



Cain Center for the Arts
Board Meeting

Tuesday, January 23, 2024



Development Report

FIRST ANNIVERSARY GALA WITH MANDY GONZALEZ



Summary

305 Gala tickets sold for total of \$57,875.00

Raffle tickets sold – \$8,000.00





INCOME	Budget	Actual
TOTAL INCOME	\$59,791.00	\$67,079.00

EXPENSES	Budget	Actual
EXPENSES	\$47,328.47	\$48,726.11
Less Fundraising Support	(\$30,000)	(\$30,000)
TOTAL EXPENSES	\$17,328.47	\$18,726.11

TOTAL NET INCOME	\$42,462.53	\$48,352.89
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INCOME	Budget	Actual
Gala Tickets Sold	\$54,791.00	\$57,875.00
Raffle Tickets Sold	\$5,000.00	\$8,000.00
Ticket Fees		\$1,204.00
TOTAL INCOME	\$59,791.00	\$67,079.00

EXPENSES	Budget	Actual
Production Costs	\$32,000.00	\$33,302.17
Catering for Event	\$12,094.78	\$12,094.78
Catering for Children	0	\$163.00
Bartenders	\$400.00	\$400.00
Beverages	\$1,784.00	\$1,784.00 (estimate)
Sippy Cups	\$366.00	\$366.00
Rentals	\$433.69	\$266.16
Cleaning	\$250.00	\$350.00
TOTAL EXPENSES	\$47,328.47	\$48,726.11

CAMPAIGN UPDATES

Campaign	Goal	Status as of 1/18/24	Remainder to Goal	Deadline
FY24 Friends	\$225,000.00	\$258,464.44	+\$33,464.44	6/30/24
FY24 Sponsors	\$250,000.00	\$216,500.00	-\$33,500.00	6/30/24
FY24 Events	\$120,000.00	\$65,786.82	-\$54,213.18	6/30/24
FY24 Grants	\$456,000.00	\$487,000.00	+\$31,000.00	6/30/24
TOTAL	\$1,051,000.00	\$1,027,751.26	-\$23,248.74	

OTHER UPDATES

- **IMPORTANT UPCOMING DATES:**
 - **Director's Choice Art Reception on February 2nd, 2024**
 - **Arts & Business Breakfast on March 7th, 2024**



Programming Report



VISUAL ARTS & EDUCATION

Exhibits:

- Home Grown & Home Grown Jr.
- Cornelius Art Gallery
 - Jan. 22nd – March 29th
 - Reception: Jan. 26th
 - 6:30pm-8:30pm
 - Artist Talks
 - Feb. 23rd
 - 4 Artists
- Director's Choice Exhibit
- Cain Center
 - January 22nd- March 29th
 - Reception : Feb. 2nd.
 - 6:30pm-8:30pm
 - Breakfast | March 7th : 7am

Visual Art Notes:

- Social Experiences for Family performances.
 - Discovery Place Kids : Huntersville | Jurassic World
 - Exhibit and Hands- On activity.
- March 2nd- March 6th: Read America Week
 - 3 Pre-schools.
- Summer Camp Plans underway.
- Hinds Feet Farm : Ceramic Class
- Senior Citizen Class| March
- Ada Jenkins Poetry Slam | March.
- Open Studio addition
 - 6- week package
 - Firing fee
 - Shelf
- Studio Program Coordinator
 - Hired | Rachel Trott



COMMUNITY IMPACT EVENTS

Learn Music Live Performance

February 10th : 1pm- 8pm

Cain Center Community Music Lesson Program Participants perform 1pm-4:30pm.

TICKET OFFICE SALES REPORT

■ Performance Sales

- 100% To Goal: [The Drifters \(both shows\), Chi-Town Transit, Jeff Allen](#)
- 75% to Goal: [Mandy Gonzalez, Eric Gales, Forever Young FRI, John Oates](#)
- 50% to Goal: [Rockie Lynne, Forever Young SAT 2PM & 8PM, Joe Gransden, Socks in the Frying Pan, Joanne Shaw Taylor, Stunt Dogs 2PM, Karen Morgan, Spring '24 Performance Season](#)
- 25% to Goal: [Darin & Brooke Aldridge, Stunt Dogs 6PM, Charlotte Symphony](#)
- Less than 25% to Goal: [Sons of Mystro, Be More Chill \(All Shows\), Robin Spielberg, Susan Werner, Dino World \(both shows\), Mark & Maggie O'Connor, Buckets & Boards](#)

■ Class Sales

- Spring A goes on sale Jan. 29, Summer Camps go on sale beginning of March
- Special Engagements: Frozen Jr. (Jan. 25-27) 7 Public Shows Sold Out, 3 School Shows
- Learn Music Recital: Feb. 10
- Rental Website released beginning of January



Operations Report

OPERATIONS REPORT

- Q2 BVA
- Executing contracts for added Spring programs and advancing shows
- Upcoming events
 - Presented season
 - Rentals
 - Other events

TECH & FACILITY REPORT

- Audit of Tech and Facility finances had been completed; addressed issues w/ G.W.
- Cain Center's A/V is now fully operational
 - Projector system in Performance Hall repaired. Extron corrected their firmware
 - All A/V touch panels repaired, no longer disconnecting from processor randomly.
- Gearing up for several great performances and DCP's *Frozen*



Finance Report



December 2023 Financials – Highlights

Balance Sheet

- Continued Strong Cash Position
- Capital Campaign Receivables under 50k - milestone

BvA

- Dec Revenue - \$170,578
- Dec Cost of Rev - \$64,370
- Dec Net Rev - \$106,208
- Dec Operating Expenses - \$139,052
- Dec Total – (32,843)
- YTD Total - \$314,555



FY25 Budget

- **Calendar**
 - Draft Review through January
 - January 2024 – Approval of FY25 budget to send to town
 - Feb-May 2024 – continued review and sharpening of budget based on strategic plan
 - May/June 2024 – Final budget adoption
- FY25 budget is shaping to be another year of growth, projecting increased contributed revenue while also investing in growing our team to expand capacities and services.
- **Current draft notable items:**
 - 10% Revenue increase driven by contributed, rental, & f&b
 - Will eliminate valet parking
 - 27% increase in payroll & related – addition of new staff roles (FT & PT)
 - Increase in tech/software



Executive Director's Report