



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

Agenda
BOARD OF DIRECTORS MEETING
August 21, 2019 4:00 pm

Call to Order	Katherine Simmons
Minutes Review & Approval	Katherine Simmons
Treasurer's Report	John Beatty
Investment report Vote on Investment Policy Statement	Steven Ross Steven Ross
Gallery Report	Jocelyn Zallinger
APEC Report	Joan Wallace
Development: Grants Palate to Palette	Elsbeth Dowd Emily Reynolds
Building and Grounds Report	Paul Sellier
Education and Activities Committee Report	Laurie Pavlos
Other Business	
Adjournment of Meeting	

Next meeting: September 18, 2019, 4:00 pm



BOARD OF DIRECTORS MEETING

AUGUST 21, 2019

Board Members Present: Donna Gilberto, Lisa DeFilippo, Kim Sapia, John Beatty, Kathy Simmons, Carrie Walters, Gayle Asher, Sarah Stifler Lucas, Del-Bourree Bach, Paul Sellier, Joan Wallace, Emily Reynolds, Jay Berryman, Beverly Schirmeier, Harley Bartlett, Debbi Goodman and Steven Ross, **Board Members Absent:** Serena Bates, Del-Bourree Bach, David Moore, and Lee Ruck. **Staff Present:** Laurie Pavlos, Jocelyn Zallinger, Elsbeth Dowd and Ann Chan

Call to Order: Kathy convened the meeting at 4:03 pm.

Minutes Review and Approval: Kathy asked for a motion to approve the July minutes. Donna made a motion to approve. Gayle seconded the motion. Minutes were approved unanimously.

Executive Director's Report:

Laurie reported that our workshop income would be approximately \$43,000, well over our budgeted amount. Classes did not have a strong response in the spring, so they did not do as well as budgeted, but education as a whole is doing well. The Mid-Summer Festival was very well attended this year. Debbi Goodman was placed at an information table and engaged with guests many of whom donated to the donation bowl and enjoyed picking up informational materials. Six artists rented tents to sell their own merchandise, and this enlivened the whole property. There was probably room for more tents next year if we choose to do this again. We had more than 670 visitors through the gallery. There are three lectures scheduled for the Fall and we need ideas on how to get the word out about these lectures. Steven noted that there are two online newspapers he can get their names to Laurie. Laurie will check with Sue Cornell, our publicity contractor, to see if releases go to these outlets. The Waterworks exhibit was mentioned a couple of times on NPR and that is great free publicity.

Treasurer's Report: John reported a net of \$15,000 on education. Fundraising has already raised approximately \$16,000 for Palate to Palette and we don't show anything in the budget for them yet. The budget is good if you back those two out. Overall, our finances are healthy. Kathy asked for any other questions for John of which there were none.

Investment Report: Steven reported that there has been a 3.9% rate of return to-date. Since August 8 there has been a small disruption but in general investments are doing well. Steven stated the policy statement for the investment committee was presented last month and he was hoping it would get approved at today's meeting. Kathy noted that the policy basically summarizes what we have been doing all along. John made a motion to accept the policy document. Sarah seconded. All were in favor.

Gallery Report: Jocelyn reported that since the last meeting we have had the Mid-Summer Festival, Waterworks has been packed up, and Fresh Expressions has been hung. The average price



of the Marine/Waterworks show was \$1,800. The Marine show only sold 12 pieces which was down about \$4000 from last year. Presently, Fresh Expressions has about 184 pieces and 62 pieces

downstairs and 15 at the Old Lyme Country Club as well. This year there was no “Anything Goes” at the Mid-Summer festival, but visitors were able to see the gallery as it should be, and the donation bowl was higher than past years.

APEC Report: Joan noted the committee met last week and finalized the 2020 calendar. Some exhibit names may change. The applications for Elected Artists are being accepted. Jocelyn will pick five Elected Artists to do a screening and then all the elected artists are asked to vote on the remaining applicants. The Zahn Gallery at Middlesex Health Shoreline will have LAA art starting October 24. Jocelyn will pick about 30 paintings from our current Fresh Expressions show. The art market downstairs is being renamed the Brook Gallery. It may not always be art that is not accepted upstairs, but perhaps class instructors will choose art from students taking classes in our studio. Next week the committee will meet to start working in earnest forming plans for the 100th anniversary celebration in 2021. Joan asked for a motion to approve the calendar. Carrie made a motion to accept the calendar. Debbie seconded the motion. All voted in favor of accepting the 2020 calendar.

Development: Elsbeth reported that we are still waiting to hear on the Connecticut Office of the Arts, Supporting Arts Grant. Also, still waiting to hear on the Survey and Planning grant that would be used to improve the building’s energy efficiency.

