



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

AGENDA
ANNUAL MEMBERSHIP MEETING
Wednesday, October 13, 2021, 5:30 pm

Light refreshments will be served at 5:00 pm, prior to the meeting.

Call to Order, President's Remarks	Harley Bartlett, President
2020 Annual Meeting Minutes Review & Approval	Harley Bartlett, President
Executive Director's Remarks	Laurie Pavlos, Executive Director
Treasurer's Report	Paul Sellier, Treasurer
Investment Committee Report	Steven Ross, Committee Chair
Strategic Planning Team Report Bylaws Revision Formation of Membership Benefits Review Task Force	Maura Cochran, Committee Chair
Election of Directors	Katherine Simmons, President
Audit Committee Report	John Beatty, Chair of Audit Committee
Artistic Policy and Exhibition Committee Report	Beverly Schirmeier, Interim Chair
Building and Grounds Report	Paul Sellier, Chair, Building and Grounds
Development Report Annual Fund Capital Campaign Grants Palate to Palette Gala	Elsbeth Dowd, Development Manager
General Operations Membership Web/Social Media Presence Education/Activities Gallery Sales	Laurie Pavlos, Executive Director Elsbeth Dowd, Development Manager Mary Mellot, Ed/Act Committee Chair Jocelyn Zallinger, Gallery Manager
Other Business	
Final Remarks, Thank You's	Laurie Pavlos, Executive Director
Adjournment of Meeting	Harley Bartlett, President



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

Annual Membership Meeting

October 13, 2021

Members Present: Thomas Adkins, Dr. Anne Bingham Pierson, Susan Termyn, Donna Gilberto, Angie Falstrom, John Beatty, Steven Ross, Jack Montmeat, Del-Bourree Bach and Rich Nazzaro.

Board Members Present: Harley Bartlett, Serena Bates, James Berryman, Michael Centrella, Maura Cochran, Debbi Goodman, Sarah Lucas, Kim Sapia, Erin Schaaf, Beverly Schirmeier, Paul Sellier, Katherine Simmons, and Carrie Walters.

Staff Present: Laurie Pavlos, Jocelyn Zallinger, Elsbeth Dowd, Ann Chan and Sara Drought Nebel

Call to Order: Harley Bartlett, president, called the meeting to order at 5:34 pm. Harley thanked Laurie Pavlos, executive director, the LAA staff, all the members of the board, and the executive committee for their tremendous efforts this year. This year the Association formed a development committee, completed a Strategic Plan, and started our Save the Skylights campaign. Harley also thanked Emily Reynolds for all she did for LAA before having to step down as president.

2020 Annual Meeting Minutes Review and Approval: Sarah Lucas made a motion to accept the minutes as written, Beverly Schirmeier, Vice President, seconded. All voted in favor.

Executive Director's Report: Laurie thanked her staff for working hard and adapting through all the changes caused by the continued pandemic. We have had a strong year, with many sales. Funds received through the CARES Act helped us bridge the gap in the budget caused by the pandemic, and we are now back "running on all cylinders." Our in-person events have returned, fall classes have resumed along with a full lecture series that Sara Nebel scheduled and organized. This year we celebrated our 100th anniversary on August 7, with a wet paint event with 30 artists participating, a Tea Day full of community activities, and a donor appreciation celebration, the Centennial Frolic, for Save the Skylight contributors. Laurie thanked the archive committee for all their work in preparation for the Centennial, including the beautiful banners that are still hanging in the Cole gallery. Laurie asked all those present at the meeting consider volunteering if they do not already.

Treasurer's Report: Paul Sellier, treasurer, reminded all that our operations are still being influenced by COVID. He reviewed the income/expenses chart and stated that the paycheck protection program (PPP), helped fund operations. Annual Appeal donations were nearly \$30,000 lower than the prior year as there was no spring challenge this year. Instead, we concentrated our spring fundraising efforts on the Save the Skylight capital campaign. We are on a record pace for sales. Laurie thanked Paul for all the work he does in and around LAA, he wears many hats and stays very busy.

