



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

METING MINUTES
ANNUAL MEMBERSHIP MEETING
Wednesday, October 11, 2017, 5:30 pm

Elected Artists and Board Members Present: **See attached list.** Guests present: Theodore VanItallie, Mary Mellot (chair of Education and Activities Committee). Staff present: Gary Parrington, Jocelyn Zallinger, Laurie Pavlos.

Call to Order: President Kathy Simmons convened the meeting at 5:32 and welcomed the members.

June Meeting Minutes: On a motion by David Moore, seconded by Ann Pierson, the June Special Meeting minutes were approved unanimously.

Treasurer's Report: John Beatty, Treasurer, asked everyone to refer to the pie charts in their packets (attached to these minutes). He reported that income is up approximately \$35,000. Significant income increases are in entry fees (\$8,000), fundraising (up \$14,000), education, and art commissions. Expenses show an increase that is mostly due to a change in the way that the salary for the Director of Development has been accounted. For most of 2016, this salary was charged against the Capital Campaign, which is not included in ordinary expenses. For 2017, the salary for the Director of Development has been included in ordinary expenses and is shown on the pie chart. Kim Muller-Thym asked what the in-kind expenses and income were: mostly advertising, but also things like part of the tent rental, printing, and food for Palate to Palette. Kathy Simmons noted that it is important to track in-kind income and expenses because if it was not donated we would have to pay for it and it's good to know what that amount would be.

Steve Ross, Secretary and Assistant Treasurer, reported that LAA has four investment funds: 1) Bonds held by Essex Savings Bank serve as collateral for a line of credit should we need it; 2) Cooper Ferry, 3) Unrestricted Kriebel Fund, and 4) Foster Caddell Fund. Funds 2, 3, and 4 are held by Sky Investments in 65% equities/35% bonds. As of September 30, 2016, the total of the four funds was \$711,212. As of September 30, 2017, the total was \$756,784. Total portfolio performance is 10.2% for that 12 month period. Income from interest and dividends this year was over \$25,000 this year. Advisory fees are under 1%.

Proxy Ballots: Kathy Simmons asked Secretary Steven Ross to report on the number of proxy ballots received for this meeting. Steve reported that there were nine proxies.

Amendments to Bylaws: One section of bylaws revision, Article VI, Executive Director, Section 5: Absence of Executive Director, was tabled during the special June Membership meeting. The language proposed by the Board was distributed to the voting members prior to this meeting and is attached. Lee Ruck moved to adopt the amendment, Del-Bourree Bach seconded. The amendment was unanimously approved by those present.

Election of Directors: Kathy Simmons directed the members to the Board slate (attached) saying that eight Board members are up for election. Faripour Farouhar moved to accept the slate, and Bill Hanson seconded. Ann Pierson asked who was the Nominating Committee. Kathy explained that the Executive Committee with the advice and approval of the Board, served as the Nominating Committee. Ann asked why more Elected Artists weren't nominated, since there are more openings on the Board. Kathy said that two EAs have been approached and are in the process, which includes the explanation of the duties and responsibilities of Board



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service and the identification of specific committee assignments for each potential Board nominee. The proposed slate of Directors was unanimously approved by those present.

Approval of Life Members: Kathy Simmons directed the members to the description of the two proposed Life Members, Gail Caddell and Eliza Sharp. Lee Ruck moved to approve Gail Caddell, Faripour seconded, and vote was unanimous in favor. Emily Reynolds moved to approve Eliza Sharp, Ann Pierson seconded, and the vote was unanimous in favor.