Elsbeth thanked Suisman Shapiro and Hallmark Drive-in for being the Fresh Expressions Sponsors. Jay noted that what a surprising nice and a fun event the opening was. Jocelyn thanked Jay for stopping by to say something as a sponsor at the opening. Elsbeth said she expects to hear very soon, if Chelsea Groton Bank will again sponsor the New England Landscape show. There is no real change in the Annual Fund except it may look like it is a bit less from a reallocation by a donor to Palate to Palette. Elsbeth also reminded everyone that you can now hit “Auto Renew” for online membership renewals.

Building and Grounds: Paul said there was nothing new to report since the last meeting. We are still waiting to hear from the State Historic Preservation Office (SHPO). Everything else is current, we are in good shape.

Education and Activities: Laurie asked Lisa if she would like talk about the workshops since she took a couple of our summer workshops. Lisa said that we had people come from as far away as Afghanistan. About 50% of the workshop attendees are from the area and the other 50% are outside of Connecticut. Everyone raved about the area, the accommodations, the staff, and the studio. We are getting a reputation of being a wonderful place to come for workshops. There was a lot of discussion as to how to keep this momentum, going forward, as Laurie noted that Lyme Academy is planning to hold workshops as well in the Spring of 2020. Lisa thought it important to find instructors with a strong social media following. Kathy and others felt it is best to be aggressive



with getting instructors signed up and pushing forward with our program and see how it goes. Emily asked if the Lyme Academy has the infrastructure to pull off holding workshops. Steve stated, that in his 22 years in Old Lyme, the Academy has never been sustainable. Lisa summed

up the discussion by saying that the workshop artists are a small community and that they have very powerful word of mouth.

Palate to Palette: Emily reported P2P is going great so far. The committee is in the final push for sponsor commitments. If you would like to be a Patron level sponsor, let the committee know asap. Emily feels confident that we will reach the \$32,500 mark this year. So far there are 14 restaurants and caterers confirmed with another couple possible. There will be two tents this year. We have partnered with a new package store this year and 30 Mile Brewery will be back again. Ticket sales have increased slightly. There are panels available for artists to pick up to paint donations for the silent auction. Additionally, there will be some new auction items. Paul wondered how many tickets were available for the event. Emily explained that we need to figure out from sponsors how many of their tickets they intend on using. Some use all of them and some use none. Generally, there are approximately 120 tickets available. In closing, Emily reminded everyone artist board members to pick up a panel for the silent auction donation. Kathy reminded everyone to mark their calendars for this great event on October 17th.

Other Business:

Annual Meeting: Kathy wanted to remind everyone that a notice will be going out for the annual meeting on Oct. 23rd at 5:30 pm. It is important for all the board members to be there.

Adjournment of Meeting: Kathy for a motion for adjournment at 4:47. Gayle made a motion for adjournment. Donna seconded, all in favor.

The next meeting is Wednesday Sept. 18, 2019 at 4 pm.

Lyme Art Association
Profit & Loss Prev Year Comparison
January through July 2019