Investment Committee Report: Steven Ross, chair, went over the highlights of his report that was also in the meeting packet. Investments were transferred from Sky Investment Group to UBS Financial Services. The portfolio had a 5.29% return net of fees from the UBS start date, January 25th, 2021, through September 30th, 2021. There were no contributions from the operating fund to the endowment this year as we are concentrating on our capital campaign fundraising efforts.

Strategic Planning Report: Maura Cochran, the chair of the strategic planning committee, thanked the committee members. She went over the bylaws change in the meeting packet, which came out of the strategic planning survey. The proposed change is for clarity and rewords the mission of the organization as follows: *“To promote and cultivate an appreciation for representational fine art by holding art exhibits, conducting educational programs for the benefit of its members and the greater community and by owning, maintaining, and preserving an historic building and galleries in Old Lyme, Connecticut.”*

Maura asked for a motion to adapt the new proposed bylaw change for Article 1 Section 2 Purpose. Kathy Simmons made the said motion, which was seconded by Beverly Schirmeier. All voted in favor. Maura went over some of the strategies, and actions taken from the survey plan. There was an Associate Artist pizza party and a first issue of the newsletter that Kathy published with help from her committee. Maura brought up one of the goals of enhanced benefits for artists. Laurie elaborated that there is a subcommittee forming now to look at our membership levels and benefits and we are looking for participation on this committee, please get in touch with Laurie if you can be on this committee. Maura also took note of our young artists’ exhibit that took place this summer, our evening classes, videos of lectures and workshops on our website, the formation of a development committee, and collaboration with community organizations to promote our art, all stemming from the strategic plan survey. Maura is coordinator of a 60-member plein air group, and she sends out a spreadsheet to four or five other art societies every week, further collaborating with other art groups.

Election of Directors: Kathy Simmons, chair of the nominating committee, reviewed the slate of directors that was included in the meeting packet. The slate we are nominating is made up of fifteen individuals. Kathy introduced Erin Schaaf who was appointed during the year and is standing for election in her own right. Kathy also talked about another new nominee, Margaret Jane “MJ” DeRisio. MJ is retired from the financial services industry, has worked in development at Lyme Academy of Fine Art and is now a realtor. If elected we would have fifteen members on the board, nine of whom are elected artists, well above our bylaws criteria. Maura made a motion to accept the slate as proposed. Anne B. Pierson, seconded, all voted in favor, none opposed, motion passed.

Audit Committee Report: John Beatty went over his printed report included in the packet. This year the audit committee focused on internet security. The committee was pleased with what they found. Each of 6 computers at LAA are backed up nightly on Idrive and are password protected. Many of the programs in use have additional security. The QuickBooks program is on one computer and there is nothing online with our QuickBooks. Email security is up to everyone. There is cybersecurity insurance that Laurie and the board should discuss and see if it is worth having for LAA.

Artistic Policy and Exhibition Committee Report: Beverly Schirmeier, vice president and the interim APEC chair, stated that the committee is made up of thirteen members: eight Elected Artists and five Associate Artists. APEC was meeting four times a year but now will be meeting monthly, since the committee was given additional responsibility to implement a portion of the strategic plan. As always, they create the exhibition calendar, recommend jurors, deal with issues that come up with procedures and policies and manage the election process of the Elected Artists. In addition, the committee now is expanding our membership activities by bringing the artists together for social events. Watch for new artist gatherings in 2022, among them a cocktail party to be scheduled for the newly Elected Artists. Beverly concluded by thanking everyone who has served and continues to serve on the APEC committee and especially Joan Wallace who has chaired the committee for many years.

Building & Grounds Report: Paul said everything is in reasonably good condition. The building was power washed in the spring and the driveway was recently regraded. We are moving toward a realistic timeline to get the next phase of the renovation started. We expect continued support from the State

Historic Preservation Office (SHPO) and they recently approved a \$20,000 planning grant for the “Save the Skylights” phase. Jack Montmeat complimented the power washing of the building

