    - Public hearings conducted, including a summary of issues raised and related responses
    - Neighborhood Engagement
    - Community Listening

7. **Initiative Impacts**
    - Outreach
    - Greening the Bowl

This report addresses the Foundation's responsibilities under the Management and Lease Agreement and provides the Board of Supervisors with an update on Santa Barbara Bowl Foundation activities and status.

Board & Committee Lists

Officers, Board of Directors, and Committee Members
of the Santa Barbara Bowl Foundation

Under the bylaws of the Foundation, the following volunteer Officers, Directors, and Committee members were active participants:

Officers

Chair, Karen Kerns
Vice Chair, Graham Lyons
Secretary, Tyler Duncan
Treasurer, Nicola Parr

Board of Directors

Mike Allen – 1st district appointee
Dave Amerson
Lesley Cunningham
Andrew Firestone
Tom Garcia
Laurie Bentson Kauth
Pat McElroy – 1st district appointee
Dawn Mitcham
Carola Nicholson
Chris Parker
Carrie Poytress
Ben Scott
Derek Shue
Ted Teyber – General Services
Gregg Wilson

Committee Members

Yvonne Chin
Lesley Cunningham
Jamie Dufek
Valerie Froscher
Steven Keithley
Richard Kelty
Paul Kuhn
Carrie Poytress
Ben Schroeder
Kelly Smith
Katie Szopa
Jeff Theimer
Tracy Trotter

Foundation Financial Health

Financial Results of Operations and Fundraising

Overview

2025 was the Foundation's 31st year managing the Santa Barbara Bowl as a 501(c)(3) California Nonprofit Public Benefit Corporation.

The Foundation's total revenue was $14,593,906 in 2025, compared with $12,267,419 in 2024. The increase was due primarily to higher contributions and investment income. See the Statement of Activities in the audited financials included with this report.

The total revenue amounts for 2025 included $3,207,275 in fundraising revenue.

Organizational expenditures, excluding capital improvements, increased to $9,662,335 in 2025 from $9,487,419 in 2024, primarily due to higher costs of goods. These expenses included depreciation of $1,222,261. See the Statement of Functional Expenses in the audited financials.

The value of the Master Plan Leasehold Improvements, Land, Property, and Equipment, net of accumulated depreciation, decreased from $29,459,395 in 2024 to $28,851,911 in 2025. This decrease was due to fewer newly capitalized fixed assets and increased accumulated depreciation.

Revenues Generated by Events

In 2025, the Foundation hosted 35 commercial events presented by Goldenvoice, as well as two community events: Westmont Spring Sing and the annual Santa Barbara Mariachi Festival. These events generated operating revenue of $8,372,904, compared with $8,532,494 in 2024. See the Schedule of Events below.

Fiscal Controls

The Foundation maintained its fiscal staffing structure to ensure appropriate segregation of duties and internal controls.

Leadership staff with financial oversight:

- Chief Executive Officer, Rick Boller
- Plaza Controller, Derrick Duong
- Box Office Manager, Allison Fitton
- Business Manager, Andrew Gardner
- Brand Specialist, Ashly Othic
- Operations Manager, Tucker Papac
- Program Director, Eric Shiflett
- Plaza Controller 2, Brian Shively

- Food & Beverage Manager, Kori Soltz

Financial Management

The Foundation maintains a system of internal controls designed to ensure the accuracy, integrity, and appropriate segregation of financial duties.

As a best practice, financial activity is subject to multiple layers of review and approval:

- **Staff-level review:** Transactions, reconciliations, and financial reports are prepared and reviewed by Department Heads and Managers before submission to leadership.
- **Outsourced accounting support:** In 2025, the Foundation engaged Accountix, a Santa Barbara-based accounting firm, to provide outsourced accounting services, adding a layer of independent, professional oversight to day-to-day financial processes.
- **CEO review:** The CEO reviews financial reports, significant expenditures, and budget-to-actual performance on an ongoing basis to ensure alignment with the Foundation's fiscal policies and Board-approved budget.
- **Board Treasurer oversight:** The Board Treasurer reviews financial statements and key financial decisions in coordination with the CEO, providing an independent layer of Board-level oversight between audits.
- **Independent audit:** The Foundation engages Armanino LLP, an independent accounting firm, to conduct an annual audit and provide tax preparation services. The FY2025 audit resulted in an unmodified (clean) opinion, with no material weaknesses in internal controls reported. The Board of Directors considers this independent audit an essential component of the Foundation's financial control environment.

