



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

AGENDA
BOARD OF DIRECTORS MEETING
March 28, 2018, 4:00 pm

Call to Order	Katherine Simmons
Minutes Review & Approval	Katherine Simmons
Treasurer's Report	Steve Ross
Gallery Report	Laurie Pavlos
Development: Second Century Committee	Carrie Walters
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

Next meeting: April 18, 2018, 4:00



Lyme Art Association, Est. 1914

BOARD OF DIRECTORS MEETING

February 21, 2018 4:00 pm

Board members present: Gayle Asher, Serena Bates, Roger Clements, John Beatty, Jay Berryman, Debbi Goodman., Emily Reynolds, Kathy Simmons, & Carrie Walters.

Board members absent: Del Bach, Steven Ross, Lisa DeFilippo, Donna Gilberto, Sarah Lucas, David Moore, Lee Ruck, and Kim Sapia.

Staff: Gary Parrington, Laurie Pavlos, & Jocelyn Zallinger

Guest: Joan Wallace (A.P.E.C. Chair)

Call to Order: Kathy convened the meeting at 4:02.

Minutes Review and Approval: There being no corrections or additions, Carrie moved to accept the January minutes. Serena seconded the motion and the Board approved the minutes.

Treasurer's Report: John reviewed the financial statements that keep getting better and better for LAA. We had a net profit of \$61,000. Jay moved to accept the treasurers report, Debbi seconded, all voted in favor.

Gallery Report: Jocelyn reported that February sales have been very slow.

A.P.E.C.: The 2018 calendar has been finalized and will be submitted for approval at the next Board meeting. The committee is considering new/additional uses for the Art Market. A system will be developed to cycle in new work in the Elected Artist gallery. And various scenarios are being reviewed for improving the Elected Artists application process.

Development Report:

Second Century: Carrie reported that the workmen will circle back to complete all undone work on the south, west and north sides of the building. Then they will temporarily stop working until March 12th. This is a mutually agreed upon break to give the LAA time to publicize and raise more money for the campaign. It also allows Sapia Builders to complete another job.

We are at 81% of our \$364,000 goal. A direct mail packet will be sent to roughly 1,800 LAA members, donors and friends. Radio and television interviews are scheduled to raise campaign awareness and pitch the fundraising opportunity.

Other Development News: Staff met with two representatives from the Town of Old Lyme Board of Finance to review our 2018 grant applications. The LAA is asking for \$8,000 for operating expenses and \$10,000 for the capital campaign.

P2P. Emily is looking for committee members. Joan and Jay would like to join and Emily will follow up with them.

Building and Grounds: Laurie reported that our sump pumps were serviced, and we received a scheduled water treatment service. Kathy asked for recommendations for a volunteer with property management experience to fill the Building & Grounds position. She emphasized that this is currently a Board position but we are open to nominations for individuals who would like to take on this role but do not wish to serve on the Board.



Lyme Art Association, Est. 1914

Education and Activities: Serena reported that the committee is finalizing details for the April 7th Art Expo. The workshops are getting advanced sign ups. The Hollis Dunlop “critique” went very well.

Adjournment: At 4:53 John motioned to adjourn, Debbi seconded, and all were in favor.

The next meeting is Wednesday, March 21st 2018.

Lyme Art Association
Profit & Loss Prev Year Comparison
January 1 through March 27, 2018