Development Report: Elsbeth Dowd, applauded the tremendous community support during this difficult time. She stated all the highlights could be found on her printed report. Palate to Palette is next week, and she thanked Debbi, Kim and Erin who have worked so hard on this year’s event. Safety protocols have been put in place for this year’s event. We are nearly sold out and we have had a lot of support from our sponsors and restaurants and donors. Thank you to Del-Bourree Bach for providing the artwork that was on the invitation and to all the artists who have contributed to the silent auction. The Annual Appeal did very well and raised more than \$35,000. There was no spring challenge as we focused on the capital campaign. To date, \$193,368 have been raised for “Save the Skylights.” Elsbeth thanked the Development committee members, Harley, Paul, Bob Potter, Maura, Nancy Vineburgh, and MJ DeRisio. Elsbeth also thanked some of our very generous individuals and corporations who have made major gifts in the past 12 months; David Kelsey, Caroline Walters, Anne Bingham Pierson, Essex Savings Bank, Lee and Michele Mergy, John Beatty, Elinor Boyd, Debbi and David Goodman, Eversource Energy, Paul Sellier and Neil Ruenzel. Elsbeth also commented that we have a tremendous base of mid-level donors and wonderful volunteers.

General Operations Report: Laurie started by saying our membership is around 800 members. We have 90 Elected Artists and 240 Associate Artists. This year we welcomed 96 new regular members and 4 new Elected Artists. Elsbeth and Ruthie work on our social media presence. We continue to send out our biweekly e-newsletter and we now have over 4,200 emails on our email list with about a 33% open rate (very high). Additionally, we have an active Facebook and Instagram feed. We have been posting our lecture videos on our website along with all our accepted pieces for shows. On the education and activities side, Joann Ballinger started up her monitored group again in March. Maura’s plein air group started meeting again in the gallery on Monday mornings. We had many workshops and demos in the spring. We have an evening class running now, a full slate of classes for the fall, and a number of workshops and lectures.

Gallery Report: Jocelyn reported that gallery sales have been very strong this year. So far this year we had 11 exhibits and sold 202 pieces totaling \$134,000. We still have three exhibits remaining this year. *Deck the Walls* is next with the *Hands on the Land* and Polly Seip will have her work on exhibition in the Mile Brook gallery. It’s been a very busy year.

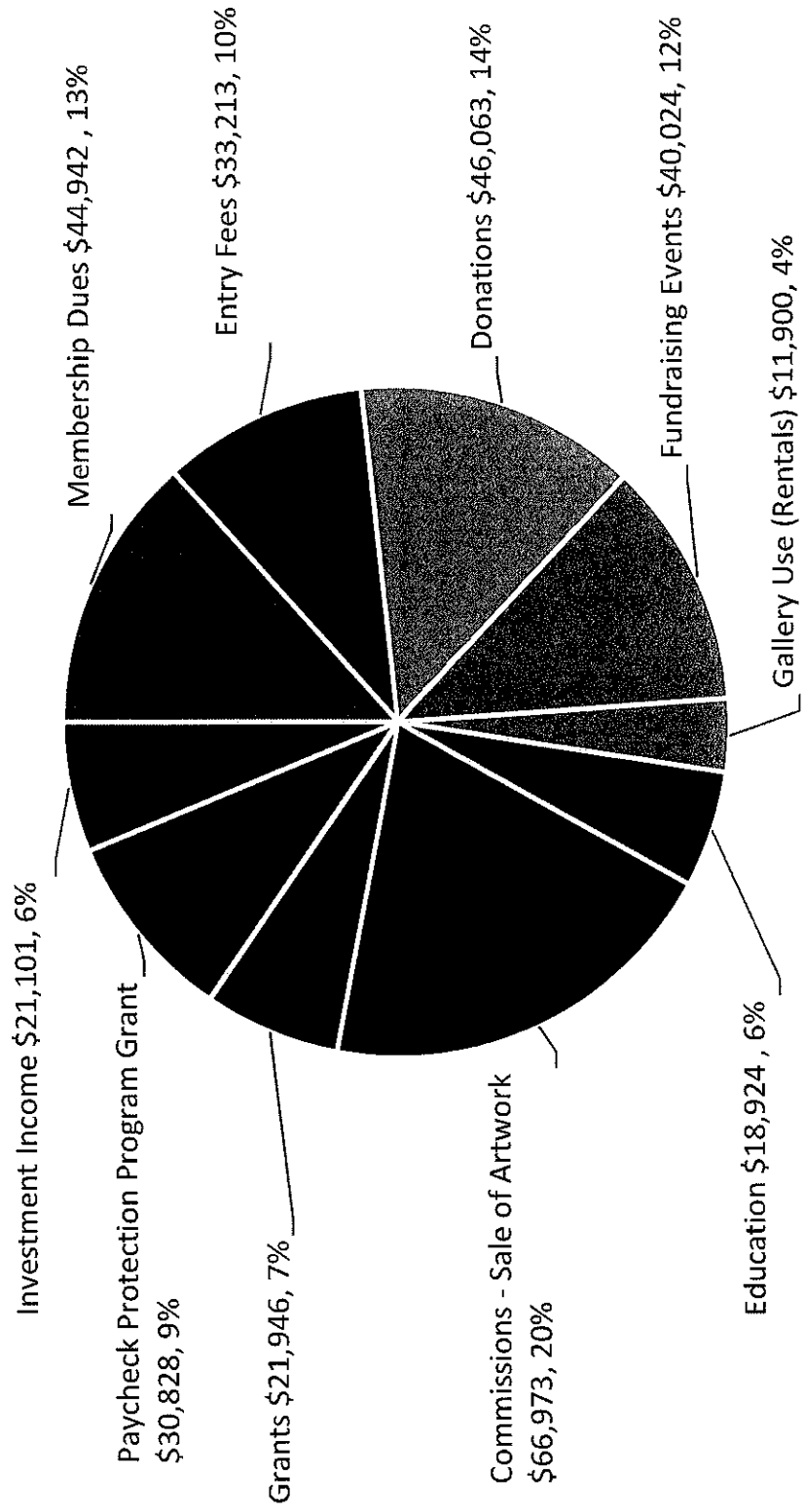
Other Business: John Beatty asked if there has been any consideration to change from a two year to a three-year term to serve on the board? Also, why aren’t committee members allowed to vote? Harley encouraged John and Steven to write their suggestions and forward to Laurie for the membership subcommittee to put on their agenda

