



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

BOARD OF DIRECTORS MEETING August 19, 2020, 4:00 pm, by videoconference

Board members present: Jay Berryman, Carrie Walters, Serena Bates, Lisa DeFilippo, Katherine Simmons, Del Bach, Beverly Schirmeier, Harley Bartlett, Emily Reynolds, Gayle Asher, Dave Moore, Maura Cochran, Paul Sellier, Michael Centrella

Board members absent: Kim Sapia, John Beatty, Sarah Stifler Lucas

Staff present: Laurie Pavlos, Jocelyn Zallinger, Elsbeth Dowd

Emily Reynolds called the meeting to order at 4:00 pm.

July Meeting Minutes: Serena moved to accept the minutes as presented, Harley seconded. All were in favor.

Treasurer's Report: In John's absence, Paul reported that July was a good month considering the challenges of operating during COVID. He reported that membership is up, donations are at budget and that commissions look good. The CARES grant came in in July, amounting to \$3,000. Regular income is lower than budgeted, but expenses have been held way down. The \$36,000 net income is due to the CARES grant and Payroll Protection Program forgivable loan. Treasurer's report is attached.

The combined investment portfolio is at 867,000, which is similar to its value at the end of 2019 and consistent with general market. The Investment committee will be meeting this coming Friday.

Gallery Report: Jocelyn reported that the sales from the Marine show were better than expected (see Gallery sales chart) and that the new shows, *Point of View* and *Animal Kingdom*, are already installed and will be ready for the public on Friday. Jurying for these shows went smoothly and each juror will award the prizes by viewing the artwork in person. The process of entering the exhibitions on our website has some glitches but that she is confident that they can be worked through.

Elected Artist Candidates will be screened in person, and their work will be hung for in person voting, but also posted in the website so that voting can be done virtually this year.

Development: Elsbeth reported that we have applied for the CT Supporting Arts Grant and that we will find out if we get it next month. She is grateful to Chelsea Groton for sponsoring the *Animal Kingdom* and *Elected Artist Show*.

Elsbeth reports that she has been busy with the strategic planning process, compiling the survey results. She is working on the Fall Fundraiser which will be an online event with a raffle or online auction. The Florence Griswold Museum is having an online benefit and Elsbeth will be consulting with Matt Strelkel to see how that is going. Details to come!



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Building and Grounds Report: Paul reported that the new sink has been installed in the studio, and that some major growths of poison ivy have been killed.

Education and Activities Committee Report: Laurie reported that she has been in contact with instructors who have plans to teach this fall. The class size will be limited. There was a discussion of air quality and safety considerations in the studio. There were recommendations that a waiver be prepared for students and instructors to sign. Laurie will work with Jay on this.

Plein air: Maura reported that Plein air starts again on Aug. 31st and she is happy with the schedule of five different properties to paint. She will run the first 3 sessions in the early evening and then later in the schedule the group will go back to painting in the morning. They will decide late in Sept as to whether they want to continue into October.

Strategic Plan: Maura reported that the information gathering phase of surveys and interviews is nearly complete. The various groups of data will be compiled and used during the board workshops to work through the steps toward establishing a strategic plan. The board will be asked to participate in two, two-hour online workshops: one on September 23 from 3 - 5 pm, and one on October 15, 3 - 5 pm. We will be asking the board members to carefully read through the summary report to prepare for the workshops.

Report of Nominating: Kathy reported that the annual meeting will be Wed Oct 21st at 5:30. Notice to voting members needs to go out at least 2 months in advance. Jay moved to authorize Laurie to send meeting notification letter stating date, time, and that the meeting will be held online or in person, details to follow. Dave seconded. All were in favor. The board slate will be voted on during the September meeting, and then go out to the voting members along with the Annual Meeting Agenda.

Considering succession of the outgoing officers, the following members have been put forward (with their agreement): Harley Bartlett – President; Beverly Schirmeier- Vice President; Michael Centrella -Secretary; Paul Sellier - Treasurer. The officers will be elected by the board during the November Board meeting.

Other Business: Maura brought up the Neighborhood Assistance Act tax credit program and asked members if they have connections to any C Corporations that might be able to participate in the program. There is a short timeline for lining up corporations. The window closes end of September.

