**True Concord**

Board Meeting – April 17, 2019

Minutes

Meeting started at 3:32

Present: Andy Watson, Mary Lou Forier, Susan Markovich, Eloise Fredrickson, Clyde Kunz, Eric Holtan, Warren Beck, David Leege, Nancy March, Eve Shapiro, Claire West

Absent: Andy Robson, David Nix

Excused: Julia Pernet

**Consent agenda**

Correction on minutes from previous meeting: change to “National Endowment on the Arts” rather than “Dan Coleman.”

Motion to accept the consent agenda as corrected: approved.

**Financial Report (Mary Lou Forier)**

Brokerage account balanced

Compared to last year, our negative income is ahead of where we were last year.

$112,000 has been moved from restricted funds to the recording class.

Motion to accept Financial reports into consent agenda: approved.

Brokerage account updates:

Resolution to remove E.J. Foust and add Mary Lou Forier & Josh Keeling to the brokerage account.

Resolution Passed.

**Recording project update (Eric Holtan)**

Goal is to finish mastering by 7/1. From there the label would commence production, distribution, and promotion. Expected release in autumn.

**Financial discussion:**

Ticket and subscription income are up (~10%)

Gifts are projected to be up 20% over last year, and 22% increase in grants.

Discussion of expenses which exceeded budget, from Eric Holtan’s report.

Next season’s draft budget:

Gifts will continue to increase $375,000

Grants remain the same (no NEA grant)

Andy Watson’s suggestion: compare new budget to previous actual figures instead of previous budgets

Next season’s Phoenix concerts: keeping mindful of Phoenix ensembles’ activities & audiences.

Personnel administration increase: over the past 5 years the vast majority of growth has gone toward the artistic areas. Draft staffing scenario would add an additional full time and additional part time

* Outreach Coordinator (full time) – Development (reports, research, letter generation), Volunteer coordination, Venue liaising, Website & social media help.
* Operations Associate (part time) – box office, various office admin duties,
* Financial Coordinator (very part time) – accountant’s overview and consultant, bank reconciliation, form 990, 1099s.

Personnel Artistic: Conflicts with TSO contracts do not offer flexibility.

Marketing: more social media, less print will account for slight decrease in marketing budget

Total expense: $705,000

Budget approval vote will happen on May 15th board meeting.

David Leege: suggested line for streaming/CD promotion/income.

AZ Central Sound: turnaround incredibly slow.

Streaming (live streaming) discussion will be tasked to Audience Development Committee

Discussion: Conspirare (performed “Considering Matthew Shepard” in Tucson last night)

Large scaleproduction with video, choreography, etc.

Eric is exploring how they put together a tour like this, and what it would take to produce something like this project.

* We will talk with Lendre Kerns at UA Presents (who hired them)
* Engagements with the host University (UA Choirs sang with them in one number), educational events, etc.

Annual meeting May 15

Location TBD

Meeting adjourned at 4:58.