

True Concord Board Meeting

Meeting Minutes

1/19/2022 3:30 PM

Called to order 3:36 PM

Present: Nancy March, Sarah Dinham, Andy Watson, Claire West, Andy Robson, Eric Holtan, Eve Shapiro, Susan Markovich

Excused: Julia Pernet, Jeannette Segel, Sandra Um

Staff Present: Welz Kauffman, Josh Keeling

New Updates

Clyde Kunz has been elected to the board of the Community Foundation of Southern Arizona. To avoid conflict of interest, he has submitted his resignation, effective today. The board is sorry to see him go but congratulates him on his new appointment. Board members suggested a gift of gratitude. The board's custom has been to give gifts of appreciation when directors step down after fulfilling their term, but an unofficial thanks is suggested and unanimously agreed.

Consent Agenda

Minutes from 11/10/2021 Meeting:

Sarah Dinham moved to approve, Andy Robson seconded; unanimously approved.

Minutes from 1/5/2022 Special Meeting:

Andy Robson moved to approve, Susan Markovich seconded; unanimously approved.

Minutes from 1/10/2022 Special Meeting:

Andy Watson moved to approve, Eve Shapiro seconded; unanimously approved.

Committee Reports:

Susan Markovich moved to approve, Andy Watson seconded; unanimously approved.

Governance Update (Claire West)

Several prospects for new board members are in progress, one particularly strong. Claire urged members to keep potential new member recommendations coming in. Claire thanked the board for submitting their board evaluations and requested any outstanding evaluation forms and conflict of interest forms be submitted. Finally, Claire appealed to board members to volunteer to be members of the Governance committee.

Finance Report (Andy Robson, Josh Keeling)

Josh went through a brief walk-through of the financial reports, which show an unusually high net revenue at this time of the season, primarily due to the SVOG grant.

The process of moving \$250k from NBAZ to Vanguard is in motion.

The Finance Committee has moved to approve the reports, and the board approved the finance reports unanimously.

Pandemic Update (Eve Shapiro)

The hope is that the omicron surge has peaked and will be much better by late February. We have strengthened health protocols for artists this spring, including boosters, increased testing (2 during the week in addition to right before concert weekend), masks in rehearsal (not concerts for choir), and restrictions on activities (including keeping artists & hosts apart while in house).

Eve asked all board members to order their free tests from covidtests.org and donate any tests they are able to.

No cloth masks at concerts (“medical procedure” masks)

There will be some unbudgeted expenditures (COVID tests, masks, possible hotel accommodations in case of positive cases). These expenses were discussed, but no motion was made.

Possible postponement of February concert: Eve thinks this will be unlikely. Cases & hospitalizations should be headed down in early February. Eve, Eric, Welz and Nancy plan to meet and make a determination around 2/2/22 (similar timing to the January decision). Rather than having to hold more special meetings, Nancy requested permission for that group to decide whether to go forward.

Claire West moved to give authority to Eric, Welz, Eve, and Nancy to determine whether to postpone, Susan Markovich seconded. The motion passed unanimously.

Sarah Dinham requested that the board be copied on the upcoming health protocol communication to artists.

Artistic Update (Eric)

Ticketing Update – Josh gave an update on ticketing numbers. February and March currently have a long way to go to meet budgeted numbers and are hampered by current pandemic conditions. Promotion efforts (discussion below) will aim at generating community excitement and involvement.

Eric discussed his plan for the 2022-23 Season (working title: Out of This World!) Season program includes AZ Premiere of Takach *Helios*, Brahms/Bach motets, Jocelyn Hagen’s rescheduled premiere, Haydn’s *Creation*, and Rachmaninoff’s *Vespers*.
Close-Up Recitals: Susanna Phillips, Emily Marvosh, Edward Vogel

Artistic Budget is \$468,875, which is slightly below the present season’s artistic personnel budget. It includes a \$5 per call raise for all musicians (totaling approx. \$10,000).

Eric also shared plans for two recording projects to occur later this spring (Jocelyn Hagen/Susanna Phillips (*Here I Am & Notebooks of da Vinci*, to be released late 2022), Jake Runestad (*Earth Symphony & Dreams of the Fallen* – to be released in 2023).

