

**TRUE CONCORD VOICES AND ORCHESTRA
MEETING OF THE BOARD OF DIRECTORS
Minutes - October 30, 2019**

The meeting was held at St. Francis in the Foothills United Methodist Church on October 20, 2019, from 3:30PM to 5:00PM.

Directors in Attendance: Clyde Kunz, Chair
Eric Holtan, Founding Music Director
Warren Beck, Vice Chair
Mary Lou Forier
Eloise Fredrickson
Nancy March, VP for Artist Relations
Julia Pernet
Andrea Robson, Treasurer
Eve Shapiro, Secretary
Andy Watson, VP for Special Projects
Claire West

Director Excused: David Nix
Staff in Attendance: Joshua Keeling

1. Following a welcome by the Chair, the previously-distributed Consent Agenda was presented for approval. Included in the Consent Agenda were: Minutes of the True Concord Annual Meeting (held May 15, 2019), the Board Chair's report, the Music Director's report, a Ticket Sales by Event & Price Level reported (dated 10/22/19), a Ticket Report (dated 9/30/19), and a Fund Development Report (dated 9/30/19).

Motion to Approve: Andy Watson
Motion Seconded by: Eve Shapiro
Unanimously approved

2. The Finance Committee report was presented by Treasurer Andy Robson and materials previously distributed: the Treasurer's written report, and FY2019 year-end financial reports (all dated 6/30/2019): Balance Sheet, P&L summarized by class, Income & Expense with prior year comparison, and Income & Expense for the general fund compared to budget.

End of September 2019 financial reports were distributed at the meeting and included: Balance Sheet, P&L for all classes, P&L by class, and a Statement of Cash Flow.

All reports were unanimously accepted by the Board of Directors and are minutes.

3. The Audience Development Committee report was given by Eve Shapiro, with assistance from Joshua Keeling. There was some concern expressed that the October concert had fallen somewhat short of its budgeted financial goal (\$26,118 v. budgeted income of \$30,000, a shortfall of \$3,882). There is an expectation, however, that the largest concerts this season will more than make up the short-fall from the concert. One of the possible reasons for lower-than-hoped attendance for the performances may have been the change of venue in Green Valley (Sahuarita High School Auditorium) which required people to park farther from the entrance than they are accustomed to at other venues.
4. A brief Fund Development Committee report was presented by Clyde Kunz, who apologized that the Fund Development Committee had not yet met for the season; it is expected the Committee will meet regularly after the beginning of the calendar year. Funds are being counted differently this year than in the past, with most pledges not being booked in the official financials until the dollars are received. This will create some discrepancies between the financial reports and the Fund Development report, which will continue to count pledges toward the fund development targets.

Since the largest pledges come from Board members, all Directors were encouraged to submit a written pledge form (or fulfill their annual gift) as soon as possible.

It was also announced the Clyde and Eric are working on the fall appeal letter, which is closely tied to the season's theme of "In Genius." And while higher returns generally happen from our annual Spring mailing, the results of the fall campaign should help bolster the individual donations numbers.

Josh Keeling was asked to send information to each Director who had not yet pledged, letting them know the amount of their FY2019 pledge.

5. Nancy March reported to the Board that the Governance Committee had met and is considering several new members of the Board, considering skills and demographic characteristics that will better align new Directors with goals identified in the September retreat led by Lendre Kearns.
6. A conversation was held as follow-up to the September retreat. At the suggestion of the retreat facilitator, Lendre Kearns, two ad hoc committees were formed to consider several issues and bring their recommendations back to the full Board:
 - a. **Regional, Summer Music Festival and International Performances**
Claire West, Mary Lou Forier, and Nancy March agreed to serve.
It was suggested that Shawn Campbell (staff) be asked to attend one meeting of the group, to help get things pointed in the right direction.
 - b. **Recordings, Nation-wide Radio Play, GRAMMY nominations**
Andy Robson, Clyde Kunz, Eloise Fredrickson, David Leege (former Director)