

## BOARD OF DIRECTORS MEETING

April 18, 2018 4:00 pm

**Board members present:** Del Bach, Lisa DeFilippo, Donna Gilberto, Sarah Lucas, David Moore, Lee Ruck, Kim Sapia, Kathy Simmons, Steven Ross, Carrie Walters, Debbi Goodman, Gayle Asher.

**Board members absent:** Serena Bates, John Beatty, Jay Berryman, Roger Clements, Emily Reynolds

**Guest(s):** Joan Wallace

**Staff:** Laurie Pavlos, Jocelyn Zallinger, Gary Parrington

**Call to Order:** Kathy convened the meeting at 4:00.

**Minutes Review and Approval:** March minutes were corrected to reflect 3PM as the start time for the golf party. Lisa moved to accept minutes. Lee seconded the motion. The March 2018 meeting minutes were approved unanimously.

**Treasurer's Report:** Steven briefed the board on the financial statement. There were no questions from the board.

**Gallery Report:** Jocelyn stated that sales have been down for a variety of reasons. Erratic weather, construction at the front of the building, parking area changes, etc...

The Board discussed artwork donated by Jerry Litner, currently in our storage, be given to the heirs of the subject in the painting.

**A.P.E.C.** There was no meeting or report due this month. However, the Board requested that A.P.E.C draft a new policy to address abandoned artwork left at the LAA by artists and art buyers. Such policy to be presented to the board at a future meeting.

### **Development Report:**

**Second Century:** Carrie continues to praise the Nick Sapia and his crew, for their exemplary work above and beyond expectations. In particular, the excavation, landscaping and parking area at the north side of the gallery. Donations from the direct mail appeal have exceeded the twenty-five thousand-dollar match! Fundraising will continue until the work is completed.

**Golf Party:** David urged all Board members to support the May 21<sup>st</sup> event at the Old Lyme Country Club. The website is set up and ready for registrations.

**Exhibition Sponsorship:** Gary reported that the LAA needs sponsors for the *Summer Painting & Sculpture* show, and the *Deck the Walls* show. Please contact Gary with potential leads.

**Building and Grounds:** Gary reported that the Florence Griswold Museum has added about 50 additional parking spaces in a field at the east end of their property. This makes it less likely for Museum visitors to seek over flow parking at the LAA.

**Education and Activities:** Lisa reported that the April 7<sup>th</sup> Art Supply Expo drew approximately 350 people. Thirteen spaces were rented at \$125 each. The \$1,000 net revenue appears in the financial statement as facility rental, and expenses as gallery use expense. Up-coming workshops include; David Dunlop, June 9 and 10 (almost sold out), Tatiana Yanovskaya-Sink, still accepting participants, Jordan Sokol, is sold out, Steven Assael is planned for November, and already has a few people signed up. Summer classes are now listed on our website.

The April 12<sup>th</sup> lecture by Alexandra Onuf was terrific but had very few attendees. Publicity efforts will be improved next time.