Final Remarks and Thank Yous: Laurie gave thanks and acknowledgement to the 3 directors who tonight have reached the final term on the board. Jay Berryman, Caroline Walters, and Kim Sapia have all made significant contributions to LAA and they plan to continue to volunteer in important roles. Harley wanted to mention in closing that he was very pleased with the first edition of the e-newsletter and he would encourage anyone to share any stories they have to contribute to the next addition, get in touch with Katherine Simmons or email newsletter@lymeartassociation.org.

Adjournment of Meeting: Sarah Lucas made a motion to adjourn, it was seconded by Kathy, motion passed. Meeting adjourned at 6:45pm.

Lyme Art Association
Income

October 1, 2020 through September 30, 2021
\$335,914

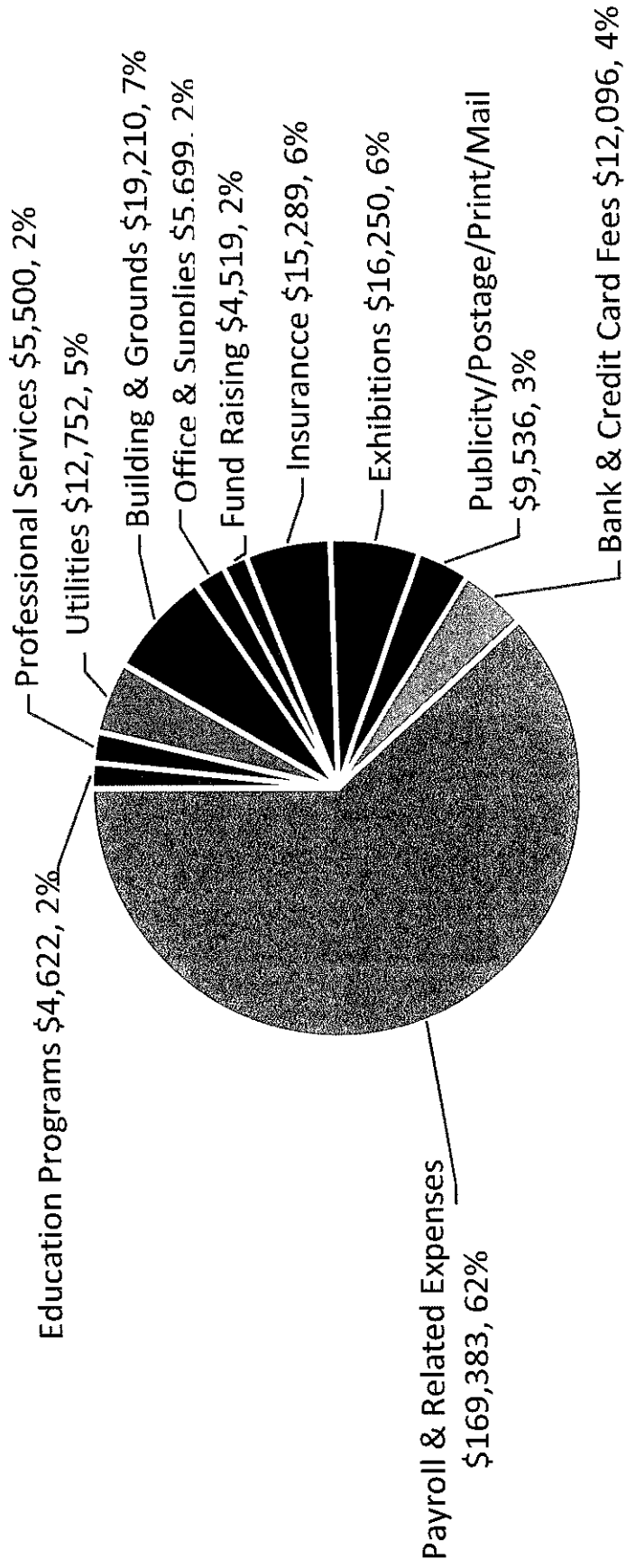


Lyme Art Association

Expenses

October 1, 2020 through September 30, 2021

\$274,856



Investment Committee Report
2021 Annual Meeting

Investments consist of three discrete portfolios - Foster Caddell, Cooper Ferry and Unrestricted Funds. The aggregate market value of these portfolios totaled approximately \$991,000 on September 30, 2021.

LAA has engaged UBS Financial Services, Inc. to manage our portfolios. UBS replaced SKY Investment Group in December 2020. The decision to change managers was based on the Investment Committee's recommendation to the Board, with the objective to increase the diversify of holdings and reduce overall portfolio risk.

Investments are allocated 70% to equities and 30% to fixed income. It is the objective for the portfolios to remain fully invested and cash balances are minimal. The equity portion of holdings consists of several mutual funds and ETFs (Exchange Traded Funds) that track certain sectors of the domestic and international markets. The allocation to fixed income includes a handful of legacy bonds that have attractive yields and several mutual funds that are designed to track the general market.

There have been no contributions to the portfolios this year and none are expected given our fundraising efforts for building renovations. The portfolio generates about \$21,000 in annual dividend and interest income. Investment income is transferred to LAA's operating account monthly. Investment management fees are paid quarterly. The investment manager charges 85 basis point (0.85%) to manage our assets versus an industry standard 1% for a portfolio this size.

The portfolio had a return of 5.29% net of fees from inception (January 25, 2021) through September 30, 2021. January 25 was the date which UBS had substantially completed the required portfolio repositioning as outlined in LAA's Investment Policy Statement. LAA's investment return compared favorably to the benchmark return of 4.94%.

UBS recently reviewed with us economic conditions and maintained its positive view for the equity markets. The impact from the Delta variant is likely transitory and should have no material impact on corporate earnings. Interest rates are likely to rise once supply chain distribution channels improves. Central Banks will continue to provide liquidity and support to the markets.

In summary, UBS will maintain the current management approach and look for opportunities to add to return potential without additional risk. The portfolios are compliant with the Investment Policy Statement.

Respectfully submitted,
Steven Ross (Chair), Michael Centrella, Paul Sellier



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

Proposed Bylaws Change

Based on discussions during the strategic planning process completed in 2020, the board of directors proposes the following change to the Lyme Art Association bylaws in order to clarify and make more precise the mission of the Association. Following adoption at the annual meeting in October, the mission of the corporation will be revised in the State of Connecticut records.

