



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

AGENDA
BOARD OF DIRECTORS MEETING
May 16, 2018, 4:00 pm

Call to Order	Katherine Simmons
Minutes Review & Approval	Katherine Simmons
Treasurer's Report	John Beatty
Gallery Report	Jocelyn Zallinger
APEC Report	Joan Wallace
Development:	
Second Century Committee	Carrie Walters & Gary Parrington
Golf Party	David Moore
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: June 20, 2018, 4:00

BOARD OF DIRECTORS MEETING

May 16, 2018 4:00 pm

Board members present: Lisa DeFilippo, Donna Gilberto, Sarah Lucas, Dave Moore, Lee Ruck, Kim Sapia, Kathy Simmons, Steven Ross, Carrie Walters, Debbi Goodman, Gayle Asher, Jay Berryman, Emily Reynolds & Serena Bates.

Board members absent: John Beatty, Roger Clements & Del-Bourree Bach,

Guest(s): Joan Wallace

Staff: Laurie Pavlos, Jocelyn Zallinger, Gary Parrington

Call to Order: Kathy convened the meeting at 4:04 pm.

Minutes Review and Approval: April minutes were reviewed. Debbi moved to accept minutes. Carrie seconded the motion. The April 2018 meeting minutes were approved unanimously.

Treasurer's Report: Steven presented the treasurer's report for John, noting that we are essentially on budget for income and expense.

Gallery Report: Jocelyn referred to the gallery report table and stated that sales are back on track, vis a vis budget expectations, after a very busy month of gallery activities.

A.P.E.C. Joan reported that A.P.E.C met last week to finalize themed shows for 2019. Jocelyn will have the calendar ready for the board's approval at the June meeting. A.P.E.C. also discussed a policy to address abandoned artwork. A.P.E.C decided that 90 days would be a reasonable amount of time for artists & buyers to remove work from LAA. A.P.E.C. will present a written policy for Board approval at the June Board meeting.

A.P.E.C. received a written request from Gail Caddell to have a one-time solo show for Foster Caddell, deceased elected artist, in the Caddell Gallery at some point in the future. A.P.E.C recommended approval of this request which constitutes an exception to the policy that LAA's exhibition schedule focuses, principally, on the exhibition and sale of our active memberships' artwork. The Board agreed with this exception to policy provided that: all works shown will be for sale and that LAA will retain a 35% donation from sales proceeds. Lee made the motion to approve, Dave seconded the motion. All were in favor.

Development Report:

Second Century: Carrie reported on the progress of the new walkway, exterior lights, landscaping, door color and the last remaining details of the construction project. Everyone agreed that the building has never looked this good.

Gary reported that we are still actively raising money for this campaign. INK magazine will be doing a feature article about the restoration written by our publicist, Sue Cornell. The article will come out in the June INK issue.

Golf Party: Dave reported that the sign-ups for the Golf Party are going well and urged all Board members to support the May 21st event at the Old Lyme Country Club.

Building and Grounds: Kathy reported that Paul Sellier, our new Building and Grounds chairperson, made a recommendation to the Executive Committee on the purchase of an AC unit for the studio and a dehumidifier for the storage area that addresses pressing needs and that falls within budgeted expense. Steve summarized Paul's report for the Board and encouraged the Board to accept Paul's recommendations. Lee made the motion to accept and Emily seconded the motion. All were in favor.

Governance Committee: Kathy reported that we now have a new Governance committee. Lee Ruck will chair with committee members, Angie Falstrom, Janine Robertson, Fran Violante and John Beatty. Lee reported that the committee will hold its first meeting early summer. They plan to review the inconsistencies between the articles of incorporation and the bylaws and will make recommendations on addressing these issues at the fall meeting. They will also get a start on soliciting comments on how to develop a program of succession planning for the Association.

Kathy and Lee discussed some of the various discoveries they made while sorting through the archives.

Laurie reported that as a result of the archive research that we are now up to date on our annual filing with the State.

