**True Concord**

**Annual Board Meeting – Minutes**

**May 15, 2019**

**La Paloma Country Club**

Called to order 3:30 PM

Directors Present: Clyde Kunz, Eric Holtan, Andrew Watson, Julia Pernet, Eve Shapiro, David Nix, David Leege, Andrea Robson, Susan Markovich, Claire West, Mary Lou Forier, Eloise Fredrickson

Directors Excused: Nancy March

Directors Absent: Warren Beck

Staff Present: Josh Keeling

Following a brief welcome, a motion was made to accept the minutes of the17, 2019 Board meeting minutes. The motion was seconded and unanimously approved.

**Chair’s Report (Clyde Kunz)**

Part-time accounting help has been hired early. His name is Bob Crecca, and he has already been of significant help to Mary Lou and Andy Robson in preparing the 2017-18 Form 990. The additional unbudgeted cost of hiring him for the months of May and June 2019 is $1,000; an individual member of the Board has agreed to underwrite that expense.

The chamber organ purchase previously presented to the Board is not moving forward with Central United as they are retaining the organ.

Proposed Board meeting dates for 2019-20 season: September 28 (Saturday retreat), October 30, December 18, January 29, March 11, and April 29 (Annual Meeting); it was pointed out by Julia Pernet that the January meeting would fall during the Tucson Desert Song Festival, and that meeting was rescheduled to the following week, February 5, 2020. Clyde encouraged all committee chairs to schedule their meetings for the entire season in advance, providing notes from those meetings to him no later than one week prior to each Board meeting (for purposes of creating the consent agenda.

Clyde suggested we hold a volunteer/board appreciation event in the Fall of 2019, prior to the start of the season; Mary Lou Forier may be able to volunteer her home but will check with her husband Jack first.

An end-of-year Board member self-evaluation and Board assessment will be sent out by Clyde in early June.

**Governance Committee (Clyde Kunz for Nancy March)**

The slate of officers presented (voted on each year although our tradition is for officers to serve 2-year terms) was:

Clyde Kunz, Chair

Warren Beck, Vice-Chair

Eve Shapiro, Secretary

Andrea Robson, Treasurer

Andy Watson, Vice-Chair, Special Projects

Nancy March, Vice-Chair, Artistic Engagement

Mary Lou Forier, Assistant Treasurer

A motion to adopt the slate of treasurers was made, seconded and unanimously approved.

A resolution to add Andrea Robson to all True Concord brokerage and bank accounts was made, seconded and unanimously approved.

**Audience Development Committee Report (Eve Shapiro)**

The Board reviewed the reports of 2018-19 season concert attendance, which exceeded budgeted goals. They also discussed the issues surrounding adding additional concerts, and the need for tracking advertising and its result on ticket purchases. We discussed the need to dramatically increase True Concord’s social media presence going forward. The 2019-20 Subscription ticket report was presented and discussed by the Board.

**Fund Development (Clyde)**

Individual giving is far exceeding last year, and exceeded budgeted goals for the year. We have begun tracking individual contributions for the entire spring season, rather than by methods of giving (direct mail appeal, online, thru ticket renewals, etc.) as this more accurately reflects our overall gift receipts year-to-year.

A suggestion was made by David Leege that we make more of an effort to reach out to donors/patrons who have moved away.

**Finance Committee (Mary Lou)**

Overall, income for the 2018-19 season is up; expenses are up a little more. It was pointed out that the Dorothy Vanek admin allocation (for the recording project) is not showing on report, and Mary Lou indicated that it would be corrected.

Comparison to last year shows that income is up, expenses are up over last year. Bob Crecca, newly hired for that purpose, will be looking into these accounts with us. A question was raised as to whether the True Concord brokerage account is insured, as we tend to hold a sizeable balance there.

The proposed Budget for the 2019-20 season was presented and a motion was made to approve it. During discussion, it was pointed out that the budget had increased from last month’s distributed “draft” budget. Eric explained that the Administration had been increased by $8,000 to more accurately reflect expected credit card processing fees, and that individual gifts had also been increased by a corresponding amount (pointing out that even with that increase, the current season’s individual gifts are already at the new budgeted amount for individual gifts in the 2019-20 budget!)

With no further discussion, the motion to approve the 2019-20 budget was seconded and unanimously approved.

**Founding Music Director’s Report (Eric)**

The season has seen several “leaps forward” in artistic excellence:

* Responses to this season have been phenomenal (including bringing in major guest artists including Dale Warland, Jake Runestad, and Morten Lauridsen)
* Our first solo recital presentation, with Corinne Winters, which was superb and well-attended.
* Bach’s St. Matthew Passion, which due to the 21 individual soloists “stepping out” from the chorus gave audiences deeper awareness of depth of True Concord’s roster
* Phoenix performances, and two more presented performances next season at Pinnacle Presbyterian
* The recording of our second professional album, a Christmas Album that Reference Recordings will release this year; we expect to hold a release event in autumn
* The continuing Stephen Paulus Emerging Composer Competition

Next season purports to be equally exciting, with the Jocelyn Hagen commission, and a number of innovative works. Eric expects to have a draft of the 2020-21 season to propose by October

We have focused on building Administration this season, and some staff expansion is in the works. The new budget takes us from 1.75 FTE on staff to 3.25 FTE.

**Special presentations**

Mary Lou Forier was profusely thanked for her service as Treasurer, and especially for straightening out the books from the prior season (which had been become tangled due to the number of individuals in the administrative staff who were doing input to the accounting system).

David Leege, outgoing Board member, was thanked for 9 years of Exemplary Board Service and presented with a memorial plaque. David has been instrumental in building a base of support for True Concord in Green Valley, which has become a significant part of True Concord’s base.