EXISTING

ARTICLE I: TITLE, DESCRIPTION, PURPOSE, & GOVERNANCE

Section 1 Title and Description

The Lyme Art Association, Incorporated is referred to in these bylaws as the "Association" or the "LAA". The Association is a Connecticut non-stock, non-profit, corporation, tax exempt under Section 501(c)(3) of the Internal Revenue Code. The principal office shall be in the Town of Old Lyme, Connecticut.

Section 2 Purpose

To advance the cause of representational Fine Arts by owning, maintaining, and preserving an historic Gallery in the Town of Old Lyme, Connecticut, holding Art Exhibitions, and conducting educational programs for the benefit of the local community and general public; and in doing so, to receive and apply funds exclusively for charitable, religious, scientific, literary, or educational purposes under Section 501 (c) (3) of The Internal Revenue Code.

The strategic plan of the Lyme Art Association may be found on the LymeArtAssociation.org website under the "About Us" tab found at the top left. <https://lymeartassociation.org/about-us/strategic-planning/>

PROPOSED

ARTICLE I: TITLE, DESCRIPTION, PURPOSE, & GOVERNANCE

Section 1 Title and Description

The Lyme Art Association, Incorporated is referred to in these bylaws as the "Association" or the "LAA". The Association is a Connecticut non-stock, non-profit, corporation, tax exempt under Section 501(c)(3) of the Internal Revenue Code. The principal office shall be in the Town of Old Lyme, Connecticut.

Section 2 Purpose

To promote and cultivate an appreciation for representational fine arts by holding art exhibitions, conducting educational programs for the benefit of its members and the greater community and by owning, maintaining, and preserving an historic building and galleries in Old Lyme, Connecticut; and in doing so, to receive and apply funds exclusively for charitable, religious, scientific, literary, or educational purposes under Section 501 (c) (3) of The Internal Revenue Code.



Lyme Art Association, 90 Lyme Street, Old Lyme CT 06371

2021 BOARD OF DIRECTORS SLATE

Nominated for Election for a two-year term 2021-2023

Name	Brief bio and current Committees/Offices served
Harley Bartlett	Harley is an Elected Artist and President of the Association. A landscape painter and commercial muralist, he serves on the Building and Grounds and APEC Committees. Harley lives in Hope, RI. (Second Term)
Debbi Goodman	Debbi is an Associate Artist who lives in Westbrook. She serves on APEC and is co-chair of the Palate to Palette Committee and has served previously on the LAA board. Debbi took on the task of making our entrance look beautiful in all seasons and does a wonderful job! (First Term)
Erin Schaaf	Erin is an Old Lyme resident who is active within the community via the schools, sports, and Lymes Youth Services Bureau. Her education and interest is in art history and has curatorial, restoration and design experience. She has served actively on the Palate to Palette committee for the past three years and served on the Centennial Frolic planning team. (First Term)
Beverly Schirmeier	Beverly is an Elected Artist and Vice President of the Association. She serves on the Strategic Planning Committee. She is a retired SNET manager in human resources, marketing, and communications. (Second Term)
Katherine Simmons	Katherine is an Elected Artist and retired Human Resources executive who lives in Glastonbury. She chairs the Archive and Nominating committees and donates her graphic design services. Katherine served as President of the board from 2009 through October 2019. (First Term)
Margaret DeRisio	Margaret (MJ) retired from the financial services industry to Old Lyme, worked in development at the Lyme Academy of Fine Art and now as a realtor. She has served on the board of directors at the Klein Theater in Bridgeport. MJ plans to serve on the Development committee. (First Term)

Directors currently serving on the Board of Directors.

Name	Brief bio and current Committees/Offices served
Serena Bates	Serena manages a small business and maintains her art studio in Westerly, RI. She is an Elected Artist whose principal mediums are clay, bronze, and stone. She serves on the Education and Activities Committee. (Second Term)
Michael Centrella	Michael is an Elected Artist and serves as Secretary. Prior to his art career, he was a Yale University professor who served on review boards, managed grant proposals, and wrote over 150 articles. Michael lives in Cheshire, CT. (First Term)