Other Business: Kathy reported that it had come to her attention that an Elected Artist had raised concerns with others, not with her or other Board members, about the Board's decision to liquidate donated art that had accumulated at LAA over many years. She noted that the Board's action on this matter is documented in the November 15, 2017 Board minutes posted on the LAA website. The Board made this decision to liquidate because LAA has very limited capacity to store and preserve such artwork in an archival manner and our active members expect our exhibition schedule will focus on the exhibition and sale their work. It was agreed that members should be advised to read Board meeting minutes posted on the website in order to remain informed. If members' questions or concerns are not resolved by a reading of the minutes, they should direct their questions or concerns directly to LAA staff, Executive Committee or to the Board. A further discussion ensued concerning the proceeds of the auction. While there was a view expressed that the proceeds should be directed to the Capital Fund, it was agreed that any decision on allocation should be decided when we receive the proceeds and can assess our need to fund the Capital Fund, Operating Budget, Endowment, or some combination of the three accounts.

Gary informed the Board about the upcoming IMMIX and Gusto Dance troupes interpretative dance performance in the gallery on Sunday, June 3rd. He encouraged Board members to attend.

Gary also showed the Board the new rack card that is a result of LAA's efforts to collaborate with our neighbors at Florence Griswold Museum. One side of the card tells visitors about the museum, the other side is about LAA. He also informed the Board that he and Laurie recently met with the new director of the museum, Becky Beaulieu. He stated that we are off to a good start in growing positive relationship with the Florence Griswold Museum.

Adjournment of Meeting: At 5:06 Steve motioned to adjourn, Dave seconded, and all were in favor.

The next meeting is Wednesday, June 20, 2018.

Lyme Art Association
Profit & Loss Prev Year Comparison
January through April 2018

	<u>Jan - Apr 18</u>	<u>Jan - Apr 17</u>	<u>Budget</u>
Ordinary Income/Expense			
Income			
4002 · Membership - Dues	12,098.37	11,754.00	10,500.00
4003 · Entry Fees	13,240.00	8,985.00	11,666.72
4004 · Donations	12,888.43	10,060.10	11,336.00
4004.10 · Fundraising Events	3,250.00	550.00	0.00
4005.5 · Facility Rental	1,475.00	2,950.00	2,200.00
4006 · Misc Sales	150.00	0.00	
4007 · Education	13,830.00	20,700.00	6,672.00
4009 · Commissions - Sales of Artwork	7,717.51	9,243.46	16,672.00
4011 · In Kind Donations	12,991.00	11,622.00	15,000.00
4100 · Grants	3,000.00	3,000.00	4,000.00
4200 · Interest & Dividends	5,233.94	6,893.50	6,250.00
Total Income	<u>85,874.25</u>	<u>85,758.06</u>	<u>84,296.72</u>
Expense			
4000 · Reconciliation Discrepancies	0.00	0.00	
5000 · Education -Class Expense	114.85	5,229.94	400.00
5300 · Utilities	3,230.24	3,196.64	4,844.00
5401 · Maintenance-Cleaning	1,415.78	1,914.05	1,836.00
5402 · Maintenance	3,855.46	2,252.03	2,000.00
5404 · Grounds	1,369.99	4,359.00	3,000.00
5451 · Office	1,525.21	1,040.20	1,972.00
5453 · Miscellaneous			200.00
5461 · Fund Raising	0.00	548.97	0.00
5650 · Insurance	3,832.50	3,902.00	3,336.00
5701 · Exhibits	6,103.28	3,390.76	5,533.36
5725 · Postage & Shipping	467.40	196.00	500.00
5751 · Printing	234.42	0.00	336.00
5801 · Publicity/Advertising	2,052.32	2,510.72	2,672.00
5802 · In Kind Expenses	12,991.00	11,622.00	15,000.00
5901 · Bank & Credit Card Fees	1,666.67	1,574.92	0.00
5902 · Interest	0.00	0.00	2,336.00
6500 · Payroll	48,196.51	44,092.58	49,856.00
6561 · Gallery use expense	341.09	357.44	136.00
6750 · Taxes - Other	0.00	75.00	836.00
8300 · Promotion and Travel	185.00	467.07	254.00
Total Expense	<u>87,581.72</u>	<u>86,729.32</u>	<u>95,047.36</u>
Net Ordinary Income	<u>-1,707.47</u>	<u>-971.26</u>	<u>-10,750.64</u>

