

**Cain Center for the Arts
Board of Directors Meeting
September 21, 2021
MINUTES**

Attending: Greg Wessling, Bill Ward, Pat Bechdol, Troy Stafford, Steve Brumm, Paul Newton, Caroline Mullan, Susan Wolff, Woody Washam, Denis Bilodeau, Kate Gaither, Donna Johnson, Bill Morgan, Ginger Griffin, Jean Bock, Joshua Dobi, Justin Dionne, Anita Overcash, Perry Mixter, Megan King, Iris Wyatt

Absent: Cynthia Bush

- I. Welcome - Greg welcomed everyone and noted that there was a quorum present.
- II. Approval of Minutes from the August Board of Directors Meeting - Motion by Steve, second by Donna. All approved of the August Board of Directors Meeting Minutes as circulated.
- III. Construction Update - Steve discussed construction progress and the budget. He shared the construction contingency, which is approximately \$2.4 million. The construction committee and executive committee would like to recommend the additions of sound reflectors (\$419,538.00) and Terrazzo flooring (\$148,083.00). These two changes would total \$567,621.00. There would still be \$1,538,202.60 in contingency. Motion by Pat, second Donna. All approved of the recommended additions. **Action 1:** Justin to look into a way to send the board video construction updates.
- IV. August Financials - Financials were shared in the board packet. Bill Ward reviewed the August Balance Sheet. He noted the CIP Construction, which is a result of expenses that were paid to the Town for construction and then moved back to Cain Center. We are still working on the unrestricted assets, specifically to figure out what is cash and what is assets. Justin noted that on the Town revenue portion.
- V. Executive Director's Report - Justin discussed plans for a facility rental program. There will be a structure of educational/public spaces and the theater pricing. He recommended hourly rates with a three-hour minimum for classrooms, gallery, lawn, lobby, dance studio, board room, small classroom, and plaza spaces. He also discussed the theater model with two tiers including a standard rate for \$1,750 base rate and a community partner rate with a \$1,600 base rate. There would also be add on rates. Security will need to be added on for each rental. Woody said Town Hall is doing a parking expansion and that a lot is going to be paved near to the Veterans Monument. That will allow for 170 additional spaces. The lot beside the library will also be a gravel lot. Justin shared a comprehensive rental rate summary and comparison. This was looked over by Deloitte and Cain staff who put together the recommendations. Greg recommended that the board support Justin's recommendation for the rental rates.

Everyone agreed for Justin and staff to make the final call to the rental rates. No one was opposed to supporting the rental rates presented. Justin said everyone will be kept up to date about the rental rates.

- VI. Campaign/Development Report - We brought in around \$335,338 in cash for August. We have \$1,717,718 to our goal. Perry also discussed how we will get to our campaign goals. He shared funds raised from expected pledges and new pledges. We plan to be ahead of where we said we were going to be for the LGC. We have exceeded our FY22 Sponsorships that had a goal of \$50,000.00 by raising \$53,151. At the Boatyard LKN fundraiser we raised \$1,535 and the band contributed \$2,500. Perry discussed an event called Ceramics and Cents. Donors will be able to see art getting made and Morgan Stanly will advise donors on changes to tax laws. Perry discussed recent and upcoming development activities including the Beckett Neighborhood Tailgate that was on Sat., Sept. 18. There will also be a Brick Fundraiser at Bailey's Glen on Oct. 12. Porch parties are in the process of being scheduled. We will begin securing FY23 Sponsorships in October. Next month, Perry said Susan will present a structure for volunteers.
- VII. Program Update - Fall A classes are 84 percent filled. Three out of five adult classes are sold out. She discussed the stats of other classes, all of which are filling up well. Over the weekend, we had our *Mud at the Mill Exhibition* opening reception and we also had our first concert, Music at the Mill with Tony Lucca. It was 86 percent sold out.
- VIII. Other Business - Greg welcomed Iris, the new Office Administrator. Greg also discussed some recent commentary in *Cornelius Today* about those running for elections. There is another candidate in opposition to what we are doing and he wanted to make everyone aware of the candidate's position.
- IX. Adjournment - There being no further business to discuss, the meeting was adjourned.