**True Concord Voices & Orchestra**

**Board Meeting Minutes**

**3/20/2019**

**Dove of Peace Lutheran Church**

Meeting called to order at 3:34 pm

Present: Clyde Kunz, Eric Holtan, Warren Beck, Mary Lou Forier, Nancy March, Sue Markovich, Julia Pernet, David Nix, Andy Robson, Andy Watson, Claire West

Excused: David Leege and Eloise Fredrickson

**Consent Agenda:**

Motion to accept consent agenda passed.

**Finance Committee Report (Mary Lou Forier)**

Balance Sheet

Summarized Budget: includes monthly budget, based on last year’s financial information.

* “% of Budget” shows the comparison to YTD budget (instead of annual budget)
* February concert incurred more expense than expected
* Added concert this cycle – will incur more production expense. May incur more marketing expenses as well.
* Report on Accounts Receivable & Brokerage account errors and modifications

**New Business**

Next season’s budget is in process of being assembled – will go to Finance committee next.

Updates from Claire West:

* Facilities: Discussions about Leo Rich Theatre, and conversations with Dan Coleman. He is interested in leading the effort on facilities.
* Dan has been composer in residence with TSO for a long time. Has connections with many major music groups in town (TSO, TJI, TDSF, TC, AFCM)
* We are moving toward larger venues for our concerts.

**Ticket report (Joshua Keeling)**

Ticket sales are 39% better than this point last month.

* Suggested that additional graphic be added on “extra performance facebook post” to show Mozart Requiem.

**New Business**

Online sales vs. phone & mail – we seem to be selling over 50% of ticket sales online.

Clyde reported that Phoenix Symphony’s promotional efforts = only social media.

* We will stay tuned on our exact numbers (online vs. phone or mail)

**Generative Discussion**

* Claire West: Education discussion – has discussed distance-learning possibilities with National Endowment on the Arts
* Warren Beck: MacPhail is a great example of educational opportunities and possibilities.
* Venues: Leo Rich theatre is one possibility with pros & cons.
* Pima CC auditorium; decent size and acoustics.
* Suggestion: Premium seats at CFHS: first 2 rows should be General.

**Front-of-House Logistics discussion**

Josh discussed ticketing/ushering procedures with the board, so they can be prepared to step in and help if needed.

* Many ideas were brought up by board to improve audience experience, including improving the UX for reserved seating patrons, improvements regarding print-at-home tickets, ushers & seating, etc.; Josh will pursue implementation with FOH volunteers.

**Decision to add an extra concert in March 2019 cycle**

* Clyde acknowledge the quick decision was not “best practice”
* We have a lot on the line: learning how a Saturday Matinee works with our audiences, endurance of the performers, etc.

Meeting Adjourned at 4:50

Respectfully submitted,

Joshua Keeling