APEC Report: Jocelyn Zallinger, Gallery Manager, reported that the Artistic Policy and Exhibitions Committee (APEC) met quarterly and welcomed three new members: Janine Robertson, Jane Zisk, and Sara Stifler Lucas, two of whom are Elected Artist Members. There are 14 themed shows in 2017. Stonington Printmakers, the American Society of Marine Artists, and the Society of CT Sculptors were invited and exhibited here over the past year. There will be a show of plein air work from the sixth annual paint out, a cooperative effort with the Lyme Land Conservation Trust. The 2018 calendar has 15 themed shows, with collaborative shows with the Salmagundi Club, and the Hudson Valley Art Association in two galleries next summer. We also have off-site gallery space at the Old Lyme Country Club, thanks to Dave Moore. This is the second year we have been offering cash prizes at our exhibitions and it is going well. More new members are joining and old members are beginning to exhibit again. Quality of work is continuing to improve, which has to do with using outside jurors and awarding prizes. Six Associate Artist Members were nominated for Elected Artist status this year. Jocelyn reminded Elected Artists present to make sure to cast their votes for Elected Artist nominees before leaving this evening.

Building and Grounds Report: Jack Montmeat, Building and Grounds Chair, reported that volunteers helped clean the lay lights at the beginning of last year. Steve Ross reported on the installation of the low voltage parking lot lights throughout front and back lots. Architect David Duncan, on a pro bono basis, assisted Steve in the selection of the lighting system, that was approved by the Old Lyme Historic Commission and installed in trees. The Historical Commission insisted that any recommendation on exterior lighting should be made with the advice of an architect.

Development Report:

Annual Fund/Spring Challenge: Gary Parrington, Director of Development, reported that the Spring Challenge projects, lighting the parking lot, installing sound system, cleaning up the wetlands, were all fully funded and have been accomplished or are near completion.

Swing for Art Golf Party: David Moore reported that last May's Golf Party was a bit rainy but made money since greens fees were not charged. Next year's Swing for Art will be May 21, 2018.

Second Century Capital Campaign: Caroline Walters reported that the campaign is \$99,000 short of the \$350,000 goal. Eleven contractors were asked to bid and we received four bids. Sapia Builders was selected based on price and understanding of the job as defined by Centerbrook Architects. The historic commission in Old Lyme approved the materials to be used. Repairs and renovations to the exterior of the building will begin on October 23.

Palate to Palette Gala: Emily Reynolds said her goal is to increase the net income by \$10,000 each year, and this year she thinks the goal will be met. All preparations are nearly complete. She thanked those who donated panels and encouraged members to purchase reservations to the event on Thursday, October 19.

Operations Management

Membership/Web Presence: Laurie Pavlos, Business Manager, reported that the functionality of the website continues to be improved. This year we made it easier to renew membership and donate online. We have worked to make sure that our information comes up when people search for events or activities related to LAA on Google.



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Education/Activities: Mary Mellot, Education and Activities Committee Chair, reported on the successful Art Supply Expo last April which drew more than 300 people. The 2018 Art Supply Expo will be held on April 7, 2018. Workshops have all run with sold-out classes, and the weekly classes are all running as well. There are two monitored sessions, both on Thursdays. Upcoming activities include a holiday painting party, a lecture series, and critique nights.

Gallery Sales: Jocelyn Zallinger referred to the report included in the packet showing sales tracking well with last year's record. The marine show sold the most pieces so far. The average price has fallen slightly. Sales from the Elected Artist gallery are up and EAs should remember to rotate their pieces in that gallery. Jocelyn thanked gallery associates Sara Drought Nebel and Brittany Hilpertsauer for all their help selling art in the Gallery.

On a motion by Lee Ruck, seconded by Carrie Walters, those present voted unanimously to adjourn the meeting at 6:40 pm.

