**Cain Center for the Arts**

**Executive Meeting Minutes**

**January 18, 2024**

**In Attendance:** Paul Newton, Jean Bock, Greg Wessling, Cynthia Bush, Zachary Toof

**Not In Attendance:** Pat Bechdol, Douglas Marion

There was a quorum for this meeting.

The Executive Committee meeting minutes from December 19,2024 were approved unanimously.

**Development Report—Jean Bock**

* **Gala Summary**:
	+ 305 Gala tickets sold for a total of $57,875.00.
	+ Comp. tickets: 14
	+ Raffle tickets sold – $8,000.00.
* The Executive Committee thanked staff for their efforts to sell tickets for the event.
* Discussion on events moving forward based on price of act and event budget.
* Cynthia suggested the Gala Summary slide be changed for the Board meeting so they could better understand the information.

**Campaign Update**

**Expenses Budget Actual**

Production Costs $32,000 $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**

**Less Fundraising Budget Support $30,000 $30,000**

**TOTAL NET INCOME $47,148.89**

**Campaign Update**

 **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 $64,582.89 -$55,417.11 6/30/24

FY24 Grants $456,000.00 $487,000.00 +$31,000.00 6/30/24

**TOTAL $1,026,547.33 $24,452.67**

* **IMPORTANT UPCOMING DATES:**
	+ Director’s Choice Art Reception on February 2nd, 2024
	+ Arts & Business Breakfast on March 7th, 2024 (Chairperson: A.K Matheson)
		- 10 tables at $1,000 a table, $10,000 goal for the event, potential presenting sponsor (Mike Mullan) --$5,000 sponsor, Justin is working on a contract with a company in Charlotte that does presentations on why it is important to bring Arts and the business community together, a soft direct ask at the event for the Community Impact Program.
		- Discussion on how to fill vacant seats at the tables. Suggestions were Board members, dignitary, Town Boards (Mayors, Commissioners, County Officials)
		- Greg suggested the Board buy a table and be present at the event.

**Programming Report—Sara Gibson**

**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)—Black History Month
* Director’s Choice Exhibit (Cain Center)
	+ January 22nd- March 29th
		- Reception: Feb. 2nd. (6:30pm-8:30pm)
	+ Breakfast | March 7th:  7am—Home Grown pieces will be on display.
* Visual Art Notes:
* Social Experiences for Family performances.
* Discovery Place Kids: Huntersville | Jurrassic 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
* Paul asked if an event calendar of upcoming events could be created and shared with the Board.

**Ticket Office Sales Report—Sara Gibson**

**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—Cain students performing.
* Rental Website released beginning of January.
	+ - Zach asked if there is a Marketing strategy for the rental program.

**Operations Report—Sara Gibson**

* Q2 BVA
* Executing contracts for added Spring programs and advancing shows.
* Upcoming events—performances, school performances with DCP, rental Edward Jones, Teddy Bear Breakfast in the lobby.

**Tech and Facility Report**—**Sara Gibson**

* 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*

Meeting went into Executive Session.