Discussion – Board members expressed approval and excitement for the season plan. Andy Watson moved to approve artistic budget, Eve Shapiro seconded, Eric Holtan abstained. The artistic budget was passed unanimously.

Fund Development Report (Susan Markovich)

The End of Calendar Year campaign did exceptionally well compared to last year (approx. 50% increase).

We will hold a **season reveal party** for donors on March 20 at La Paloma (may be indoor/outdoor setting). Jocelyn Hagen & Tim Takach (group name: Nation) will be invited as performing guests.

Susan expressed optimism and excitement for the current season's fundraising activities and on next season's announcement plans.

Promotion and ancillary community event updates (Welz Kauffman)

- Mark McLemore interview scheduled with Jake Runestad in the weeks before the concert.
- Welz & Eric are coordinating with Jake & Todd on intro videos to share with audiences in weeks leading up to the concerts.
- Todd Boss will be in Tucson for a while, and visits to Biosphere 2 & Saguaro National Park are planned.
- February 20-27 – Jake & Todd will take over our social media channels, chronicling events surrounding the premiere.
- ENR2 theatre panel discussion: The Artist's Response to Climate Change – hoping to generate an audience. Panel: Jake, Todd, Eve (moderator), Eric, Joaquin (Biosphere 2 director) Gregg Garfin (UA climate expert), Carson Scholar – graduate student, TBA
- Jake & Todd will visit Manzo & Manzanita Schools (2/24)
- We will be shifting press releases into Media Alerts, which will be sent by True Concord (rather than ProVentures) to a smaller, more effective press list including Cathy Burch (AZ Star), Dan Sherer (GV News), and Phoenix press contacts, Bill Buckmaster, and a couple of national press contacts (Mark Swed - NYT, Alex Ross – New Yorker, etc. – relationship building).

There was a brief discussion of the potential of postponing February's concert, although the outlook is positive, and this is seen as an unlikely scenario. The 2022-23 season is the earliest option for rescheduling, and the possibility of a purely instrumental program was suggested.

Next meeting: February 9, 3:30 PM. Meeting adjourned at 5:05 PM.

True Concord Voices & Orchestra

Fund Development Committee Meeting 2-16-22

Called to order 3:33

Joshua Keeling explained the latest report. We are currently in good position regarding fundraising goals and budgets.

The committee feels that the 5% individual gifts “stretch goal” is in the realm of possibility.

CORE Grant – we have advanced to the last round and will present before the panel next week.

AFTSA – funds may be available soon

We’ve assembled a list of donors who had given \$1k or more last year, representing a potential of approx. \$80,000. No action to be taken by the committee at this time, but many of these donors will be contacted, either by the upcoming fundraising letter or in person.

Committee members will receive a copy of the Development report and the list of donors.

March 20 Event: Season Unveiling Event

All Circle Donors (\$500+) will be invited, plus other notable guests.

Committee members made suggestions of possible invitees:

- Larry & Florence Adamson
- Jennifer Lohse of “The Foundations”
- Jane McCollum of Marshall Foundation
- Marcella Molina of Girls Chorus
- Hotel Congress – 3 people making the Hagen artists exhibit happen (Welz has already invited them)
- Edmund Marquez (board of Rio Nuevo), (suggested by Jeannette)
- Amalia Luxardo, CEO of Women’s Foundation for the State of Arizona
- International Advisory Council members

Invitations for the 3/20 unveiling at La Paloma:

Aiming for 3/1 mailing. We can then send a follow-up email invite to those we have email address.

Nation (Jocelyn/Tim) will have special mention!

Susan, Andy Watson & Welz are doing a site visit at La Paloma tomorrow.

Time of Unveiling event: 4:00

Catering – heavy *hors d’oeuvres*, beer/wine.

Welz Kauffman – updating on events & promotions:

There is a feature on True Concord in Tucson Lifestyle this month!

Mark McLemore is interviewing Jake Runestad tomorrow on AZPM at 8:30 AM!

