



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

AGENDA
ANNUAL MEMBERSHIP MEETING
Wednesday, October 11, 2023, 5:30 pm

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

The mission of the Lyme Art Association is 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.

1. **Call to Order, President's Remarks** - Beverly Schirmeier, President
2. **2022 Annual Meeting Minutes Review & Approval** - Beverly Schirmeier, President
3. **Executive Director's Remarks** - Elsbeth Dowd, Executive Director
4. **Treasurer's Report** - Paul Sellier, Treasurer
5. **Skylight Project Report** - Paul Loescher, Committee Chair
6. **Buildings and Grounds Report** - Elsbeth Dowd, Executive Director
7. **Investment Committee Report** - Steven Ross, Committee Chair
8. **Election of Directors** - Katherine Simmons, Nominating Committee Chair
9. **Life Membership Nomination** – Katherine Simmons, Nominating Committee Chair
10. **Audit Committee Report** - John Beatty, Committee Chair
11. **Artistic Policy & Exhibition Committee Report** - Beverly Schirmeier, Committee Chair
12. **Gallery Sales Report** - Paul Michael, Gallery Manager
13. **Development Report** - David Zuckerbraun, Committee Member
14. **Newsletter Report** - Katherine Simmons, Editor
15. **Marketing and PR Report** - Jolie Collins, Communications Manager
16. **Education and Activities Report** - Lorraine Yurkewicz, Committee Member
17. **Strategic Planning Report** - Maura Cochran, Committee Chair
18. **Bylaws Amendments Vote** - Katherine Simmons, Governance Committee Chair
19. **Other Business**
20. **Final Remarks, Thank You's** - Elsbeth Dowd, Executive Director
21. **Adjournment of Meeting** - Beverly Schirmeier, President



LYME ART ASSOCIATION

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Annual Membership Meeting October

Wednesday, October 12, 2022, 5:30 pm at Lyme Art Association

Members Present: Serena Bates, Donna Gilberto, Barbara Maiser, Jack Montmeat, Rich Nazzaro, Dr. Anne Bingham Pierson, Steven Ross, Len Swec, Carrie Walters, and Lorraine Yurkewicz.

Board Members Present: Del Bourree Bach, Harley Bartlett, John Beatty, Michael Centrella, Maura Cochran, Margaret DeRisio, Debbi Goodman, Paul Loescher, Sarah Lucas, Beverly Schirmeier, Paul Sellier, Katherine Simmons, and David Zuckerbraun.

Staff Present: Elsbeth Dowd, Paul Michael, Sara Drought Nebel, Jolie Collins and Ann Chan.

Call to Order: Harley Bartlett, president called the meeting to order at 5:32 pm. and thanked everyone for coming. Harley started by thanking Elsbeth Dowd, Executive Director, for handling a year of transition in staffing. Although this is his last year as President, Harley will continue to serve on the APEC committee and, as the outgoing President, may serve as ex-officio, non-voting member of the Executive Committee. As outgoing President, he is designated Immediate Past President for the length of the term of the new President regardless of term limits.

2021 Annual Meeting Minutes Review and Approval: Sarah Lucas made a motion to accept the minutes as presented, Del Bourree Bach seconded. There being no additions or corrections, the motion was approved unanimously.

Executive Director's Remarks: Executive Director Elsbeth Dowd thanked Laurie Pavlos and Jocelyn Zallinger who set us up for a very smooth staff transition. Laurie and Jocelyn retired from their positions as Executive Director and Gallery Manager, respectively. Elsbeth congratulated the staff for their performance during the transition and recognized Gallery Manager Paul Michael, Communications Manager Jolie Collins, Business Manager Ann Chan, Gallery Associate Sara Nebel who has taken on educational responsibilities, Gallery Assistant Sarah Kentoffio, and Development Assistant Frankie Nebel.

Treasurer's Report: Treasurer Paul Sellier reported very strong year with a \$45,000 budget surplus year-to-date as of September 30. Year-to-date operating revenues stand at \$454,406. Donations, grants, and fundraising events led the way representing 35% of total revenues, followed by education programs (21%), sales commissions (15%), membership dues (10%), exhibition entry fees (9%), and 5% each from gallery rentals and investment interest and dividends income. He noted that there was no revenue from the Paycheck Protections Program (PPP). We received approximately \$63,000 from PPP over a two-year period and Paul is happy with the way we were able to replace that revenue.

Year to date, expenses are a record \$409,225 with payroll being the dominant expense at 52%. Education expenses are our biggest expense outside of payroll (14% of total expenses) which makes sense given our mission. Paul thanked the staff, members, donors, volunteers, and Board for all their contributions to these favorable results.