Together, staff preparation, outsourced accounting support, executive review, Board-level oversight, and the annual independent audit help safeguard assets, support accurate financial reporting, and maintain public trust in the Foundation’s stewardship of Bowl operations.

Fundraising

Successful cultivation of new and recurring donors resulted in $3,207,275 in donations and pledges for the Santa Barbara Bowl Foundation. Unless otherwise directed by the donor, all donations are applied to current capital projects and Outreach initiatives.

Fundraising staff:

- Chief Executive Officer, Rick Boller
- Outreach Program Manager, Lyndsay Cooke
- Development Manager, Greg Kirchmaier

Subleases Granted Hereunder

Debt, Subleases, and Financial Commitments

The Foundation carried no long-term debt, and no subleases were in effect in 2025.

Promotional Services Agreement

In December 2015, the Foundation entered into a Promotional Services Agreement with a promoter, effective with the 2016 concert season. The Foundation exercised an option in December 2020 to extend the agreement, which would have expired in January 2024.

In March 2023, the Foundation entered into a new Promotional Services Agreement with the same promoter, effective with the 2023 concert season. The agreement expires in 2032, with an option to extend by two additional years.

Santa Barbara Bowl Facilities

Condition, upkeep, and planned and completed capital improvements for Santa Barbara Bowl facilities.

Master Plan

Future construction initiatives will focus on improvements to existing buildings and related infrastructure, consistent with the approved and completed Master Plan.

Upkeep & Condition

The Foundation maintains County-owned facilities with a focus on safety, operational reliability, and long-term preservation. Ongoing maintenance and capital planning help keep the Bowl functional, welcoming, and consistent with its historic and cultural significance.

In 2025, facilities maintenance expenses totaled $144,419. The Foundation also invested $688,776 in capitalized expenses for purchases of property and equipment.

Planned Projects

The following capital improvement projects were completed or advanced in 2025. Each project was led by the Facilities Committee, with Board approval, or by staff under the approved budget.

Backstage Doors Installation

A new backstage door separating the artist area from facilities operations was completed, improving safety and security for artists and staff on concert days.

Storage Enclosure Roof

A roof was installed over the metal detector storage enclosure. The floating roof matches nearby buildings and protects Lower Plaza operational equipment.

New Chairs for Floor sections T, U, V

Floor-section seats were replaced in 2025, with no changes to layout or design.

Main Hallway Floor Repair

Several sections of the Main Hallway floor near the public restrooms were replaced to address cracking and separation that had developed over time.

Backstage Hillside Design

Design work began to terrace the hillside behind the stage to reduce the risk of erosion and debris flow. Construction is expected in 2026 or 2027.

Lighting Upgrade Design

Planning and design began for venue-wide lighting upgrades to improve exit lighting, aesthetics, and security.

2025 Schedule of Events

Schedule of events, number of events, tickets sold, attendance, and related revenue are noted in the Financial Health section.

