



(860) 434-7802 90 Lyme Street, Old Lyme CT 06371 [www.LymeArtAssociation.org](http://www.LymeArtAssociation.org)

**Agenda**  
**BOARD OF DIRECTORS MEETING**  
**November 20, 2019 4:00 pm**

|   |                                |
|---|--------------------------------|
| <b>Call to Order</b>  | Emily Reynolds                 |
| <b>September Meeting Minutes Review and Approval</b><br>Annual Meeting Minutes Review | Emily Reynolds                 |
| <b>Election of Officers</b>   | Katherine Simmons              |
| <b>Treasurer's Report</b>   | John Beatty                    |
| <b>Gallery Report</b>   | Jocelyn Zallinger              |
| <b>APEC Report</b>  | Joan Wallace                   |
| <b>Development:</b><br>Grants<br>Palate to Palette                                    | Elsbeth Dowd<br>Emily Reynolds |
| <b>Building and Grounds Report</b>  | Paul Sellier                   |
| <b>Education and Activities Committee Report</b>                                      | Laurie Pavlos                  |
| <b>Report of Nominating Committee</b>   | Katherine Simmons              |
| <b>Other Business</b>   |                                |

**Adjournment of Meeting**

Next meeting, December 18, 2019, 4:00 pm.



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**Minutes**  
**BOARD OF DIRECTORS MEETING**  
**November 20, 2019 4:00 pm**

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

Emily Reynolds called the meeting to order at 4:05 pm.

**September and October Minutes:** Carrie moved to approve the September board meeting minutes, David seconded. There was no discussion and all voted in favor. Sarah moved to accept the October Annual Meeting Minutes in draft form, Beverly seconded. Laurie noted that Lee commented by email that full board member names should be used; she will make those edits. With that change, all voted in favor of accepting the minutes in draft form.

**Election of Officers:** As chair of the Nominating Committee, Kathy presented Emily Reynolds for President, Harley Bartlett for Vice President, and Beverly Schirmeier for Secretary. She noted that John Beatty has one more year in his term as Treasurer. Jay moved to adopt the slate of officers as Kathy presented and David seconded. There was no discussion and all voted in favor.

**Treasurer's Report:** John presented the report, which is attached. The accounts are good, bills are paid, and we will have a surplus over what is budgeted by the end of the year.

**Gallery Report:** Jocelyn reported that sales have been slow during the past few months. Hopefully the Deck the Walls show will be well received and will have good sales. Gallery sales reports are attached.

**APEC Report:** Joan reported that the committee met last week and developed a schedule for 2021 and worked on ideas for the Brook Gallery (the lower level gallery) for 2020. Some ideas for the Brook Gallery are solo shows for the winners of first prizes, a show of the work from the students/instructors. In 2021 there will be an Associate Artist show, a show contrasting abstract work with realism, Elected Artist, and then from June 18 – August 27 there will be a show displaying borrowed works from the early Lyme Colony artists and displaying them with our current members works that draw inspiration from those works – either from the same subject matter or from the style of painting. Jocelyn and Laurie will meet with Patricia Shippee, who will assist in arranging loans of paintings. The next meeting is scheduled for February.

**Development:** Elsbeth reported that several grant applications are either in the works or have been submitted: a Connecticut Humanities Capacity Building Grant for strategic planning



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(\$8,194) and a Bodenwein Foundation grant for 2020 lecture series (\$1,000). We plan to submit a Connecticut Office of the Arts, Arts Endowment Fund application for general operating support, and we received approval for State Historic Preservation Office Survey and Planning grant. This is a matching grant, up to \$13,000 (for a project budget of \$26,000) for the energy efficiency feasibility study. **Sponsorships:** Chelsea Groton Savings Bank, Family Hearth and Patio, and Liberty Bank will be sponsoring the next three exhibits. We are looking for more exhibit sponsors at all levels. **Annual Fund:** We have sent out this year's appeal and are beginning to get donations. **Palate to Palette:** Emily reported that the net proceeds this year were over \$48,000.

**Building and Grounds Report:** Paul reported that proposals for the energy efficiency feasibility study have been received from three architecture firms, and the award will be made on Friday. The Executive Committee recommends that we move forward with replacing the water treatment system with an entirely new system from Greco and Haines. We have poor water quality and very bad iron staining, and the current system is not effective. The new system will remove all the iron from the water. It will require a drywell to receive the backwash discharge, and required a well recharge test, which has already been completed. The total cost of the test, the drywell, and the new system should come to approximately \$8,500. John moved to allow the expenditure up to \$10,000. Paul seconded. There was no discussion, and the motion passed unanimously.

