

## **True Concord Board Meeting**

September 15, 2021

Minutes

Present: Lendre Kearns, Sarah Dinham, Susan Markovich, Andy Watson, Andy Robson, Nancy March, Eric Holtan, Eve Shapiro, Sandra Um, Julia Pernet, Claire West (zoom)

Ex-officio: Pat Bjorhovde

Excused: Clyde Kunz, Jeannette Segel

Staff: Welz Kauffman, Joshua Keeling, Chantel Leon (first 15 minutes)

The meeting was called to order at 3:33.

In this first in-person board meeting of the 2021-22 season, introductions were made around the room, including two new staff members: Managing Director Welz Kauffman (longer intro later in the meeting) and Engagement Specialist Chantel Leon.

### **Consent Agenda**

Julia Pernet moved to approve minutes from previous meetings. Eve Shapiro seconded, and the motion passed unanimously.

### **Finance Report (Andy Robson)**

Due to a number of items such as a bequest from Dorothy Vanek's estate, PPP loans (now grants) and other funding sources, we ended the 2020-21 season with about \$6,000 in "real operating profit" and a much larger sum in our accounts. This also includes the ~\$173,000 in Shuttered Venue Operators' Grant receipts.

The finance committee is enacting a plan to safely invest these funds, which was approved at the prior board meeting. This includes

- A Vanguard Brokerage Account
  - Nancy March introduces a resolution to establish an investment/brokerage account with Vanguard.
  - Motion to approve resolution made by Lendre Kearns, seconded by Susan Markovich. Passed unanimously.
- A Fund at the Community Foundation for Southern Arizona
- A Money Market Account

Preliminary finance reports for the 21-22 season were discussed and the finance report passed unanimously.

## **Music Director's report (Eric Holtan)**

Eric thanked the board again for their ongoing commitment and support in such an extraordinary year.

Eric welcomed Sandra Um to the board, and the fund development committee.

Update on the season: things are coming together musically for the season. We have all venues for the season, 95% of artists are hired.

Eric reported that many artists are still having a hard time. Many have taken on other jobs, gone back to school to enter completely different fields, etc. We are seeing the impacts of that in our hiring; we are going to miss a few people this year.

Ticket sales are going fairly well, considering the current situation. We are only down about 12% from sales at this point 2 years ago, and we haven't sent out our main marketing materials yet.

A postcard will be sent very soon, pointing patrons to our brochure online and our ever-evolving health & safety protocols

Eve described the current health decisions in light of the delta variant. Like pretty much every other arts org, we are going to require vaccination or negative test for all audience members (in addition to artists, volunteers, staff)

Hosts: many hosts have been in "wait and see" mode. As we roll out our new protocols, we expect to hear more.

Josh described the ticketing and vaccine verification procedure. Seating will provide ample opportunity for distancing as patrons prefer, as venues are larger than projected selling capacity.

We do know there has been a recent spike in hesitancy among arts audiences. This needs to be considered in budgeting, though we have seen encouraging signs so far.

Eric asked for the board's blessing to continue with AZ PBS video productions in budgeting plans. This will reach more people and expand our reach (not only in the current season, but also in future years through media reach).

Board members discussed aspects of videos such as educational components, which will be made available to students this year while we are unable to hold in-person masterclasses, and potentially increase capacity for educational activities, and the ability for the videos to be re-broadcast by AZ PBS, which is already under discussion with PBS. The sense of the board was for approval of the video projects.

Education component. We were unable to get into schools with our masterclass programs. We were able to make our videos available to students. Capacity to build in a more intentional educational component.

Nancy introduced Welz Kauffman as Managing Director. Welz had a few words introducing him and his connection with Tucson, True Concord, and thoughts on our future.

Board retreat: October 2: we expect to continue the conversation on our initiatives, especially in looking ahead to our 20th anniversary season.

The meeting was adjourned (for refreshments & mingling) at 4:58 pm.