Jack Montmeat asked for an explanation for the formation of the Lyme Art Association Gallery Inc (LAAG). Elsbeth noted that our growth in art sales in recent years required a change in tax reporting to maintain our non-profit status. The Lyme Art Association hired a tax attorney who specializes in non-

profits who recommended the creation of LAAG. Elsbeth noted that it is an arrangement like the one used by museums that have a museum store. Paul Sellier noted that LAAG has one source of revenue and a few expenses, such as payroll and supplies. LAA is the sole shareholder of LAAG, the LAA Board of Directors represents the LAAG Board. In January of 2023, the LAAG Board of Directors will hold a meeting and members are free to attend that meeting.

Investment Committee Report: Investment Committee Chair Steven Ross reported that the aggregate market value of the three investment funds in the portfolio was \$810,000 as of September 30, 2022. There were no contributions to the portfolios over the past twelve months and none are expected over the near term due to cash needs for building renovations. The portfolio generates about \$25,000 in annual dividend and interest income that is transferred monthly to Lyme Art Association's operating account. This year the portfolio had a total return of -15.5% for the twelve-month period ending September 30. Year to date conditions have been very challenging.

Strategic Planning Report: Strategic Planning Chair Maura Cochran reported the following accomplishments of the strategic plan: re-energized committees; increased social events for member artists; a semi-annual newsletter; expanded education programs; increased community enrichment programs; increased use of on-line social media; expansion to our donor base; increased collaboration with the local community and beyond; expansion of special exhibits in our annual exhibition schedule.

Election of Directors: Governance Committee Chair Kathy Simmons reviewed the Board of Directors slate standing for election. If approved, there will be 15 Board members, which is the minimum number needed. Simmons noted said one of the goals of the nominating committee is to fill some of the 6 open positions on the Board so that we maintain a complement of directors sufficient to meet the needs of the organization, term limit requirements, and unexpected departures from the Board. There are currently 6 open Board positions. Members are encouraged to recommend potential Board members to the nominating committee that evaluates candidates against current needs related to development, community outreach, and business management. On a motion made by Sara Lucas and seconded by Richard Nazzaro, the Board nominees were unanimously approved.

Audit Committee Report: Audit Committee Chair John Beatty noted that the focus of this year's audit is insurance to assure that we have the proper coverages at affordable and realistic costs. Our insurance coverages include business owner insurance, workers' compensation, flood insurance, officers and directors' liability insurance, fire, and umbrella insurance. Our current insurer is Chubb. The fire and umbrella policies were found to be deficient, and our coverage was increased from 1 million to 2 million dollars. A review with other insurance agents confirmed that Chubb should remain our insurer as most other insurers are uninterested in insuring historic buildings.

Artistic Policy and Exhibition Committee (APEC) Report: Beverly Schirmeier, Board Vice President and APEC chair reported some enhancements to the committee's ongoing charge. The committee organized Associate Artist and Elected Artist gatherings this year. The committee established pre-screening criteria for evaluating Elected Artist candidates so that the committee can be more responsive to unsuccessful candidates. Finally, the artwork for annual elected artist exhibition was displayed by artists and included a QR for each artist that allowed visitors to visit the artists' websites for a fuller understanding of the artists' work and background.

Skylight Project Report: Paul Loescher the chair of the Skylight Building Project said that the committee has two candidates for construction manager for the project, Associated Builders and Enterprise Construction. The construction manager chosen will obtain bids assuring that we have three bids for every component. A construction manager will allow us to move along as we obtain funding.

Higher inflation has made it more likely that we will concentrate on skylight replacement, roofing, and attic insulation, deferring the replacement of the laylights until more funds are raised.

General Operations: Elsbeth Dowd reported that our membership remains strong with 884 members, including 94 Elected Artist and 265 Associate Artists.

It has been a good year for development. The Annual Appeal kept pace with prior years generating close to \$34,000.

We received major grants from the Connecticut Cultural Fund (an unrestricted grant of \$23,100) and a grant from the Kitchings Family Foundation. Elsbeth also thanked some very generous donors who have gone above and beyond in donations this year; David Kelsey, Caroline Walters, Debbi and David Goodman, Lee and Michele Mergy, John and Sue Beatty, Paul Sellier, Neil Ruenzel, Ann and Tony Cooper, Ann Bingham Pierson, Harley Bartlett, Sarah Stifler Lucas, Nicholas Salerno, MJ DeRisio. Eversource Energy, and Essex Savings Bank. Elsbeth also thanked our wide range of donors and all our wonderful volunteers.

Elsbeth thanked our exhibition sponsors: Essex Savings Bank, Community Foundation for Middlesex County, Guilford Savings Bank, Chelsea Groton Bank, Liberty Bank, Ted Almy, Arch Group, USB Financial Services and the LAA Board of Directors who sponsored the Expanding Visions Exhibition.

Palate to Palette is next week and we have our highest sponsorship ever. Elsbeth thanked Harley for his signature piece “Mid-Day Drink” and to everyone who has submitted artwork for the silent auction.