Maura Cochran	Maura is an Associate Artist who lives in Essex CT. She leads the LAA Members Plein Air Painting group and is chair of the Strategic Planning Committee. Maura is a principal at real estate brokerage firm. (First Term)
Lisa DeFilippo	Lisa has owned and managed a retail business. She is an Elected Artist who is active in the development of LAA classes and workshops. She serves on the Education and Activities Committee and has been involved in producing Art Expo. (Third Term)
Sarah Stifler Lucas	Sarah is an Elected Artist with decades of experience teaching and mentoring art students. Sarah co-chaired the Centennial Day committee and serves on the Artistic Policies and Exhibitions Committee (APEC). (Third Term)
Mary Mellot	Mary is an Elected Artist and serves on the Education & Activities Committee. After a career in advertising and education, she now focuses on portrait drawing and oil painting and is a frequent volunteer, teacher and studio monitor at the Association. (First Term)
David Moore	David is an Associate Artist and chair of the Swing for Art Golf fund-raiser. He is a retired publishing executive with extensive marketing experience. (Third Term)
Paul Sellier	Paul serves as Treasurer and chairs the Building and Grounds Committee. He also serves on the Development and Investment Committees and works with the staff concerning budget planning and oversight. Paul is a retired investment manager who lives in Old Lyme. (Second Term)
Joan Wallace	Joan is an Elected Artist who serves on APEC and the Palate to Palette Committee. She is a retired social worker and school psychologist who lives in Centerbrook. (Second Term)

Outgoing Board Members

Name	Brief bio and current Committees/Offices served
James Berryman	James is an attorney at Suisman Shapiro Attorneys at Law. He served on the Palate to Palette Committee and acted as the Board's legal advisor.
Kim Sapia	Kim co-chairs the Palate to Palette committee and served on the Centennial Frolic planning team. She plans to continue to serve on the Palate to Palette committee. She is a mother of three young children and lives in Old Lyme.
Caroline Walters	Caroline served as the chair of the Second Century Capital Campaign Committee and her generosity and tireless work were critical to accomplishing the first phase of the renovation. Carrie plans to continue to help with exhibitions and serve on the Building & Grounds Committee. She is a retired executive who lives in Lyme.

Lyme Art Association

Report of the Audit Committee - 2021

This year the Audit Committee chose to look at cyber security and the protection of Lyme Art Association's computer system. We want to be sure the "best practices are being followed."

Best practices include the security of our computers including password security, wi-fi, backup (both local and offsite), protection of sensitive account information, and email security.

- The six LAA computers are linked to each other and our external hard drive by a local wi-fi network. The access to the wi-fi is password protected, but if someone other than an employee wishes to access the internet while at the LAA he/she is given the password. We suggest a separate "guest" wi-fi network be set up for those individuals. The cost would consist of the time an IT technician would spend in the set-up. There are no ongoing costs.
- Each of the computers is backed up to the cloud nightly using IDrive. In addition, local back-ups of Giftworks and QuickBooks are made at least weekly. This practice should continue.
- All computers are password protected at the desktop level, and some of the individual programs have additional passwords. Consideration is being given to periodically changing access passwords.
- The entire system is protected from viruses and malware by Malwarebytes Premium and the Microsoft Windows 10 program.
- The most sensitive information stored in our systems is in the QuickBooks payroll program. LAA's ID and employee social Security numbers reside there. As stated, QuickBooks has its own password, and no internet activity is conducted through QuickBooks. Those numbers should be safe.
- Online payments to LAA are done through PayPal. PayPal receives funds, protects the payors account information, and on a weekly basis, funds are transferred to Essex Savings Bank and the transactions are downloaded. LAA does not have payor's account information.
- Email security consists of individual vigilance and caution. As all or most of us know, if it doesn't feel right, don't open any links. This is the one area that the outside IT consultant warned is a potential weak link in any system. All users must be aware of potential phishing issues.

Respectfully submitted by the Lyme Art Association Audit Committee: John Beatty (chair), Paul Sellier, Nick Salerno, Gayle Asher

Building & Grounds Committee Report
Annual Meeting – October 13, 2021

Building & Grounds activity was relatively quiet as we continued to work through the impact of Covid-19. All annual service contracts were renewed and 2021 servicing has been completed without issue. HVAC and mechanicals continue to operate efficiently and without problems. We repaired and repainted the gallery walls during the winter break. Also, we changed all interior locks for safety and security.