Lyme Art Association
Profit & Loss Prev Year Comparison
January through April 2018

	<u>Jan - Apr 18</u>	<u>Jan - Apr 17</u>	<u>Budget</u>
Other Income/Expense			
Other Income			
4004.6 · Grants - Capital Campaign	1,000.00	0.00	5,000.00
4010.3 · Capital Campaign Donations	44,889.92	9,250.00	40,000.00
Total Other Income	<u>45,889.92</u>	<u>9,250.00</u>	<u>45,000.00</u>
Other Expense			
6701 · Capital	-25.00	0.00	
6702 · Capital Campaign Exp	190,003.20	0.00	270,500.00
Total Other Expense	<u>189,978.20</u>	<u>0.00</u>	<u>270,500.00</u>
Net Other Income	<u>-144,088.28</u>	<u>9,250.00</u>	<u>-225,500.00</u>
Net Income*	<u><u>-145,795.75</u></u>	<u><u>8,278.74</u></u>	<u><u>-236,250.64</u></u>

"Other Expense" 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	\$5,925	\$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	\$2,893	\$12,193								

**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	18	5	16								

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	\$94,858	\$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	\$23,883	\$36,076								

Major Exhibitions - Gross Sales

By Exhibition

Year	Major Exhibitions - Gross Sales													
	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	\$5,700
2015	\$4,925	\$850	\$350	\$2,535	\$3,810		\$21,719	\$4,192	\$6,838	\$1,550	\$14,165	\$15,932	\$6,175	\$8,021
2016	\$7,285	\$650		\$7,620	\$25,960		\$22,612	\$3,170		\$3,700	\$23,370	\$21,750	\$10,507	\$7,285
2017	\$12,650		\$2,045	\$8,619	\$10,370		\$17,432	\$2,615			\$27,545	\$23,350	\$15,013	\$3,463
2018	\$12,540			\$4,700									\$1,975	\$1,275

Major Exhibitions - Total Pieces Sold

By Exhibition

Year	Major Exhibitions - Total Pieces Sold													
	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		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	14
2015	7	5	1	8	7		23	16	9	2	14	33	14	25
2016	12	1		19	11		22	14		5	17	33	27	12
2017	19		3	14	7		33	12			27	46	37	11
2018	13			12									6	4

Swing for Art Golf Party - Monday, May 21

Cocktail Party 5 to 7 (open bar and hearty hors d'oeuvres)

Update for the Board (As of Wednesday, My 16)

Presenting Sponsor – The Day In-Kind

Cocktail Party Sponsor – Guilford Savings Bank \$850

Tee Sponsors (9 @ \$100) \$900

All Pro Automotive

Del-Bourree & Kristen Bach

John Beatty, CPA

One Look Sign Company

Robinson, Wright & Weymer Funeral Home

Katherine Simmons, Artists

V.F. McNeil Insurance

SKY Investment Group

SKY Investment Group

Cocktail Party Guests (@ \$75) and additional support

Sarah-Stifler Lucas

Chris & Libby Cathcart

Arthur Bogen

Cathy Burnett

Bobbie Padgett

Joanne Collins

Ned Perkins

Mardee Moore

Eleanor Perkins

Emily Reynolds

Golfers Registered (@\$150) to play

Michael Riggio

Tuttle Howard

Lary Tucker

Bob Bingham

David Amacher

Dave Moore

John Padgett

Gary Parrington

Sam Fulginiti

Lyle Fulton

Robert Kostraba

Tom Collins

Chris Cathcart

Libby Cathcart

Philip Levine

Matthew Hayward

Don Danielson

Stephen Norcia

Charles DeMartino

Al Dadona

Bill Rueb