



(860) 434-7802 90 Lyme Street, Old Lyme CT 06371 www.LymeArtAssociation.org

AGENDA
BOARD OF DIRECTORS MEETING
February 21, 2018, 4:00 pm

Call to Order	Katherine Simmons
Minutes Review & Approval	Katherine Simmons
Treasurer's Report	John Beatty
Gallery Report	Jocelyn Zallinger
Development: Second Century Committee 2017 – 2018 Annual Fund	Carrie Walters Gary Parrington
Building and Grounds Report	Laurie Pavlos
Education and Activities Committee Report	Lisa DeFilippo
Governance Committee Report	Lee Ruck
Other Business	
Adjournment of Meeting	Katherine Simmons

BOARD OF DIRECTORS MEETING
Jan. 17, 2018 4:00 pm

Board members present: Gayle Asher, Serena Bates, Del Bach, John Beatty, Jay Berryman, Lisa DeFilippo, Donna Gilberto, Sarah Lucas, David Moore, Emily Reynolds, Lee Ruck, Kim Sapia, Kathy Simmons, & Carrie Walters.

Board members absent: Steven Ross, Roger Clements, & Debbi Goodman.

Staff: Gary Parrington, Laurie Pavlos, & Jocelyn Zallinger

Call to Order: Kathy convened the meeting at 3:59.
Kathy introduced a new Board member, Serena Bates.

Minutes Review and Approval: Lee moved to accept minutes with the addition of a correction under the Governance committee report, replacing the word “interested citizen” with “non-artist member.” Dave seconded the motion. December 2017 meeting minutes were approved unanimously.

Treasurer’s Report: John reported that financially things just keep getting better and better for LAA. We had a net profit of \$61,000. Carrie moved to accept the treasures report, Sarah seconded, all voted in favor. John presented the 2018 budget with discussion of fine points of changes and challenges of income and expenses for another successful year. Lee suggested that we put an asterisk beside the -182,000 to explain what this negative number actually means. Lee moved to approve 2018 budget with addition of footnote, Emily seconded. 2018 budget passed unanimously.

Gallery Report: Jocelyn reported that 100 artists entered the Associate show with 244 entries. 126 pieces were accepted and there were 36 more pieces in the newly elected artist show. She was very pleased with the selections and professionalism of juror, Kristin Bach.

Development Report:

Second Century: Carrie reported that work on building exterior is progressing well with only minor issues. She is very pleased with the crew. She is looking into bids for the walkway and landscaping. She asked the Board to help by making recommendations.

2017 -2018 Annual Fund: Gary reported that the Annual Fund will be wrapping up in two weeks. 123 gifts totaling \$16,623 has been received thus far. This is ahead of last year’s donations. Instead of a Spring Challenge this year we will go all out on the Capital Campaign by opening it up to a larger audience. Gary asked the Board for suggestions of a local celebrity who would consider being a spokesperson for our cause. Emily suggested Eric Parker, WFSB newsman, and offered to make the initial contact. The campaign packet is in the design phase and the mailing will be timed for optimum impact when the workmen turn the corner and start shingling the front of the building.

Building and Grounds: Laurie thanked Carrie and Kathy for their time, energy and expertise in sorting and cleaning the archive room over shut down week. It has been many years since the room has been organized. She invited the Board to have a look for themselves.

Education and Activities: Lisa reported that Hollis will be doing a critique session on Jan. 18th. A workshop with Jordan Sokol is scheduled, and the committee is busy planning for the Art Supply Expo on April 7th. The studio is in need of a new and improved spot light and electrical cords. Hollis will purchase for LAA, he estimates the cost at \$300. The next Education and Activities meeting is Feb. 21st at 2pm.

Board Member Recruitment: Kathy reminded the Board that we are still looking for chairs for Building and Grounds, Exhibition Sponsorship, and a point person for the Audit Committee. We are also in need of three people for the Governance Committee.

Adjournment of Meeting: At 4:50 Dave motioned to adjourn, Donna seconded, and all were in favor.

The next meeting is Wednesday, Feb 21, 2018.