	<u>Jan 1 - Mar 27, 18</u>	<u>Jan 1 - Mar 27, 17</u>	<u>Budget</u>
Ordinary Income/Expense			
Income			
4002 · Membership - Dues	8,436.37	8,446.50	7,354.84
4003 · Entry Fees	9,980.00	8,730.00	8,373.72
4004 · Donations	9,414.43	8,484.10	9,831.00
4005 - Exhibition Rental	0.00	0.00	1,350.00
4005.5 · Facility Rental	925.00	2,850.00	1,750.00
4006 · Misc Sales	150.00	0.00	0.00
4007 · Education	6,165.00	10,177.50	4,791.03
4009 · Commissions - Sale	6,359.11	5,972.55	11,968.45
4011 · In Kind Donations	3,610.00	2,422.00	10,766.13
4100 · Grants	3,000.00	3,000.00	4,000.00
4200 · Interest & Dividends	7.34	6,880.24	6,250.00
Total Income	<u>48,047.25</u>	<u>56,962.89</u>	<u>66,435.17</u>
Expense			
5000 · Education -Class Ex	14.85	0.00	200.00
5300 · Utilities	2,065.30	2,593.82	3,481.25
5401 · Maintenance-Cleanli	970.78	1,446.47	1,318.90
5402 · Maintenance	1,449.00	1,545.44	1,435.48
5404 · Grounds	830.00	4,359.00	2,153.23
5451 · Office	877.60	1.43	1,417.65
5650 · Insurance	1,922.00	1,954.00	2,395.52
5701 · Exhibits	3,318.72	3,298.70	3,971.54
5725 · Postage & Shipping	147.00	0.00	358.87
5751 · Printing	234.42	0.00	242.29
5801 · Publicity/Advertising	795.20	1,995.72	1,920.06
5802 · In Kind Expenses	3,610.00	2,422.00	10,766.13
5850 - Capital Expenses			3,831.00
5901 · Bank & Credit Card	1,060.17	1,094.34	1,677.77
6500 · Payroll	31,935.01	28,952.42	35,784.87
6561 · Gallery use expense	0.00	357.44	
6750 · Taxes - Other	0.00	75.00	98.74
8300 · Promotion and Trav	185.00	28.99	601.16
8401 - Training	0.00	0.00	184.00
Total Expense	<u>49,415.05</u>	<u>50,124.77</u>	<u>71,938.46</u>
Net Ordinary Income	<u>-1,367.80</u>	<u>6,838.12</u>	<u>3,796.71</u>
Other Income/Expense			
Other Income			
4004.6 · Grants - Capital C	1,000.00	0.00	5,000.00
4010.3 · Capital Campaign	28,425.98	8,600.00	28,709.68
Total Other Income	<u>29,425.98</u>	<u>8,600.00</u>	<u>33,709.68</u>
Other Expense			
6701 · Capital	-25.00	0.00	0.00
6702 · Capital Campaign E	191,291.81	0.00	196,661.29
Total Other Expense	<u>191,266.81</u>	<u>0.00</u>	<u>196,661.29</u>
Net Other Income*	<u>-161,840.83</u>	<u>8,600.00</u>	<u>-162,951.61</u>

"Other Expenses" draws from previous years' "Other Income"

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	\$5,050	\$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	\$9,550	\$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	\$1,250	\$5,275										

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	2	15										

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	\$14,090	\$19,365										

Major Exhibitions - Gross Sales
By Exhibition

Year	Contemporary Look			EA Show			LOL Jr. Women			Marine Art			Anything Goes			Summer Paint & Sculpt			Pastel Society			NE Landscape			Deck the Walls			EA Room			Art Market		
	Associate Artist	Wonders of Winter	Contemporary Look	Four Acts	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		\$5,195	\$12,910		\$2,100	\$7,155		\$10,108	\$17,133	\$10,629																				
2014	\$3,810	\$5,850	\$135		\$9,575	\$5,485	\$21,685	\$3,810	\$6,295	\$1,300	\$7,370	\$12,250	\$9,588																				
2015	\$4,925	\$850	\$350	\$2,535	\$3,810		\$21,719	\$4,192	\$6,838	\$1,550	\$14,165	\$15,932	\$6,175																				
2016	\$7,285	\$650	\$2,045	\$7,620	\$25,960		\$22,612	\$3,170		\$3,700	\$23,370	\$21,750	\$10,507																				
2017	\$12,650			\$8,619	\$10,370		\$17,432	\$2,615			\$27,545	\$23,350	\$15,013																				
2018	\$11,440			\$3,650									\$1,450																				
													\$425																				

Major Exhibitions - Total Pieces Sold
By Exhibition

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