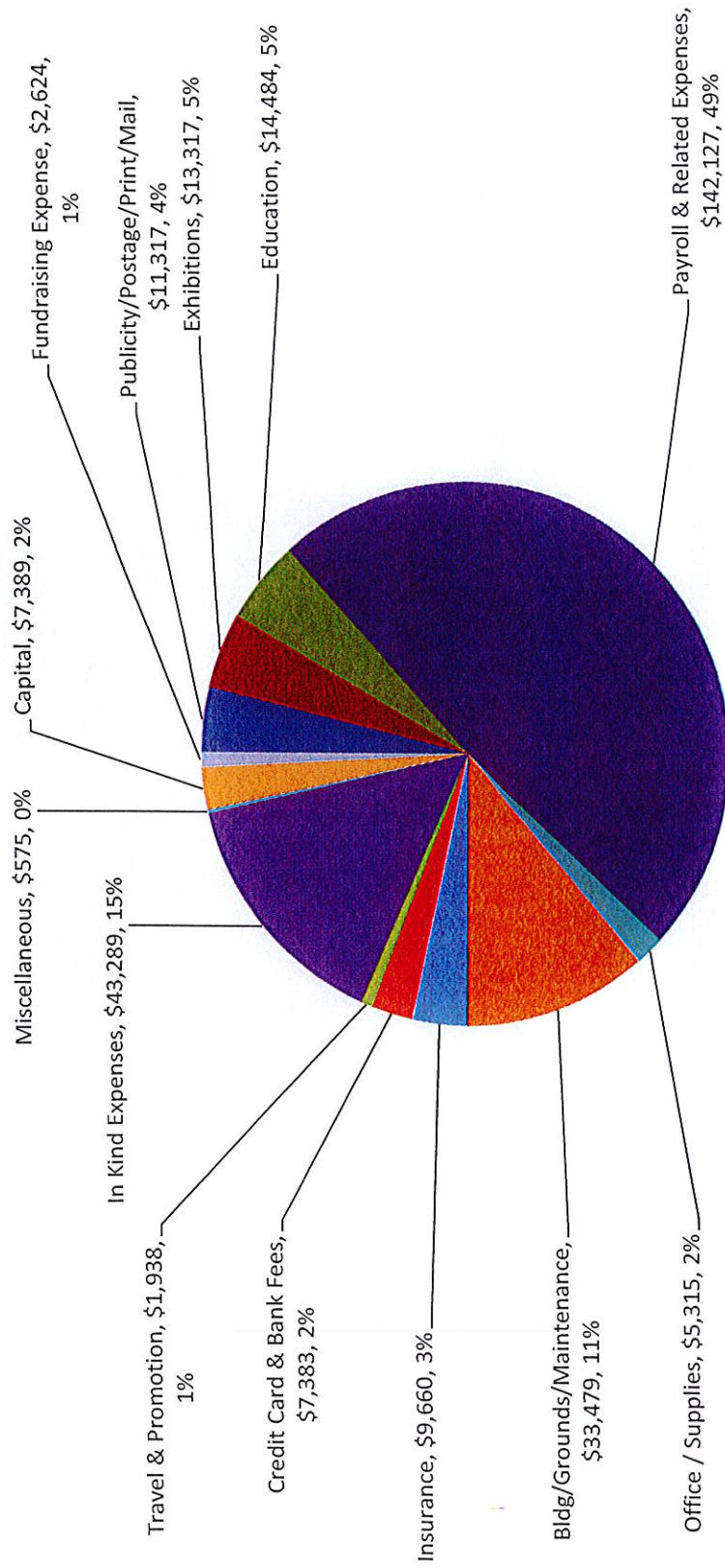
Elected Artists and Board Members at Lyme Art Association Annual Membership Meeting

October 11, 2017

Kathy Simmons
Dennis Serrine
Donna Gilberto
Debbi Goodman
Lee Ruck
David Moore
Bernie McTigue
Sunil Howlader
Caroline Walters
Patricia Seekamp
Nancy Schwartz
Lisa Defilippo
Anne B. Pierson, MD
Faripour Forouhar
Jay Berryman
Bill Hanson
Bobbie Maiser
Kim Muller-Thym
Del-Bourree Bach
Leif Nilsson
Gayle Asher
Steven Ross
John Beatty
Angie Falstrom
Nancy Schroeder
Kim Sapia
Emily Reynolds
Jack Montmeat
Rich Nazzaro
Eileen Eder

