

Cain Center for the Arts

Board Meeting Minutes

January 23, 2023

In Attendance: Paul Newton, Jean Bock, Greg Wessling, A.K. Matheson, Zachary Toof, Douglas Marion, Cynthia Bush, Dale Gillmore, Bill Morgan, Ryan Lefebvre, Caroline Mullan

Not In Attendance: Kate Gaither, Pat Bechdol, Susan Irvin

Zoom: Josh Dobi, Tracey Stehle, Tara Jaketic

Guest: Nate McGaha—Arts NC

There was a quorum for this meeting.

The Board meeting minutes from December 19, 2023, were approved unanimously.

- The meeting began with Paul Newton introducing Ryan Lefebvre to the Board.
- Bill Morgan spoke about Ryan and the nomination.
- A motion was made to induct Ryan as a new Board Member (Bill made the motion, A.K. Matheson seconded the motion).
- The motion was approved.
- Justin introduced Executive Director Nate McGaha from Arts NC to the Board members.

Development Report—Justin Dionne

- Gala Summary:

<u>Income</u>	<u>Budget</u>	<u>Actual</u>
Total Income:	\$59,791.00	\$67,079.00
Expenses:	\$47,328.47	\$48,726.11
Less Fundraising Support	(\$30,000)	(\$30,000)
TOTAL EXPENSES	\$17,328.47	\$18,726.11

- The Goal for the Gala was \$40,000.
- Justin thanked staff and the Board members for their efforts in the final push to sell tickets to the Gala.

- **Campaign Update**

<u>Campaign</u>	<u>Goal</u>	<u>Status as of 1/18/24</u>	<u>Remainder to Goal</u>	<u>Deadline</u>
FY24 Friends	\$225,000	\$258,464.44	+\$33,464.44	6/30/24
FY24 Sponsors	\$280,000	\$216,500.00	-\$33,500.00	6/30/24
FY24 Events	\$120,000	\$65,786.82	-\$54,213.18	6/30/24
FY24 Grants	\$456,000	\$487,000.00	+\$31,000.00	6/30/24

TOTAL	\$1,051,000.00	\$1,027,751.26	-\$23,248.74
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- The Development Committee’s emphasis will be on sponsorships and event planning for the rest of the year.
- Important Dates:
 - Home Grown and Home Grown Jr. Opening Reception- January 26, (6:30-8:30 pm)
 - Director’s Choice Art Opening Reception- February 2 (6:30-8:30 pm)
 - Arts and Business Breakfast—March 7 (7:00 am)

Visual Arts & Education Report—Justin Dionne

- The Director’s Choice Arts Exhibit—the artwork sold, 50-100% of the price (depending on the artist) goes to the Community Impact fundraising goals for the year.
- **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 Event: Learn Music Live Performance--February 10th: 1pm- 8pm
 - Cain Center Community Music Lesson Program Participants perform 1pm-4:30pm.

Ticket Sales Report—Justin Dionne

- **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 Mysterio, 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—Justin Dionne

- Q2 BVA
- Executing contracts for added Spring programs and advancing shows.
- Currently \$15,000 under net revenue goal for the year.

Tech & Facility slide shown

- 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*
- Frozen Jr. (DCP) rundown of performances was given to the Board members.
- Performances are sold out and a Frozen Jr. mocktail will be available to purchase.

Finance Report—Douglas Marion

- Discussion of financial statements.
- *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
- Dale asked what happens if we go over the budget.
 - Douglas explained there is a budget offset in place that is built into the budget. The offset is \$30,000 for the budget next year.
 - Budget was created year prior not knowing what to expect.
- **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.
- Discussion of Town Grant proposal—was in pre-reads on the Portal for Board Members to review.
- Motion was made (Dale, Greg) and the Board approved to take it to the Town to get the grant.
- The Executive Committee went into Executive session.
- Presentation from Nate McGaha (Arts NC) followed.