

Cain Center for the Arts
Executive Committee Meeting
May 7, 2020

Attending: Greg Wessling, Pat Bechdol, Cynthia Bush, Troy Stafford, Steve Brumm, Paul Newton, Justin Dionne, Allison Elrod, Anita Overcash

- I. Welcome - The meeting was called to order and Greg noted that there was a quorum. The meeting was held via Zoom technology.
- II. Approval of Minutes from April 9, 2020 Executive Committee Meeting - Motion by Cynthia, second by Troy. All approved of the Minutes from April 9, 2020 as circulated.
- III. April Financials - The April financials were unavailable. Justin noted that we have moved forward with the PPP loan that covers staff salaries.
- IV. Construction Update - Rodgers Builders submitted an invoice for \$100,000 for its work on the pre-construction, which was quoted in the agreement with the Town of Cornelius for \$40,000. Since there was no conversation about the extra scope of work and costs associated with the extra work, both Steve and Paul are disputing the costs. They recommended to the Executive Committee the possibility of paying \$10,000-\$20,000 more, but they still feel they are not obligated to do so. Troy advised that the contract be reviewed and that the value for services be determined, otherwise he does not agree that the request from Rodgers Builders should be fulfilled. The rest of the committee felt the same. **Action 1:** Anita to send the Rodger Builders contract out to the Executive Committee and Steve & Paul to be further reviewed. **Action 2:** Pat and Troy to provide a follow up on the language of the Rodgers Builders contract. Pat is going to call Doug Singleton at Charlotte Ballet, who has worked with Rodgers Builders in the past. **Action 3:** Pat to call Doug Singleton to discuss Rodgers Builders. After the call, Pat to follow up with the Executive Committee about his discussion with Doug Singleton. Pat also suggested a meeting with Pat Rodgers of Rodgers Builders be set up. Greg agreed that a meeting with Pat Rodgers to discuss the situation is needed before making a decision on how to proceed with Rodgers Builders. The decision to meet with Pat Rodgers prior to making a decision on the Rodgers Builders invoice was unanimous. **Action 4:** Steve to request a meeting with Pat Rodgers of Rodgers Builders and include some members of the Executive Committee in that meeting. Regarding the last Design Meeting, Justin said that the new project renderings look great and that the review process is going well.
- V. Campaign Update - Allison presented a campaign update. Her presentation has been added to the Executive Committee meeting packet. April pledges totalled \$10,100 of a \$10,000 goal. Current total fundraising, including the land and Town bond, is

\$15,680,365. This does not include the \$250,000 from Aquesta Bank, as we are waiting on the final paperwork. Aquest Bank has requested more time before signing the agreement with CCA. In cash, there was \$11,551 for April. Anita is compiling a list of each board member's prospects along with RSVP details for the Founders' Society Gala that was originally scheduled for April. If some of these prospects decide to join in May, CCA would most likely exceed the May goal. Allison stressed that communication with prospects is needed at this time. On Monday, she will share tools that can be used by board members to connect with prospects. Upcoming initiatives were also discussed and include the following: rendering reveal, paver campaign, re-engaging community leaders, and the gala. A press release has been sent out about the rendering reveal, which will proceed as follows: Founders' Society members will get the first look on Monday, May 18 via a Zoom Webinar. Renderings of the building will then be revealed to the public as follows: 1) exterior and lobby, 2) education spaces, 3) gallery and theater. Allison also discussed intelligent forecasting and adjustments that have been made based on the 90 day campaign delay approved at the last Board of Directors meeting. The new intelligent forecast, which includes milestones for the campaign, has been discussed with the Town. There was a plan to begin the reduction of three-year pledge payments to two-year pledge payments for new donors beginning in May, but it is now recommended that the new two-year pledge period begin on July 1. This will be a soft policy, as it was recommended that exceptions and special considerations be made to donors who wish to pay pledge installments over a three-year period after July 1. The plan for the new pledge policy was unanimously approved by the Executive Committee.

- VI. Other Business - Troy is continuing to gather information about partnerships with other banks like Truist and Bank of America, among others. **Action 5:** Troy to send information from banks to Justin and Allison as it is gathered.

Greg noted that the recent Design Meeting went well, but that there was a challenge to present exact colors via Zoom because color settings were different on individual computers. There will need to be an in-person meeting for the color review process.

Overall, everyone was very enthusiastic about the designs.

CCA/CAC Transition - CCA is still on the schedule that was established for a transition of CAC to CCA, pending potential risks that need to be accessed regarding CAC and the Town budget. Justin is attending PARC Commission Meetings to stay involved and up-to-date on information.

The Town is reviewing the CCA 21/22 budget. It's possible that CCA may have to make some revisions. The Town will approve the budget sometime in June.

- VII. The next Executive Committee Meeting is on Thursday, June 4.

- VIII. Adjournment - There being no further business to discuss, the meeting was adjourned.