**Lyme Art Association**  
**Profit Loss Prev Year Comparison**  
January 1 through March 31, 2018

	<u>Jan 1 - Mar 31, 18</u>	<u>Jan 1 - Mar 31, 17</u>	<u>Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4002 · Membership - Dues	8,758.37	9,286.50	8,000.00
4003 · Entry Fees	9,980.00	8,730.00	8,750.00
4004 · Donations	9,414.43	8,575.10	10,003.00
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	12,307.50	5,006.00
4009 · Commissions - Sales of Artwork	6,359.11	6,509.84	12,506.00
4011 · In Kind Donations	6,277.00	11,622.00	11,250.00
4100 · Grants	3,000.00	3,000.00	4,000.00
4200 · Interest & Dividends	5,233.94 *	6,887.19	6,250.00
<b>Total Income</b>	<u>56,262.85</u>	<u>69,768.13</u>	<u>68,865.00</u>
<b>Expense</b>			
5000 · Education -Class Expense	14.85	0.00	200.00
5300 · Utilities	2,216.26	2,593.82	3,637.00
5401 · Maintenance-Cleaning	970.78	1,446.47	1,378.00
5402 · Maintenance	1,449.00	2,252.03	1,500.00
5404 · Grounds	830.00	4,359.00	2,250.00
5451 · Office	901.60	23.48	1,481.00
5650 · Insurance	1,922.00	1,954.00	2,503.00
5701 · Exhibits	3,942.04	3,298.70	4,150.00
5725 · Postage & Shipping	147.00	0.00	375.00
5751 · Printing	234.42	0.00	253.00
5801 · Publicity/Advertising	1,010.24	1,995.72	2,006.00
5802 · In Kind Expenses	6,277.00	11,622.00	11,250.00
5850 - Capital Expenses			4,003.00
5901 · Bank & Credit Card Fees	1,212.95	1,096.34	1,753.00
6500 · Payroll	39,998.66	33,029.16	37,393.00
6561 · Gallery use expense	0.00	357.44	103.00
6750 · Taxes - Other	0.00	75.00	0.00
8300 · Promotion and Travel	185.00	28.99	628.00
8401 - Training	0.00	0.00	192.00
<b>Total Expense</b>	<u>61,311.80</u>	<u>64,132.15</u>	<u>75,055.00</u>
<b>Net Ordinary Income</b>	<u>-5,048.95</u>	<u>5,635.98</u>	<u>3,796.71</u>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
4004.6 · Grants - Capital Campaign	1,000.00	0.00	5,000.00
4010.3 · Capital Campaign Donations	28,425.98	8,600.00	30,000.00
<b>Total Other Income</b>	<u>29,425.98</u>	<u>8,600.00</u>	<u>35,000.00</u>
<b>Other Expense</b>			
6701 · Capital	-25.00	0.00	0.00
6702 · Capital Campaign Exp	191,291.81	0.00	205,500.00
<b>Total Other Expense</b>	<u>191,266.81</u>	<u>0.00</u>	<u>205,500.00</u>
<b>Net Other Income*</b>	<u>-161,840.83</u>	<u>8,600.00</u>	<u>-170,500.00</u>

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

\* First Quarter interest and dividends were deposited in early April, but are shown here for budget comparison

**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	\$9,580	\$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	\$1,250	\$6,900										

**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	7	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	18	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	\$14,090	\$20,990	\$900									

Major Exhibitions - Gross Sales														
By Exhibition														
Year	Contemp				Summer				Paint & Sculpt					
	Associate Artist	Wonders of Winter	Four Acts	EA Show	LOL Jr. Women	Marine Art	Anything Goes	Pastel Society	NE Landscape	Deck the Walls	EA Room	Art Market		
2010	\$5,370		\$500	\$12,145		\$10,965	\$2,015	\$2,840	\$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	\$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	\$7,370	\$12,250	\$9,588	\$5,700		
2015	\$4,925	\$850	\$350	\$3,810		\$21,719	\$4,192	\$6,838	\$14,165	\$15,932	\$6,175	\$8,021		
2016	\$7,285	\$650		\$25,960		\$22,612	\$3,170		\$23,370	\$21,750	\$10,507	\$7,285		
2017	\$12,650		\$2,045	\$10,370		\$17,432	\$2,615		\$27,545	\$23,350	\$15,013	\$3,463		
2018	\$12,540										\$1,825	\$425		

Major Exhibitions - Total Pieces Sold														
By Exhibition														
Year	Contemp				Summer				Paint & Sculpt					
	Associate Artist	Wonders of Winter	Four Acts	EA Show	LOL Jr. Women	Marine Art	Anything Goes	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	21	28	18			
2013	10		0	8	27		10	11	10	29	27			
2014	9	10	1	4	10	28	15	10	15	30	19	14		
2015	7	5	1	7		23	16	9	14	33	14	25		
2016	12	1		11		22	14		17	33	27	12		
2017	19		3	7		33	12		27	46	37	11		
2018	13										5	2		