**Education and Activities Committee Report:** Laurie reported that the studio classes will be wrapping up for the year by mid-December. The workshop schedule for 2020 is nearly complete, and will be advertised in Artists Magazine. The attached report summarizes the income and expenses from the education program for the year. We are expecting to exceed budgeted education income by approximately \$5,000.

**Report of Nominating Committee** Kathy reported that Jocelyn has provided a list of the new Elected Artists from 2018 and 2019 so that the committee can contact the artists, ask their backgrounds and interests, and assess their willingness and their suitability for specific committee and board positions that are or will be open. Kathy stated that she is open to any other suggestions through the coming year. Specifically, we will need a new Treasurer next year, and we are looking to forming a Development Committee, a Lecture Committee, and a Hospitality Committee.

**Other Business:** Jay raised the question of whether the change in the town administration will have any impact on the Association. There was some discussion. Our grants are determined by the Town's Finance Committee, which has fairly consistent membership.

**Adjournment of Meeting:** David moved to adjourn the meeting at 5:15. Sarah seconded and all were in favor.

Next meeting, December 18, 2019, 4:00 pm.

## Profit & Loss Budget Performance

January through October 2019

| Ordinary Income/Expense               | Jan - Oct 18      | Jan - Oct 19      | YTD Budget        | Annual Budget     |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Income</b>                         |                   |                   |                   |                   |
| 4002 · Membership - Dues              | 31,048.37         | 33,050.00         | 31,300.00         | 40,000.00         |
| 4003 · Entry Fees                     | 28,930.00         | 27,495.00         | 28,000.00         | 35,000.00         |
| 4004 · Donations                      | 21,854.38         | 38,230.68         | 33,966.00         | 52,000.00         |
| 4004.10 · Fundraising Events          | 44,453.78         | 51,854.04         | 46,000.00         | 46,000.00         |
| 4005 · Exhibition Rental              | 5,550.00          | 7,100.00          | 7,000.00          | 7,000.00          |
| 4005.5 · Facility Rental              | 4,375.00          | 6,818.00          | 4,500.00          | 5,000.00          |
| 4006 · Misc Sales                     | 3,640.40          | 951.20            | 0.00              | 0.00              |
| 4007 · Education                      | 38,830.00         | 65,947.50         | 55,000.00         | 55,000.00         |
| 4009 · Commissions - Sales of Artwork | 47,039.91         | 39,011.29         | 48,000.00         | 59,000.00         |
| 4011 · In Kind Donations              | 38,407.00         | 7,819.00          | 10,000.00         | 10,000.00         |
| 4100 · Grants                         | 7,000.00          | 9,605.00          | 9,000.00          | 9,000.00          |
| 4200 · Interest & Dividends           | 17,908.43         | 17,503.74         | 17,500.00         | 21,000.00         |
| <b>Total Income</b>                   | <b>289,037.27</b> | <b>305,385.45</b> | <b>290,266.00</b> | <b>339,000.00</b> |
| <b>Gross Profit</b>                   | <b>289,037.27</b> | <b>305,385.45</b> | <b>290,266.00</b> | <b>339,000.00</b> |
| <b>Expense</b>                        |                   |                   |                   |                   |
| 5000 · Education -Class Expense       | 9,901.29          | 30,286.62         | 24,834.00         | 25,000.00         |
| 5300 · Utilities                      | 12,811.04         | 15,750.59         | 15,500.00         | 18,600.00         |
| 5401 · Maintenance-Cleaning           | 5,261.88          | 4,379.55          | 5,418.00          | 6,500.00          |
| 5402 · Maintenance                    | 6,116.68          | 7,717.08          | 5,000.00          | 6,000.00          |
| 5404 · Grounds                        | 5,228.89          | 13,487.10         | 17,000.00         | 18,600.00         |
| 5451 · Office                         | 4,090.54          | 6,663.26          | 4,850.00          | 5,700.00          |
| 5453 · Miscellaneous                  | 336.58            | 983.79            | 416.00            | 500.00            |
| 5461 · Fund Raising                   | 0.00              | 769.66            | 1,200.00          | 1,200.00          |
| 5650 · Insurance                      | 7,931.75          | 12,363.47         | 14,000.00         | 14,000.00         |
| 5701-3 · Gallery Rental Costs         | 0.00              | 56.71             |                   |                   |
| 5701 · Exhibits                       | 15,502.03         | 14,702.97         | 14,300.00         | 17,000.00         |
| 5725 · Postage & Shipping             | 1,374.15          | 2,996.30          | 1,416.00          | 1,700.00          |
| 5751 · Printing                       | 1,415.44          | 433.60            | 1,250.00          | 1,500.00          |
| 5801 · Publicity/Advertising          | 4,877.29          | 7,025.96          | 10,000.00         | 12,000.00         |
| 5802 · In Kind Expenses               | 38,407.00         | 7,819.00          | 10,000.00         | 10,000.00         |
| 5850 · Capital Expenses               | 11,818.07         | 20,259.23         | 20,000.00         | 20,000.00         |
| 5901 · Bank & Credit Card Fees        | 6,722.20          | 9,058.73          | 7,500.00          | 9,000.00          |
| 6500 · Payroll                        | 127,990.98        | 133,593.92        | 137,500.00        | 165,000.00        |
| 6561 · Gallery use expense            | 341.09            | 229.41            | 340.00            | 400.00            |
| 7500 · Other personnel expenses       | 0.00              | 100.00            | 0.00              | 0.00              |
| 8300 · Promotion and Travel           | 790.13            | 704.27            | 2,084.00          | 2,500.00          |
| 8401 · Training                       | 365.00            | 400.90            | 750.00            | 750.00            |
| <b>Total Expense</b>                  | <b>261,282.03</b> | <b>289,782.12</b> | <b>293,358.00</b> | <b>335,950.00</b> |
| <b>Net Ordinary Income</b>            | <b>27,755.24</b>  | <b>15,603.33</b>  | <b>-3,092.00</b>  | <b>3,050.00</b>   |