Lyme Art Association
Profit & Loss Prev Year Comparison
January 2018

	<u>Jan 18</u>	<u>Jan 17</u>	<u>2018 Budget</u>
Ordinary Income/Expense			
Income			
4002 · Membership - Dues	2,265.12	1,981.50	2,000.00
4003 · Entry Fees	3,230.00	4,005.00	2,916.74
4004 · Donations	5,954.63	6,017.30	7,337.00
4005 - Exhibition Rental			5,400.00
4005.5 · Facility Rental	0.00	1,800.00	7,000.00
4006 · Misc Sales	150.00	0.00	150.00
4007 · Education	2,495.00	4,250.00	1,674.00
4009 · Commissions - Sales of Artwork	4,552.57	1,743.05	4,174.00
4011 · In Kind Donations	3,610.00	2,422.00	3,750.00
4100 · Grants	3,000.00	3,000.00	4,000.00
4200 · Interest & Dividends	4.48	6.71	6,250.00
Total Income	<u>25,261.80</u>	<u>25,225.56</u>	<u>44,651.74</u>
Expense			
5300 · Utilities	695.75	890.57	1,223.00
5401 · Maintenance-Cleaning	0.00	111.47	462.00
5402 · Maintenance	900.00	1,154.64	500.00
5404 · Grounds	0.00	625.00	750.00
5451 · Office	100.09	119.25	499.00
5650 · Insurance	1,922.00	0.00	837.00
5701 · Exhibits	1,729.32	1,574.23	1,383.37
5751 · Printing	234.42	0.00	87.00
5801 · Publicity/Advertising	80.00	80.00	674.00
5802 · In Kind Expenses	3,610.00	2,422.00	3,750.00
5901 · Bank & Credit Card Fees	544.87	499.65	587.00
5902 · Interest	0.00	0.00	
6500 · Payroll	15,652.04	8,939.74	12,467.00
8300 · Promotion and Travel	0.00	0.00	212.00
Total Expense	<u>25,468.49</u>	<u>16,416.55</u>	<u>23,431.37</u>
Net Ordinary Income	-206.69	8,809.01	21,220.37
Other Income/Expense			
Other Income			
4010.3 · Capital Campaign Donations	2,928.97	2,500.00	10,000.00
Total Other Income	<u>2,928.97</u>	<u>2,500.00</u>	<u>15,000.00</u>
Other Expense			
6701 · Capital	-25.00	0.00	-25.00
6702 · Capital Campaign Exp	80,827.00	0.00	80,827.00
Total Other Expense	<u>80,802.00</u>	<u>0.00</u>	<u>80,802.00</u>
Net Other Income	<u>-77,873.03</u>	<u>2,500.00</u>	<u>-65,802.00*</u>
Net Income	<u><u>-78,079.72</u></u>	<u><u>11,309.01</u></u>	<u><u>-44,581.63</u></u>

* As of 2/1/2018, Capital Campaign Account balance was \$104,144.75, reflecting balance carried over from previous years.

**Gross Sales
Month**

Year	January	February	March	April	May	June	July	August	September	October	November	December	Gross Sales
2012	\$1,900	\$3,055	\$6,320	\$6,290	\$7,308	\$13,775	\$14,241	\$12,750	\$5,750	\$13,398	\$17,114	\$10,321	\$112,220
2013	\$3,975	\$250	\$4,076	\$15,585	\$9,635	\$5,060	\$8,578	\$9,215	\$13,635	\$4,640	\$17,538	\$11,311	\$103,487
2014	\$8,545	\$2,985	\$5,425	\$14,298	\$5,785	\$14,515	\$15,565	\$7,235	\$5,945	\$18,933	\$18,125	\$10,925	\$128,281
2015	\$7,115	\$3,225	\$3,285	\$3,075	\$3,610	\$18,999	\$27,379	\$12,098	\$2,770	\$12,155	\$5,525	\$23,698	\$122,933
2016	\$2,520	\$2,787	\$10,255	\$22,425	\$8,065	\$26,915	\$6,367	\$5,525	\$13,580	\$6,700	\$20,570	\$9,580	\$135,288
2017	\$10,290	\$2,545	\$10,037	\$6,520	\$9,195	\$17,127	\$13,150	\$8,054	\$21,955	\$11,775	\$18,685	\$10,040	\$139,372
2018	\$12,840	\$250											