Date	Concert	Genre	Sold Tickets	Attendance
2025-03-29	Westmont Spring Sing	School Event	738	1,429
2025-04-11	The Avett Brothers	Folk Rock	4,227	4,008
2025-05-13	James Taylor	Folk/Singer-Songwriter	4,322	4,231
2025-05-14	James Taylor	Folk/Singer-Songwriter	4,364	4,284
2025-05-15	Jack White	Rock	4,810	4,626
2025-05-21	Khruangbin	Psychedelic Rock	3,999	3,922
2025-05-22	Khruangbin	Psychedelic Rock	4,790	4,726
2025-05-23	Justice	Dance/Electronic	4,728	4,684
2025-06-14	Ryan Bingham & The Texas Gentleman	Country/Americana	3,386	3,331
2025-06-21	St. Paul & The Broken Bones	R&B/Soul	2,030	2,117
2025-06-28	Lake Street Dive	Indie Pop	4,744	4,638
2025-07-11	Dwight Yoakam	Country	3,979	3,883
2025-07-15	Alison Krauss & Union Station	Bluegrass	3,654	3,451
2025-07-18	CAAMP	Indie Folk	4,796	4,615
2025-07-19	The Marias	Indie Pop	4,779	4,824
2025-07-24	Father John Misty	Indie Folk/Rock	2,714	2,716
2025-08-02	Santa Barbara Mariachi Festival	Traditional Mexican Folk	2,338	2,812
2025-08-03	Maren Morris	Country/Pop	2,559	2,556
2025-08-17	Slightly Stoopid	Reggae Rock	4,676	4,792
2025-08-20	My Morning Jacket	Alternative Rock	2,595	2,526
2025-08-22	Shakey Graves/Trampled by Turtles	Americana/Folk Rock	3,221	3,134
2025-08-23	Japanese Breakfast	Indie Rock/Indie Pop	3,784	3,207
2025-08-24	Mt. Joy	Indie Rock	4,303	4,306
2025-09-05	Modest Mouse/Flaming Lips	Alternative/Indie Rock	4,690	4,626
2025-09-06	Goo Goo Dolls	Alternative Rock	4,294	4,297
2025-09-07	Darius Rucker	Country	4,364	4,251
2025-09-12	Gregory Alan Isakov	Indie Folk/Americana	4,036	3,733
2025-09-20	Jon Batiste	Soul/R&B/Jazz	4,058	3,964
2025-09-23	Disclosure (LIVE)	Dance/Electronic	4,835	4,794
2025-09-26	Paul McCartney	Rock/Pop	4,286	4,583
2025-09-28	Empire of the Sun	Electronic/Synth Pop	4,795	4,744
2025-09-29	Mac DeMarco	Indie Rock	4,799	4,123
2025-10-02	Nathaniel Rateliff & The Night Sweats	Rock/Soul	3,429	3,250
2025-10-11	HAIM	Indie Rock/Pop Rock	3,883	3,454
2025-10-16	Rebelution	Reggae Rock	4,711	4,769
2025-11-02	ZZ Top	Southern Rock	3,396	3,317
	TOTAL		**141,112**	**138,723**

The average concert attendance in 2025 was 3,923 per performance (Westmont not included in the average), up from 3,674 in 2024.

Community Engagement

A summary of issues raised through public meetings and community engagement, and the Foundation's related responses.

Community Input

Public organizational meetings of the Board were held in March and November 2025 and were legally noticed in the Santa Barbara Independent to encourage community input. No members of the public attended either meeting.

Santa Barbara Bowl staff maintain regular channels for community feedback and communication and respond to meaningful issues and recommendations.

Neighbor Day

Every two years, the Foundation hosts Neighbor Day, inviting neighbors to learn about the organization, enjoy complimentary concessions, ask questions, and maintain a direct line of communication. More than 400 community members typically attend.

A successful Neighbor Day was hosted on April 3, 2025.

Sound Control

The Foundation enforces the Santa Barbara Bowl Sound Control Plan, with an assigned staff member monitoring dB levels and curfew compliance at all concerts. All data is public record and available for review at the Foundation administrative offices.

Traffic and Parking

Event days affect neighborhood traffic and parking. The Foundation works to mitigate these impacts through parking management, transportation coordination, and patron communication.

The Foundation rents the Santa Barbara High School and Charles Ott Armory parking lots from the Santa Barbara Unified School District and manages parking during performances. The agreement expires at the end of the 2025 concert season, at which point the Foundation intends to negotiate another term.

The Foundation maintains safe, efficient taxi and rideshare drop-off and pick-up zones, supported by lighting to enhance patron safety.

The Foundation offers a complimentary bike valet at all concerts. Operated by MOVE Santa Barbara County, the program safely valet-parked 4,212 bikes in 2025, an increase of 981 from 2024.