Lyme Art Association Expenses

October 1, 2016 through September 30, 2017
\$292,897

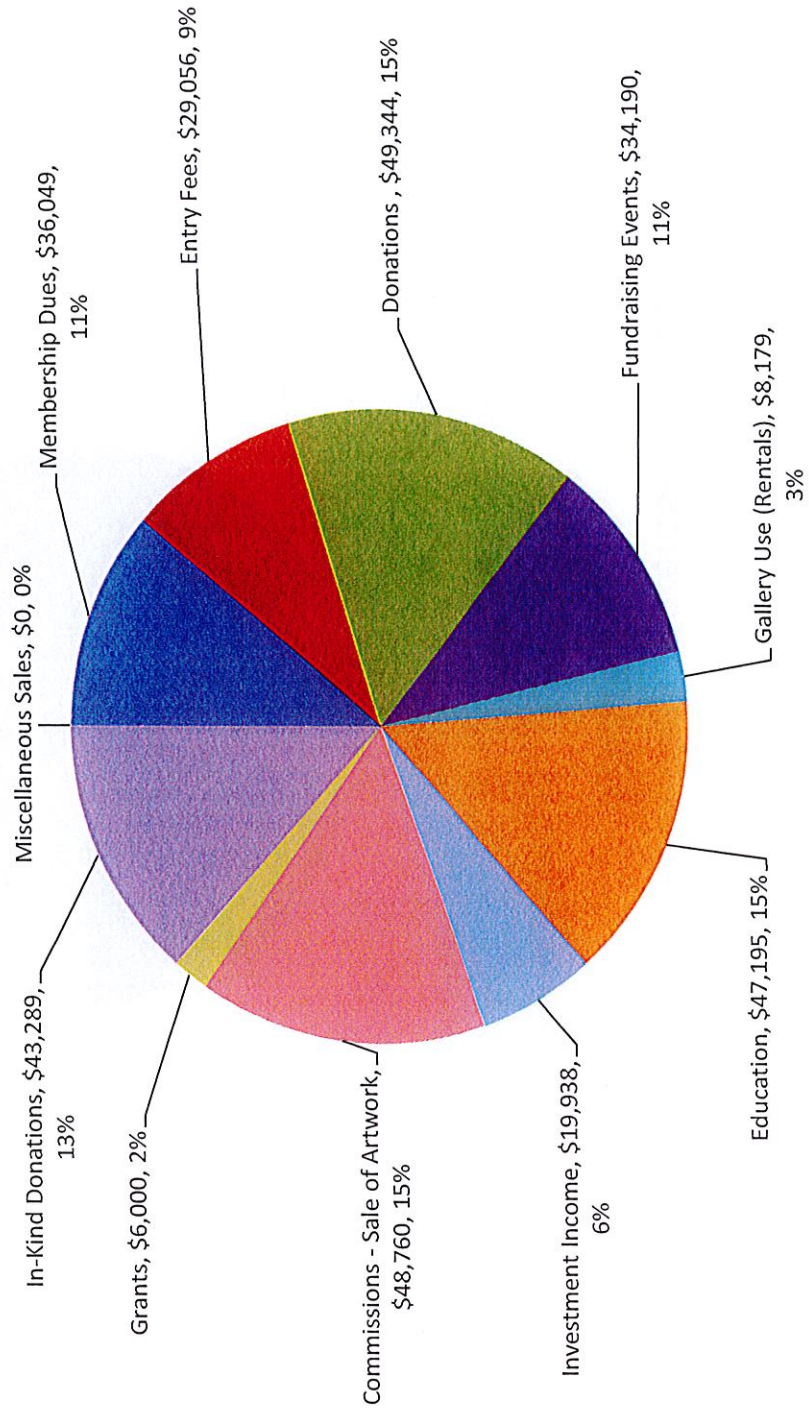


Lyme Art Association

Income

October 1, 2016 through September 30, 2017

\$322,000



**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	\$3,375	\$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	\$6,357	\$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	\$10,825			

**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	12			176

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	\$3,375	\$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	\$109,697			

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			\$26,595		\$13,588	\$2,563

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			26		33	8