Beverly moved to adjourn the meeting at 5:00, and Dave seconded the motion. All were in favor.

Next meeting, September 16, 2020, 4:00 pm.

Lyme Art Association
Treasurer's Report
January through July 2020

	<u>Jul 20</u>	<u>Jan - Jul 20</u>	<u>Jan - Jul 20</u> Budget	<u>Jan - Jul 19</u>
Ordinary Income/Expense				
Income				
4002 · Membership - Dues	2,150.00	23,790.75	23,100.00	22,350.00
4003 · Entry Fees	365.00	14,641.00	18,300.00	17,230.00
4004 · Donations	8,339.00	35,089.30	36,820.00	34,476.50
4004.10 · Fundraising Events		3,050.00	19,950.00	19,843.18
4005 · Exhibition Rental	1,700.00	4,400.00	5,400.00	6,800.00
4005.5 · Facility Rental	-550.00	1,833.45	5,250.00	6,318.00
4006 · Misc Sales	32.00	122.51	750.00	668.28
4007 · Education	-2,872.85	5,381.67	39,090.00	51,072.50
4009 · Commissions - Sales of Artwork	4,445.13	23,114.99	26,000.00	29,587.61
4100 · Grants	3,000.00	14,844.00	9,600.00	9,605.00
4200 · Interest & Dividends	1,750.00	12,254.73	12,250.00	12,251.57
Total Income	<u>18,358.28</u>	<u>138,522.40</u>	<u>196,510.00</u>	<u>210,202.64</u>
Gross Profit	18,358.28	138,522.40	196,510.00	210,202.64
Expense				
5000 · Education -Class Expense		347.35	16,600.00	26,059.24
5200 · Professional Services	37.22	648.88	7,000.00	0.00
5300 · Utilities	1,363.02	8,216.56	10,875.00	11,748.37
5401 · Maintenance-Cleaning	623.90	2,333.90	3,115.00	2,751.63
5402 · Maintenance	311.55	3,198.60	5,300.00	7,448.11
5404 · Grounds	405.00	3,072.68	8,800.00	10,633.56
5451 · Office	165.07	3,472.79	4,110.00	4,808.20
5453 · Miscellaneous		148.47	700.00	983.79
5461 · Fund Raising		0.00	750.00	769.66
5650 · Insurance	1,712.25	11,354.60	10,200.00	9,990.32
5701 · Exhibits	345.26	6,620.70	11,110.00	10,159.38
5725 · Postage & Shipping	385.00	887.95	1,100.00	1,147.67
5751 · Printing		406.50	0.00	0.00
5801 · Publicity/Advertising	439.45	4,058.61	5,000.00	5,716.54
5850 · Capital Expenses		0.00	20,000.00	20,259.23
5901 · Bank & Credit Card Fees	498.53	4,188.03	6,280.00	6,779.54
5902 · Interest		-0.55	0.00	-0.56
6500 · Payroll	16,807.06	84,458.85	97,420.00	88,071.49
6561 · Gallery use expense		0.00	230.00	229.41
6800a · Scholarships		1,500.00	1,500.00	0.00
7500 · Other personnel expenses		0.00	0.00	100.00
8300 · Promotion and Travel		388.52	1,400.00	510.00
8401 · Training	10.25	117.75	600.00	350.90
Total Expense	<u>23,103.56</u>	<u>135,420.19</u>	<u>212,090.00</u>	<u>208,516.48</u>
Net Ordinary Income	-4,745.28	3,102.21	-15,580.00	1,686.16

**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	\$5,065	\$29,498	\$152,237
2020	\$29,361	\$4,865	\$750	\$3,795	\$1,400	\$7,965	\$15,156	\$11,973	\$8,335	\$18,313	\$6,498		

**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	26	8	55	232
2020	34	6	2	3	3	9	13	11	8	33	12		134

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	\$51,540	\$63,086	\$87,438	\$93,399	\$99,592	\$117,674	\$122,739	\$152,237	\$152,237
2020	\$29,361	\$34,226	\$34,976	\$38,771	\$40,171	\$48,136	\$63,292	\$75,265	\$83,600	\$101,913	\$108,411		