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 | \$5,961  | \$6,193   | \$18,082 | \$4,470  |          |             |

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   | 12     | 11        | 21      | 6        |          |              |

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    | \$52,898    | \$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      | \$80,235     | \$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     | \$51,540   | \$63,086    | \$87,438    | \$93,399      | \$105,785    | \$119,543.89 | \$122,143.00 |             |              |

| Major Exhibitions - Gross Sales<br>By Exhibition |                    |           |          |               |            |                   |                  |         |               |            |               |                |                |              |                |         |            |
|--|--------------------|-----------|----------|---------------|------------|-------------------|------------------|---------|---------------|------------|---------------|----------------|----------------|--------------|----------------|---------|------------|
| Year   | Contemp orary Look |           |          |               |            | Wonders of Winter | Associate Artist | EA Show | LOL Jr. Women | Marine Art | Anything Goes | Paint & Sculpt | Pastel Society | NE Landscape | Deck the Walls | EA Room | Art Market |
|  | Wonders of Winter  | Four Acts | EA Show  | LOL Jr. Women | Marine Art |                   |                  |         |               |            |               |                |                |              |                |         |            |
| 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            | \$135     | \$9,575  | \$5,485       | \$21,685   | \$3,810           | \$6,295          | \$1,300 | \$7,370       | \$12,250   | \$9,588       |                |                |              |                |         |            |
| 2015   | \$4,925            | \$350     | \$3,810  | \$21,719      | \$21,719   | \$4,192           | \$6,838          | \$1,550 | \$14,165      | \$15,932   | \$6,175       |                |                |              |                |         |            |
| 2016   | \$7,285            | \$650     | \$25,960 | \$7,620       | \$22,612   | \$3,170           |                  | \$3,700 | \$23,370      | \$21,750   | \$7,285       |                |                |              |                |         |            |
| 2017   | \$12,650           | \$2,045   | \$10,370 | \$8,619       | \$17,432   | \$2,615           |                  |         | \$27,545      | \$23,350   | \$3,463       |                |                |              |                |         |            |
| 2018   | \$12,540           |           | \$15,968 | \$4,700       | \$25,620   | \$2,100           | \$16,735         |         | \$19,849      | \$15,752   | \$1,900       |                |                |              |                |         |            |
| 2019   | \$12,962           |           | \$7,350  | \$12,393      | \$22,289   |                   | \$9,125          |         | \$17,542      |            | \$4,917       |                |                |              |                |         |            |

| Major Exhibitions - Total Pieces Sold<br>By Exhibition |                  |                   |                    |           |         |               |            |               |                       |                |              |                |         |            |
|--|------------------|-------------------|--------------------|-----------|---------|---------------|------------|---------------|-----------------------|----------------|--------------|----------------|---------|------------|
| Year   | Associate Artist | Wonders of Winter | Contemp orary 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            | 17                    | 5              | 17           | 33             | 27      | 12         |
| 2017   | 19               |                   | 3                  | 14        | 7       |               | 33         | 12            |                       |                | 27           | 46             | 37      | 11         |
| 2018   | 13               |                   |                    | 12        | 22      |               | 29         | 13            | 18                    |                | 17           | 39             | 49      | 6          |
| 2019   | 18               |                   |                    | 21        | 5       |               | 12         |               | 11                    |                | 21           |                | 63      | 12         |

Lyme Art Association Fundraising Report for Board of Directors  
November 20, 2019  
Submitted by Elsbeth Dowd, Development Manager

**Grant Proposals**

- **Submitted: Connecticut Humanities Capacity Building Grant.** Requested \$8,194 for strategic planning. Award notification first week of February.
- **Submitted: Bodenwein Public Benevolent Foundation.** Requested \$1,000 for our lecture series. Award notification February-March.
- **Planning to Submit: Connecticut Office of the Arts, Arts Endowment Fund.** General operating support. Award notification mid-late February.
- **Update: Connecticut SHPO (State Historic Preservation Office), Survey and Planning Grant.** We have received approval to award the contract to Point One Architects. This grant was for \$13,000 (1:1 match required, total project budget \$26,000) for an energy efficiency feasibility study.