The major exterior project was to power wash the building. The siding looks like new. Additional stone was installed, and the parking lot surface was regraded. The “nix the knotweed” team made additional progress with hands on management of the wetland and embankment areas of LAA’s property.

We continue to work with the State Historic Preservation Office (SHPO). They recently approved a \$20,000 planning grant for the “Save the Skylights” phase of our continued building renovation. This grant will allow us to proceed with our architect (Point One, Old Lyme) to develop detailed drawings and specifications for energy efficient skylights and laylights. We hope to go to bid early next year and have the work completed by the end of 2022. Much will depend on the success of our fundraising efforts.

Finally, we are happy to have welcomed Michael Greene to the committee earlier this year.

Respectfully submitted,
Carrie Walters, Steven Ross, Harley Bartlett, Paul Sellier, Michael Greene
Building & Grounds Committee

Lyme Art Association Development Report for the Annual Meeting

October 13, 2021

Submitted by Elsbeth Dowd, Development Director

Grants Awarded

- Town of Old Lyme. \$8,000 unrestricted and \$10,000 for capital projects.
- Connecticut Office of the Arts, Supporting Arts Grant. \$6,305 unrestricted.
- Connecticut Office of the Arts, Connecticut Arts Endowment. \$1,046 unrestricted.
- Connecticut SHPO (State Historic Preservation Office), Survey and Planning Grant. \$20,000 for Skylight project architectural drawings and specifications
- Guilford Savings Bank in partnership with the Community Foundation of Middlesex County, \$3,000 for Centennial Summer

Exhibition Sponsorships

- Thank you to Liberty Bank; Ted Almy, ARCH Group, UBS Financial Services, Inc.; Suisman Shapiro Attorneys-at-Law; Chelsea Groton Savings Bank; and Family Hearth and Patio for sponsoring our 2021 exhibitions.

Palate to Palette

- Many thanks to Debbi Goodman, Kim Sapia, and their committee for organizing this year's event, taking place next Thursday, October 21st. We have \$33,550 pledged in sponsorships, along with \$1,150 in donations, \$5,400 in reservations, and generous in-kind contributions, including the silent auction pieces. A special thanks to Del-Bourree Bach for his signature piece "A Misty Moment".

Annual Fund 2020-2021

- Annual Appeal: \$35,902
- We did not do a Spring Challenge this year to focus on the Save the Skylights Campaign.

Save the Skylights Campaign

- We are so grateful to everyone who made the 2018 exterior repair and renovation possible. The Skylight project is the next phase of the Second Century Capital Campaign, to prepare our historic building for its next hundred years.
- Skylight Campaign Goal: Raise \$400,000 to replace our leaking, energy-inefficient skylights and laylights and install attic insulation.
- Thank you to our generous community for \$193,368 pledged and given to date.
- Working closely with Point One Architects and the CT State Historic Preservation Office
- Thank you to our committee members: Harley Bartlett, Paul Sellier, MJ DeRisio, Nancy Vineland, and Bob Potter

Major Gifts

- A special thanks to David Kelsey, Caroline Walters, Anne Bingham Pierson, Essex Savings Bank, Lee and Michele Mergy, John Beatty, Elinor Boyd, Debbi and David Goodman, Eversource Energy, Paul Sellier, and Neil Ruenzel for their significant contributions this year. We are deeply appreciative of their generous support.

Thank you to all our donors and volunteers for helping us support our artists, cultivate an appreciation of art, and sustain and grow the Lyme Art Association!

**Gross Sales
Month**

Year	January	February	March	April	May	June	July	August	September	October	November	December	Gross Sales
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	\$23,998	\$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	\$9,016.50	\$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	\$23,074	\$17,885	\$142,872
2021	\$14,131	\$8,031	\$3,443	\$6,974	\$27,193	\$25,643	\$17,481	\$20,948	\$10,638				\$134,482

Total Pieces Sold

Year	January	February	March	April	May	June	July	August	September	October	November	December	Total Pieces
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	41	43	206
2021	29	11	10	20	32	31	19	33	17				202

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
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	\$139,372	\$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	\$124,987	\$142,872	\$142,872
2021	\$14,131	\$22,162	\$25,605	\$32,579	\$59,772	\$85,415	\$102,896	\$123,844	\$134,482				\$134,482