Crowd Management and Event Safety

Event safety is one of the Foundation's highest priorities. At the Foundation's expense, one AMR standby Advanced Life Support ambulance staffed with two EMT paramedics is on site at all events to promptly address medical and safety concerns.

At the Foundation's expense, two Basic Life Support medics are stationed within the seating area at every event. The Foundation contracts with South Coast Standby Medics to provide this first-contact medical support.

The Foundation continues its agreement with the Santa Barbara Police Department and hires officers for each performance.

The Foundation requires all alcoholic beverage servers and related security supervisors to complete Responsible Beverage Service training before working events. The training focuses on liability, safety, and at-risk situations related to alcohol service.

On-site emergency generators and lighting systems are tested and maintained regularly.

The Santa Barbara Bowl Emergency Plan was reviewed and updated for 2025. The plan is distributed to all departments, the Santa Barbara Police Department, and artist representatives. Before each concert, all participating agencies conduct an emergency, security, and safety briefing.

The Foundation contracts with a professional event weather-monitoring service to support the safety of patrons, employees, and artists.

The Foundation uses drone monitoring software to help identify potential UAS threats.

The Foundation makes the facility available to emergency response agencies, including SBPD, SBFD, and AMR, for training and exercises.

Food Vendors

Unlicensed mobile food vendors remained a challenge in 2025, though new regulations have strengthened enforcement efforts across the neighborhood.

Ongoing show communication

The Foundation uses multiple communication tools to share best practices with concertgoers and help mitigate neighborhood impacts. These tools include social media posts, day-of-show pages on sbbowl.com, and Know Before You Go emails sent to ticket purchasers.

Initiative Impacts
Community impact through Bowl Outreach and Greening

Outreach



All Outreach initiatives and funding support are provided countywide, with a focus on expanding access for underserved and North County communities. The Foundation prioritizes direct support to public schools, organizations, and programs that provide performing arts education for K-12 students.

2025 contributions supporting performing arts education and programming: $824,361 (5.65% of 2025 operating revenue).

Direct support to public schools: $334,052 (2.29% of 2025 operating revenue).

Through its Outreach programs and the Santa Barbara Bowl Arts Subsidy, detailed below, the Foundation contributed $824,361 in 2025.

- $200,000 in Spring Cycle grants
- $199,875 in Fall Cycle grants
- $18,356 in Flash Grants
- $32,000 in Legacy Scholarships administered by the Scholarship Foundation of Santa Barbara
- $63,300 in Sponsorships
    - Including a $17,000 presenting sponsorship for Pianos on State

- $143,674 through Instrument Fund (awarded $156,458 with some awarded funding not used until 2026)
- $37,051 in underwriting through Community Ticket Subsidy
- $60,189 investment in Kids at the Bowl
- $69,916 in the SBBF Arts Subsidy

Outreach is funded through donor contributions and event income allocated by the Foundation. In 2025, $172,576 was allocated through event income to supplement program funding and Outreach expenses.

Foundation board members and community volunteers administer funds and support through schools, partners, artists, and local nonprofit arts organizations for performances, artist residencies, master classes, community events, in-school and after-school programs, instrument purchases, and related needs.

Outreach Initiatives

Spring and Fall Grant Cycles
The Spring and Fall grant cycles are the flagship programs of Bowl Outreach. They provide support to local schools, artists, and organizations that advance performing arts education throughout Santa Barbara County. Funding is awarded through a competitive grant process administered by Bowl staff and allocated by a committee of Board members and community volunteers.

Flash Grants
Flash Grants provide quick, responsive support for local organizations addressing emerging needs, short-term projects, and immediate-use opportunities. The program is designed to reduce barriers to expedited grant support.

Sponsorships
Each year, the Outreach program sponsors youth performances and community arts events. These sponsorships include the Santa Barbara Bowl Performing Arts Teacher of the Year Award, presented through the Santa Barbara County Education Office's annual educator recognition program. Rich Lashua, Drama Teacher at Santa Barbara Jr. High School in the Santa Barbara Unified School District, received the 2025 award for the 2024–2025 school year.