	<u>Jan - Jul 19</u>	<u>Jan - Jul 18</u>	<u>Budget</u>
Ordinary Income/Expense			
Income			
4002 · Membership - Dues	22,350.00	19,950.87	22,200.00
4003 · Entry Fees	17,230.00	18,200.00	21,300.00
4004 · Donations	34,476.50	17,146.38	29,015.00
4004.10 · Fundraising Events	19,870.55	12,949.59	4,000.00
4005 · Exhibition Rental	6,800.00	5,550.00	7,000.00
4005.5 · Facility Rental	6,318.00	2,675.00	3,000.00
4006 · Misc Sales	668.28	3,640.40	0.00
4007 · Education	51,072.50	26,330.00	36,000.00
4009 · Commissions - Sales of Artwork	29,587.61	23,263.40	31,000.00
4011 · In Kind Donations	0.00	20,099.00	5,000.00
4100 · Grants	9,605.00	7,000.00	9,000.00
4200 · Interest & Dividends	12,251.57	10,530.06	12,250.00
Total Income	210,230.01	167,333.70	179,765.00
Gross Profit	210,230.01	167,333.70	179,765.00
Expense			
5000 · Education -Class Expense	26,059.24	8,850.89	16,585.00
5300 · Utilities	11,835.46	7,848.18	10,850.00
5401 · Maintenance-Cleaning	2,751.63	3,831.94	3,795.00
5402 · Maintenance	7,361.02	5,620.74	3,500.00
5404 · Grounds	10,633.56	3,003.49	12,000.00
5451 · Office	4,808.20	2,569.67	3,425.00
5453 · Miscellaneous	983.79	160.00	290.00
5461 · Fund Raising	797.03	0.00	0.00
5650 · Insurance	9,990.32	5,742.75	12,000.00
5701 · Exhibits	10,159.38	10,426.67	10,900.00
5725 · Postage & Shipping	1,147.67	820.87	990.00
5751 · Printing	0.00	1,017.94	875.00
5801 · Publicity/Advertising	5,716.54	3,759.50	7,000.00
5802 · In Kind Expenses	0.00	20,099.00	5,000.00
5850 · Capital Expenses	20,259.23	9,980.55	10,000.00
5901 · Bank & Credit Card Fees	6,709.52	3,520.83	5,250.00
6500 · Payroll	88,071.49	84,013.78	96,250.00
6561 · Gallery use expense	229.41	341.09	250.00
7500 · Other personnel expenses	100.00	0.00	0.00
8300 · Promotion and Travel	510.00	615.13	1,460.00
8401 · Training	350.90	0.00	750.00
Total Expense	208,473.83	172,203.02	201,170.00
Net Ordinary Income	1,756.18	-4,869.32	-21,405.00
Other Income/Expense			
Other Income			
4004.6 · Grants - Capital Campaign	10,000.00	11,000.00	0.00
4010.3 · Capital Campaign Donations	6,186.53	62,204.33	2,915.00
Total Other Income	16,186.53	73,204.33	0.00
Other Expense			2,915.00
6701 · Capital	0.00	0.00	
6702 · Capital Campaign Exp	0.00	254,020.50	
Total Other Expense	0.00	254,020.50	2,000.00
Net Other Income	16,186.53	-180,816.17	2,000.00
Net Income	17,942.71	-185,685.49	915.00
			-20,490.00

Account Value as of 07/31/2019: \$ 192,297.61

Change in Account Value

	This Period	Year to Date	Account Value (in Thousands)
Starting Value	\$ 192,297.65	\$ 170,827.07	
Contributions	262.25	3,659.82	
Withdrawals	(652.27)	(4,203.54)	
Transfer of Securities (In/Out)	0.00	0.00	
Income Reinvested	851.03	24,850.31	
Change in Value of Investments	\$ 192,297.65	\$ 192,297.65	
Ending Value on 07/31/2019	697.70		
Accrued Income ^a	\$ 192,297.69		
Ending Value with Accrued Income ^b	\$ 83.01	\$ 21,970.59	
Total Change in Account Value	\$ 697.71		
Total Change with Accrued Income ^d	\$ 697.71		

Asset Composition

Market Value	% of Account Assets
Bank Sweep ^a	<1%
Fixed Income	30%
Equities	69%
Total Assets Long	
Cash (Debit) ^b	(497.59)
Total Assets Short ^c	
Total Account Value	100%

Schwab One® Account of
LYME ART ASSOCIATION INC
POSTER - CADDELL FUND

Account Number
5767-1456

Statement Period
July 1-31, 2019

Account Value as of 07/31/2019: \$ 297,971.41

Change in Account Value

	This Period	Year to Date	Account Value (in Thousands)
Starting Value	\$ 297,971.46	\$ 292,691.45	
Contributions	5,091.28	5,091.28	
Withdrawals	(6,304.65)	(6,304.65)	
Transfer of Securities (In/Out)	0.00	0.00	
Income Reinvested	36,293.14	36,293.14	
Change in Value of Investments	\$ 297,971.46	\$ 297,971.46	
Ending Value on 07/31/2019	1,743.95		
Accrued Income ^a	\$ 299,465.49		
Ending Value with Accrued Income ^b	\$ 585.83	\$ 35,200.04	
Total Change in Account Value	\$ 2,099.29		
Total Change with Accrued Income ^d			

Asset Composition

Market Value	% of Account Assets
Bank Sweep ^a	<1%
Fixed Income	55%
Equities	67%
Total Assets Long	
Cash (Debit) ^b	(698.25)
Total Assets Short ^c	
Total Account Value	100%

Schwab One® Account of
LYME ART ASSOCIATION INC
UNRESTRICTED

Account Number
5982-7540

Statement Period
July 1-31, 2019

Account Value as of 07/31/2019: \$ 336,176.7

Change in Account Value

	This Period	Year to Date	Account Value (in Thousands)
Starting Value	\$ 336,176.71	\$ 296,492.49	
Contributions	418.22	6,984.17	
Withdrawals	(1,391.05)	(6,554.72)	
Transfer of Securities (In/Out)	0.00	0.00	
Income Reinvested	2,751.89	74,285.29	
Change in Value of Investments	\$ 336,176.71	\$ 336,176.71	
Ending Value on 07/31/2019	1,545.82		
Accrued Income ^a	\$ 337,522.53		
Ending Value with Accrued Income ^b	\$ 388.67	\$ 87,910.88	
Total Change in Account Value	\$ 3,195.49		
Total Change with Accrued Income ^d			

