

BOARD OF DIRECTORS MEETING
August 16, 2017 4:00 pm

Board members present: Gayle Asher, Sarah Lucas, David Moore, Jay Berryman, Donna Gilbeto, Del-Bourree Bach, Debbi Goodman, Steven Ross, Kathy Simmons, John Beatty, Emily Reynolds, and Roger Clements.

Board members absent: Jack Montmeat, Kim Sapia, Michael Moses and Lisa Defilippo

Staff: Gary Parrington, Laurie Pavlos, and Jocelyn Zallinger

Call to Order: Kathy convened the meeting at 4:05pm.

Minutes: On a motion by John seconded by Donna the July meeting minutes were approved.

Treasurer's Report: John reported that income has been strong. In ordinary income we budgeted for a negative or break-even at this time of year, but we are at a positive \$29,000. Entry fees and education income is up. Fundraising event income is up. Sound system is paid for. Parking lot lighting (\$9,000) and wetland clearing (\$1,800) are still in the works but John reported that we have a comfortable cash balance for these projects.

Gallery Report: Jocelyn reported that we have been selling paintings all summer long. The average price per piece is down almost by half from last year at this time but we are still selling and the art sales totals are not far from last year. She and Gary met with Coastal Connecticut Magazine about an article they are writing about us for their digital edition. Emily initiated a meeting with the Middlesex Hospital Zahn Gallery. Gary and Jocelyn met with them in Westbrook and have plans for an off-site holiday show in 2019.

A.P.E.C.: APEC will meet on Sept 13th. Jocelyn reported that we have a contract in the works with Hudson Valley Art Association for rental of 2 galleries in the summer of 2018. We have a paint-out planned with the LLCT again this year, on Sept. 30th with an exhibition of the works created in the Goodman gallery during the Deck the Walls show. She reported that at least 12 artists have informed her of intentions of applying for EA status this year.

Development:

Second Century: Gary reported for Carrie, that the deadline for bid submissions (round 2) is today and 2 bids have been received with confidence that a third will come in as well.

Palate to Palette: Emily informed the Board that she has been busy recruiting new restaurants & securing sponsors. She said that we have \$8,500 from sponsors with another \$5,500 pledged. Her goal to get \$20,000. She asked the Board to help refer contacts. Debbi has been very busy pursuing celebrity artist painting donations and a piece has been donated by Jacques Pepin. Debbi worked with Bob Norieka (last year's highest bid received on a donation painting) for an image for the P2P postcard and invitation. The date for P2P is Oct 19th.

Exhibition Sponsorship: Gary reported that Michael has secured a new sponsor, Quinn and Hary, a \$2,000 presenting sponsor for the New England Landscape show. Chelsea Groton will be the supporting sponsor with AC Petersen providing an ice cream social for the show's opening reception. The goal is to have all exhibitions fully subscribed with sponsorship.

Other Development News: Gary reported that 12 works of art by Charles Ebert were donated to LAA. LAA sold the collection to Jeff Cooley for \$18,000. The donor wishes to remain anonymous and also wishes that the income received be put into the capital campaign. John made a motion to ask board approval that the funds from the sale go to the capital campaign. David seconded and all were in favor. Gary reported that we are only \$100,000 away from our goal. Jay suggested a thank you letter from the Board to the donor would be appropriate and Kathy agreed.

Building and Grounds: Laurie reported that she and Gary laid the wires in the attic and a professional completed the installation of our new sound system. There is a speaker in each gallery and wireless mic. She also reported that Jason Wilcox has given us a quote of \$1,800 for tree pruning. Steve updated the Board on the parking lot lights. The town historic commission recommended that we have an architect involved with the project so David Duncan and a landscape lighting expert were brought in. They will be taking the proposal to the town for approval in September.

Education and Activities: Laurie reported on the Midsummer festival and said that 10 fall classes have been scheduled and that sign-ups are steady. The Don Demers workshop is sold out and we already have 5 sign-ups for the Steven Assael workshop in November. The Art Supply Expo 2018 for next spring is in the works and with vendors already signed up.

Other Business: Kathy recommended that Lee Ruck, special counsel for the bylaws committee, be considered as a candidate for the board. She said that he has shown interest in being a board member. There was discussion about his many merits with the emphasis being on his experience with governance issues. Steve made a motion to appoint him to the board. Dave seconded, and the motion was carried unanimously.

Adjournment of Meeting: On a motion by John, seconded by Debbi the meeting was adjourned at 5:05 pm.

The next meeting is Wednesday, Sept 20, 2017.