Pianos on State
In 2025, the Outreach program continued to provide lead support for the annual Pianos on State event in downtown Santa Barbara. For three weeks each fall, pianos are available along State Street for musical exploration, impromptu play, and group performances. This interactive musical experience encourages people of all ages to play, listen, and sing along on pianos transformed into works of art by local artists.

Kids at the Bowl

Kids at the Bowl events are educational, culturally relevant performances, co-presented by Children's Creative Project, that bring thousands of Santa Barbara County students to the Bowl. In 2025, Las Cafeteras performed for 2,200 local junior high and high school students and led an on-stage workshop with an Ethnic Studies class from Santa Barbara High School.

Instrument Fund

With community support, the Outreach program continued the Instrument Fund in 2025. The fund repairs or replaces musical instruments, supplies, and equipment for youth music programs so that the lack of instruments does not prevent students from learning music. In 2025, the fund contributed $143,674, including $156,458 awarded and some funding carried over to 2026, to repair 61 instruments, purchase 206 new instruments, and procure 311 pieces of music equipment and supplies.

Legacy Scholarships

Administered by the Scholarship Foundation of Santa Barbara, Bowl Legacy Scholarships honor past Bowl supporters through a donor-designated fund supporting higher education for Santa Barbara County high school graduates. Up to eight students receive renewable scholarships for post-secondary education in the performing arts each year.

Community Ticket Subsidy

The Community Ticket Subsidy (CTS) program provides subsidized tickets for Santa Barbara County K-12 students to experience live performing arts at the Santa Barbara Bowl and other venues. The Foundation contributed $37,051 to underwrite 706 tickets for 55 concerts and performances in 2025.

SBBF Arts Subsidy

Under the 2011 County lease agreement, the Foundation contributes to the Santa Barbara County Office of Arts and Culture's support for community cultural arts programs through the Santa Barbara Bowl Arts Subsidy. The subsidy is assessed at $0.50 per paid ticket sold annually, with a current seasonal cap of $69,916. The cap is scheduled for CPI-based adjustment in 2025 and every five years thereafter. Since the subsidy began in 2011, the Foundation has contributed $738,696 to the Santa Barbara County Office of Arts and Culture, including $69,916 in 2025 based on 137,294 paid tickets sold during the 2025 concert season.

Greening the Bowl



Entrusted with 17 acres of open space in Santa Barbara County, the Foundation serves as a steward of the land. Its greening initiatives reflect the organization's environmental values and long-term sustainability priorities.

Greening Initiatives

Bike Valet
As noted above, the Foundation provides a complimentary bike valet in the main lot for all concert patrons. Bike valet use has grown each year since the program began.

rWorld Reusable Cups
The Foundation continued its partnership with R.World and the r. Cup program, a circular reuse system that provides sanitized, reusable drinkware for all Bowl events and reduces single-use waste.

The Santa Barbara Bowl had the highest cup-harvest rate of all venues, at 97%.

Souvenir Cup
In addition to the r.Cup program, the Foundation continued its award-winning souvenir cup initiative, allowing patrons to purchase a reusable cup and receive a $2 discount on drinks for the life of the cup.

Since the start of the Foundation's reusable cup programs in 2016, over 500,000 single-use cups have been kept out of the landfill.

Waste Sorting
The Foundation practices single-stream waste capture for all events and sorts all event waste to maximize diversion. At the end of each performance, sorters distribute waste among restaurant food, recycling, and landfill bins, with an average of approximately 70% diverted.

Single-Use Item Reduction
Waste reduction and reduced reliance on single-use items remain priorities of the Foundation's Greening program.

Patrons are encouraged to bring reusable water bottles for use at complimentary water stations throughout the venue.

Solar Energy
In 2025, the Foundation generated 201 MWh of electricity from three photovoltaic arrays, which was 152% of its total energy use for the year.

Brush Mitigation
Every few years, the Foundation uses goats and sheep to sustainably reduce hazardous dry brush across the 17-acre property during the concert season.

Local Products
Approximately 85% of food and beverage items sold at events come from locally sourced companies and products. Supporting local vendors, including Santa Barbara Popcorn Company, Brander Vineyards, Firestone, and Berryman, remains central to the Bowl's values and business practices.