**Total Pieces Sold
Month**

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total Pieces
2012	5	8	12	11	13	16	33	17	12	14	22	21	184
2013	9	1	9	32	16	7	21	24	16	6	26	22	189
2014	17	7	20	14	11	16	36	16	7	27	19	20	210
2015	17	4	8	5	7	30	62	23	6	18	7	47	234
2016	7	8	17	17	6	29	17	12	13	7	28	16	177
2017	17	6	18	10	9	30	36	17	21	13	40	19	236
2018	15	1											

Year-to-date Comparison

Year	January	Jan. - Feb.	Jan. - March	Jan. - April	Jan. - May	Jan. - June	Jan. - July	Jan. - August	Jan. - Sept.	Jan. - Oct.	Jan. - Nov.	Jan. - Dec.	Yearly Sales
2012	\$1,900	\$4,955	\$11,275	\$17,565	\$24,873	\$38,648	\$52,888	\$65,638	\$71,388	\$84,786	\$101,900	\$112,220	\$112,220
2013	\$3,975	\$4,225	\$8,301	\$23,886	\$33,521	\$38,571	\$47,149	\$56,364	\$69,999	\$74,639	\$92,176	\$103,487	\$103,487
2014	\$8,545	\$11,530	\$16,955	\$31,253	\$37,038	\$51,553	\$67,118	\$74,353	\$80,298	\$99,231	\$117,356	\$128,281	\$128,281
2015	\$7,115	\$10,340	\$13,625	\$16,700	\$20,310	\$39,309	\$66,687	\$78,785	\$81,555	\$93,710	\$99,235	\$122,933	\$122,933
2016	\$2,520	\$5,307	\$15,562	\$37,987	\$46,052	\$72,967	\$79,333	\$84,858	\$98,438	\$105,138	\$125,708	\$135,288	\$135,288
2017	\$10,290	\$12,835	\$22,872	\$29,392	\$38,587	\$55,714	\$68,864	\$76,917	\$98,872	\$110,647	\$129,332	\$139,372	\$139,372
2018	\$12,840	\$13,090											

Major Exhibitions - Gross Sales														
By Exhibition														
Year	Associate Artist	Wonders of Winter	Contemporary Look	Holding Still	EA Show	LOL Jr. Women	Marine Art	Anything Goes	Summer Paint & Sculpt	Pastel Society	NE Landscape	Deck the Walls	EA Room	Art Market
2010	\$5,370		\$500		\$12,145		\$10,965	\$2,015	\$2,840	\$2,450	\$36,390	\$9,685	\$8,932	
2011	\$5,895		\$0		\$3,550			\$2,505	\$2,995		\$7,880	\$17,902	\$7,843	
2012	\$3,230		\$825		\$12,595		\$8,250	\$950	\$8,942	\$1,145	\$20,302	\$15,788	\$7,009	
2013	\$3,775		\$0	\$5,058	\$5,195	\$12,910		\$2,100	\$7,155		\$10,108	\$17,133	\$10,629	
2014	\$3,810	\$5,850	\$135	\$495	\$9,575	\$5,485	\$21,685	\$3,810	\$6,295	\$1,300	\$7,370	\$12,250	\$9,588	\$5,700
2015	\$4,925	\$850	\$350	\$275	\$3,810		\$21,719	\$4,192	\$6,838	\$1,550	\$14,165	\$15,932	\$6,175	\$8,021
2016	\$7,285	\$650			\$25,960		\$22,612	\$3,170		\$3,700	\$23,370	\$21,750	\$10,507	\$7,285
2017	\$12,650		\$2,045	\$2,165	\$10,370		\$17,432	\$2,615			\$27,545	\$23,350	\$15,013	\$3,463
2018	\$11,440													\$250

Major Exhibitions - Total Pieces Sold														
By Exhibition														
Year	Associate Artist	Wonders of Winter	Contemporary Look	Holding Still	EA Show	LOL Jr. Women	Marine Art	Anything Goes	Summer Paint & Sculpt	Pastel Society	NE Landscape	Deck the Walls	EA Room	Art Market
2011	12		0		5			9	8		8	34	22	
2012	10		1		11		10	8	15	2	21	28	18	
2013	10		0	8	8	27		10	11		10	29	27	
2014	9	10	1	1	4	10	28	15	10	2	15	30	19	14
2015	7	5	1	2	7		23	16	9	2	14	33	14	25
2016	12	1			11		22	14		5	17	33	27	12
2017	19		3	5	7		33	12			27	46	37	11
2018	12													1