Asset Composition

Market Value	% of Account Assets
Bank Sweep ^a	2%
Fixed Income	21%
Equities	77%
Total Assets Long	
Cash (Debit) ^b	(655.25)
Total Assets Short ^c	

Portfolio Performance Risk & Return Asset Class Performance Account Performance Consolidated Performance Report

Last 3 Months QTD Last Quarter Last Year Since Inception Custom Timeframe

The report start date has been changed to 05/10/2019 as the portfolio does not have prior history for the selected period.

Portfolio Performance
All Brokerage Accounts

Report as of 08/08/2019 Inception Date: 05/10/2019



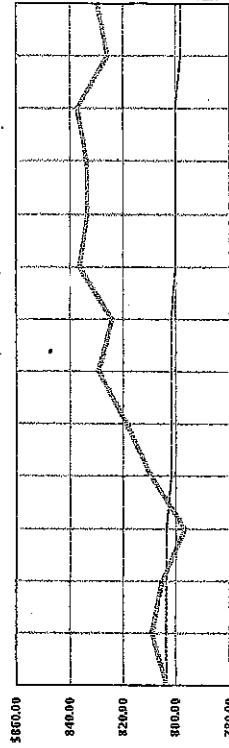
	05/10/2019 - 09/08/2019 (%)	YEAR TO DATE (%)	ONE YEAR (%)	THREE YEARS (%)	FIVE YEARS (%)	SINCE INCEPTION (%)
Beginning Value	0.00	N/A	N/A	N/A	N/A	0.01
Net Contribution	798,295.33	N/A	N/A	N/A	N/A	798,295.33
Change in Value	31,237.75	N/A	N/A	N/A	N/A	31,237.75
Ending Value	829,533.08	N/A	N/A	N/A	N/A	829,533.08
Portfolio Return	3.810%	N/A	N/A	N/A	N/A	3.80%

Benchmark Performance

COMMON MARKET INDICES 05/10/2019 - 08/08/2019

	YEAR TO DATE (%)	ONE YEAR (%)	THREE YEARS (%)	FIVE YEARS (%)	SINCE INCEPTION (%)
S&P 500	2.45	N/A	N/A	N/A	2.4E
MSCI EAFE (TRN)	-0.30	N/A	N/A	N/A	-0.3C
Russell 2000	4.47	N/A	N/A	N/A	4.47
Bloomberg Barclays U.S. Aggregate Bond	0.69	N/A	N/A	N/A	0.6E
FTSE 3-Month Treasury Bill	-8.37	N/A	N/A	N/A	-8.37
S&P GSCI					

Portfolio Value (thousands)



Net Investment: BEGINNING VALUE + INVESTMENTS

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	\$2,893	\$15,920	\$7,344	\$18,021	\$31,481	\$22,030	\$12,340	\$14,777	\$11,793	\$157,588
2019	\$8,080	\$10,468	\$9,017	\$10,175	\$13,801	\$11,547	\$24,352	\$4,998					

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	24	12	37	38	7	14	26	25	223
2019	14	18	16	13	22	19	18	9					

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	\$23,883	\$39,803	\$47,147	\$65,168	\$96,649	\$118,679	\$131,019	\$145,796	\$157,588	\$157,588
2019	\$8,080	\$18,548	\$27,564	\$37,739	\$47,940	\$63,086	\$87,438	\$92,436					

Major Exhibitions - Gross Sales														
By Exhibition														
Year	Contemp orary Look				LOL Jr. Women				Summer				EA Room	Art Market
	Associate Artist	Wonders of Winter	Four Acts	EA Show	LOL Jr. Women	Marine Art	Anything Goes	Paint & Sculpt	Pastel Society	NE Landscape	Deck the Walls			
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		\$625	\$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	\$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	\$8,619		\$17,432	\$2,615			\$27,545	\$23,350	\$15,013	\$3,463	
2018	\$12,540			\$15,968		\$25,620	\$2,100	\$16,735		\$19,849	\$15,752	\$20,667	\$1,900	
2019	\$12,962			\$7,350		\$22,289		\$2,675				\$17,914	\$4,154	