Meeting adjourned at 4:35 PM

Fund Development Report

1/31/2022

Fiscal Year 2022 As of 1/31/2022

Fund	Committed & Received	Received	Budget	% Budget Cmt'd	% Budget Rcv'd
Board Gifts	\$ 80,336	\$ 49,836	\$ 85,000	95%	95%
Individual Gifts	\$ 184,447	\$ 134,347	\$ 285,000	65%	47%
Corporate Gifts	\$ 7,561	\$ 5,061	\$ 5,000	151%	101%
Foundations	\$ 10,000	\$ 10,000	\$ 20,500	49%	49%
Government	\$ 194,789	\$ 174,789	\$ 187,289	104%	93%
Total:	\$ 477,134	\$ 374,033	\$ 582,789	82%	64%

+5% "Stretch Goal" = \$299,250
 Hillman Family Foundation
 SVOG + Supplemental & ACA

End of Calendar Year Campaign

EOCY Campaign

2021 As of 1/31/2022

Sub-campaign	Received	# gifts	Avg.
Prior Donors	\$ 43,249	93	\$ 465
New Donors	\$ 3,095	15	\$ 206
Total:	\$ 46,344	108	\$ 429

Fiscal Year 2021 As of 1/31/2021

Fund	Committed & Received	Received	Budget	% Budget Cmt'd	% Budget Rcv'd
Board Gifts	\$ 75,417	\$ 58,725	\$ 95,000	79%	79%
Individual Gifts	\$ 121,646	\$ 93,546	\$ 227,019	54%	41%
Corporate Gifts	\$ 6,664	\$ 6,690	\$ 6,690	100%	100%
Foundations	\$ 25,000	\$ 25,000	\$ 35,000	71%	71%
Government	\$ 14,075	\$ 14,075	\$ 29,679	47%	47%
Total:	\$ 242,802	\$ 198,036	\$ 393,388	62%	50%

EOCY Campaign

2020 As of 1/31/2021

Sub-campaign	Received	# gifts	Avg.
Prior Donors	\$ 29,892	111	\$ 269
New Donors	\$ 5,260	45	\$ 117
Total:	\$ 35,152	156	\$ 225

"Bubble" Campaign As of 1/31/2021

Fund	Committed & Rec'd	Received	Budget
Board Gifts	\$ 65,863	\$ 65,363	-
Indiv & Corp Gifts	\$ 60,500	\$ 54,500	-
Total:	\$ 126,363	\$ 119,863	\$ 180,000

Fiscal Year 2021 - FINAL As of 6/30/2021

Fund	Committed & Received	Received	Budget	% Budget Cmt'd	% Budget Rcv'd
Board Gifts	\$ 94,217	\$ 94,217	\$ 95,000	99%	99%
Individual Gifts	\$ 242,459	\$ 242,459	\$ 227,019	107%	107%
Corporate Gifts	\$ 10,524	\$ 10,524	\$ 6,690	157%	157%
Foundations	\$ 35,000	\$ 35,000	\$ 35,000	100%	100%
Government	\$ 29,874	\$ 29,874	\$ 29,679	101%	101%
Total:	\$ 412,074	\$ 412,074	\$ 393,388	105%	105%

EOCY Campaign

2020 - Total

Sub-campaign	Received	# gifts	Avg.
Prior Donors	\$ 29,992	112	\$ 268
New Donors	\$ 5,660	47	\$ 120
Total:	\$ 35,652	159	\$ 224

"Bubble" Campaign As of 6/30/2021

Fund	Committed & Rec'd	Received	Budget
Board Gifts	\$ 78,863	\$ 78,863	-
Indiv & Corp Gifts	\$ 101,445	\$ 101,445	-
Total:	\$ 180,308	\$ 180,308	\$ 180,000

Report to the Board True Concord Voices & Orchestra Governance Committee meeting Feb 14 2022, 2-3pm via Zoom.

1. Recommendation of Rhonda Ruggs to the board as a candidate. Bio and board profile attached for the board.
2. Current board terms, and where Rhonda fits. It was recommended that she be elected to a full term.
3. Board orientation. The current orientation process was discussed.
4. Potential board candidates. Six individuals will be cultivated.
5. Incoming Officers and Committee Chairs. There was discussion on the new slate of officers of the board.
6. Board self-evaluations. Summary by Claire West.
7. Potential Conflict of Interest statement revisions. The committee will make a recommendation for an improvement to the statement.
8. Shoring up the Governance Committee. Board members are invited to consider sitting on the Governance Committee.