**Sponsorships**

- Thank you to **Chelsea Groton Savings Bank**, supporting sponsor for New England Landscape
- Thank you to **Family Hearth and Patio**, supporting sponsor for Deck the Walls
- A big thank you to **Liberty Bank**, presenting sponsor for Fresh Expressions
- We have several exhibition sponsors currently supporting us at the \$1,000 level, for which we are grateful. We would like to find businesses to co-sponsor at the \$1,000 or \$500 levels, or sponsor at the \$2,000 level, especially for the Marine Show.

**Annual Fund 2019-2020**

- We have sent out the annual appeal and are starting to get responses.

**Palate to Palette**

- Thank you again to all the committee members, volunteers, sponsors, donors, and guests who made this wonderful event such a great success. The net proceeds this year were \$48,140. This is an increase of more than \$5,000 from the prior year.
- Save the date for **October 15, 2020!**

*Thank you to all our donors and volunteers!*

## Building and Grounds Report – November 2019

There are three important items to report this period.

- (1) We have been awarded a planning grant from SHPO. This grant will fund approximately half of the projected architectural costs in connection with the master plan update.
- (2) With the assistance of SHPO, five architect firms were selected to receive Request for Proposals. Three responded. After careful review we have informed SHPO of our decision and are awaiting their approval (the grant is conditioned upon SHPO approval of the architect).
- (3) We recently had the water filtration system tested by a specialist. The current system is not able to adequately filter the iron content from the water. We received a proposal to permanently fix the iron content problem. The next step is to conduct a well recovery test. The total cost to test the well recovery rate and install a proper filtration system will range between \$6,500 and \$8,500. The high end includes a new pressurized storage tank, which likely will be required. The installation of a dry well is also necessary to handle the drainage of the filtration system, as such is now required by code. We will not know the exact requirements or cost until the testing is completed. The Buildings and Grounds Committee, Executive Team and Executive Committee members believe this is a necessary action to enable a permanent fix for what has been an ongoing problem for the past many years.

A few maintenance items were completed since the last meeting and currently all is in order.

Respectfully submitted, Building & Grounds Committee



## Education and Activities Report for Board of Directors

November 20, 2019

Fall classes are all in progress or wrapping up. The studio is largely rented, and two classes are being run in the Goodman Gallery while others are taking place in the studio. All classes had enough enrolled this time to be charged full rent.

The high school scholarship class ran for 10 weeks and was well received and productive. The students will be assembling an "Eight Artists In Progress" exhibit in the round gallery on the lower level. They will be encouraged to invite friends and family to their reception, which will be concurrent with the Deck the Walls reception.

The 2020 workshop year is nearly planned, with workshops by Amaya Gurpide, Peter Van Dyck, Kathleen Speranza, Karen Israel, Neal Hughes, and Hollis Dunlap. We will be in the March issue of Artists Magazine as well as their online workshop listing.

The Fall Lecture series with Wendy Swain and Bob Potter received good publicity in the local paper, which drew a number of attendees who had never been in the Gallery! This is one of the things we hope for and will continue to seek. Attendance was around 25 people for each lecture – we hope for more.

### Education Financial Report

|                   | 2019<br>Jan - Oct | 2019<br>Projected | 2019<br>Budget  |
|-------------------|-------------------|-------------------|-----------------|
| <b>Income</b>     |                   |                   |                 |
| Workshops         | \$41,085          | \$41,085          | \$34,000        |
| Classes           | \$18,847          | \$20,700          | \$21,000        |
| HS Prog pledge    | \$5000            | \$5000            |                 |
| Lecture           | \$960             | \$960             | \$0             |
|                   | \$65,622          | \$67,745          | \$55,000        |
| <b>Expense</b>    |                   |                   |                 |
| Workshops         | \$27,011          | \$27,011          | \$24,000        |
| Studio Equip.     | \$1128            | \$1,428           | \$1,000         |
| High School Prog  | \$1554            | \$2,900           |                 |
| Lecture           | \$550             | \$550             | \$0             |
|                   | \$30,287          | \$31,889          | \$25,000        |
|                   |                   |                   |                 |
| <b>Net Income</b> | <b>\$35,375</b>   | <b>\$35,856</b>   | <b>\$30,000</b> |