Major Exhibitions - Total Pieces Sold														
By Exhibition														
Year	Contemp orary Look				LOL Jr. Women				Summer				EA Room	Art Market
	Associate Artist	Wonders of Winter	Four Acts	EA Show	LOL Jr. Women	Marine Art	Anything Goes	Paint & Sculpt	Pastel Society	NE Landscape	Deck the Walls			
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	7		23	16	9	2	14	33	14	25	
2016	12	1		11		22	14	17	5	17	33	27	12	
2017	19		3	7		33	12	18		27	46	37	11	
2018	13			22		29	13	18		17	39	49	6	
2019	18			21		12	3	3				50	8	

Lyme Art Association Fundraising Report for Board of Directors
August 21, 2019
Submitted by Elsbeth Dowd, Development Manager

Grant Proposals

- **Connecticut Office of the Arts, Supporting Arts Grant.** Up to \$7,000, unrestricted, submitted in June, will hear in September.
- **Connecticut SHPO (State Historic Preservation Office), Survey and Planning Grant.** Submitted application in August for an energy efficiency feasibility study. Will be reviewed by the Historic Preservation Council on September 4 . This is a prerequisite to applying for a Historic Restoration Fund grant for up to \$100,000 for implementation.

Sponsorships

- Thank you to **Suisman Shapiro**, supporting sponsor for Fresh Expressions
- Thank you to **Hallmark Drive-In** for supplying ice cream for the Fresh Expressions Opening Reception
- Thank you to **Chelsea Groton Savings Bank**, supporting sponsor for New England Landscape
- Submitted proposal to Bank of America for Deck the Walls sponsorship. Also requesting renewal of support from Family Hearth and Patio.

Annual Fund 2018-2019

- Annual Appeal to date: \$29,985
- Spring Challenge Goal: \$13,500. Amount raised to date: \$17,420
- Total Annual Fund to date: \$47,405

Membership

- We have an auto-renewal function now available when you join or renew online

Palate to Palette

- Sponsorships Confirmed: at least \$31,575, plus in-kind (\$16,450 received to date)
- We have 14 restaurants confirmed
- Tickets are now on sale for \$75. You can also contribute online as a Patron level sponsor for \$300, which includes two passes to the event.
- Thank you to board members Emily Reynolds, Kim Sapia, Kathy Simmons, Sarah Stifler Lucas, Jay Berryman, Joan Wallace, Paul Sellier, Debbi Goodman, and Steve Ross, and Del Bach for their support! Thank you also to Joan Wallace, Beverly Schirmier, Dave Moore, and Sara Stifler Lucas for auction contributions!

Thank you to all our donors and volunteers!

Building and Grounds Report – August 2019

We are waiting to hear from the State Historic Preservation Office (SHPO) regarding our grant request to fund half of the planning costs (primarily architect's study and recommendations) for the next phase of the renovation project. We expect to hear from SHPO within the next 60 days.

We are current with all projects and normal maintenance programs.

Respectfully submitted, Building & Grounds Committee

Lyme Art Association Education and Activities Report
Submitted for the Board of Directors
August 21, 2019 – By Laurie Pavlos

Workshops

- The July workshops ran near capacity
- One workshop had to be canceled due to low enrollment.
- Instructors and the students were very pleased with the facilities and location, and with well-known instructors, this program should work well for years to come.
- **However**, the Lyme Academy of Fine Art is working to find its new niche, and if their present approach is successful we will have to re-think our workshop program.
- One more workshop this year, in October. Enrollment will determine final workshop profits.

Classes

The studio is booked fairly solid this fall. If all the classes run, the income for classes will be slightly below what was budgeted for 2019. This is largely due to several classes being cancelled last spring due to low enrollment.

	YTD	2019 Projected	2019 Budget
Income			
Workshops	\$39,260	\$42,260	\$34,000
Classes	\$12,347	\$18,907	\$21,000
Lecture	\$690	\$1,400	\$0
	\$52,297	\$62,567	\$55,000
Expense			
Workshops	\$24,521	\$27,116	\$24,000
Studio Equip.	\$1,097	\$1,350	\$1,000
Lecture	\$300	\$500	\$0
	\$25,918	\$28,966	\$25,000
Net Income	\$26,379	\$33,601	\$30,000

Midsummer Festival

- 660 gallery visitors were counted. Outdoor area had lots of activity and attractions.
- An information table was set up in the center of the gallery with brochures, calendars, etc, and the donation bowl. Debbi Goodman and Laurie manned the table and engaged as many visitors as possible,
- \$640 in bowl donations vs last year's \$137
- The tent rental income was \$1,400 vs last year's \$800

Lectures

- September 19, Wendy Swain, sculptures in Central Park.
- October 3 and 10, Bob Potter, art of the American west.
- We continue to work to get the word out to the Old Lyme community – ideas?