Education Report: Paul Michael reported a full schedule of workshops, critiques, artist demonstrations, and lectures extending thanks to Sara Drought Nebel, Debbi Goodman, Lorraine Yurkewicz, and everyone on the Education & Activities Committee.

Gallery Report: Paul Michael reported year-to-date sales of 189 pieces of art for gross sales of \$119,430. Thus far, we have presented thirteen exhibitions in 2022. Upcoming, the LAA Plein Air Group will present an exhibit in the Mile Brook Gallery. Deck the Walls and solo shows for John Traynor, Christopher Zhang, and Aleta Gudelski will finish off the 2022 exhibition schedule. Paul thanked Carrie Walters and our volunteers who make these exhibitions a success. The 2023 calendar of exhibitions was included in the Annual Meeting packet.

Building & Grounds Report: Paul Michael reported that we recently had some tree trimming completed, the studio floor was painted thanks to Paul and Jack Montmeat, and all regular maintenance tasks are up to date. Paul noted that all maintenance issues and fixes are recorded in a log.

Other Business: Communications Manager Jolie Collins introduced herself and is excited to have completed her move here from Wisconsin. Since joining LAA, she has given the website a fresh new look, kept Facebook and Instagram up to date with new, fresh content, and looks forward to making more use of our YouTube channel. Looking ahead to 2023, Jolie has begun to market our 2023 summer workshops and exhibitions that will be advertised in *Art New England*.

Proxy Voting: Harley asked Michael Centrella to gather signatures on proxies exercised at this meeting to approve the 2021 Annual Meeting minutes and to approve Board of Directors nominations.

Final Remarks: Elsbeth thanked all members, volunteers and committee members including the Board of Directors for their contributions to 2022 results. There are over 14 committees, and many volunteers serve on more than one committee. Elsbeth emphasized how important community outreach is to LAA, promoting representational art to our local community and beyond. Equally important, we want to

strengthen opportunities to membership involvement in the Association. Fundraising is always on our mind as we address the Skylight Project and assure that we can maintain our historic property and legacy.

Adjournment of Meeting: President Bartlett requested a motion to adjourn. Del Bourree-Bach motioned for adjournment and Sara Lucas seconded the motion. The motion to adjourn was unanimously approved and the meeting adjourned at 6:31 pm.

Lyme Art Association Annual Meeting 2023

Executive Director's Report

Submitted by Elsbeth Dowd

Thanks to the board, volunteers, artists, supporters, and staff, the Lyme Art Association is in a very strong position.

We have now been through a full year with our current staff, and they are wonderful – between our staff and board members, I couldn't ask to work with a better team.

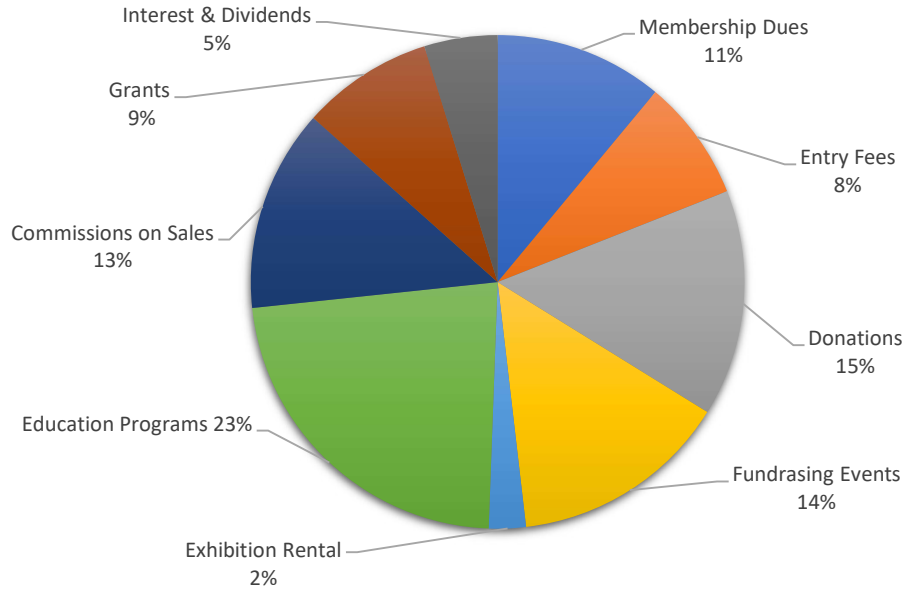
We also have an amazing group of volunteers – and we're always looking for more. Our members and volunteers are the heart and soul of LAA, serving on committees, organizing events, fundraising, bartending, contributing art, sharing posts on social media, and much more. We need you – your efforts make a huge difference in our ability to reach wide audiences, provide quality programming, provide awards for each show, keep our building in good shape, and so much more.

Obviously, this year was all about the skylights! I'm very proud of where what we accomplished and want to give a huge thank you to our project committee and everyone who contributed financially.

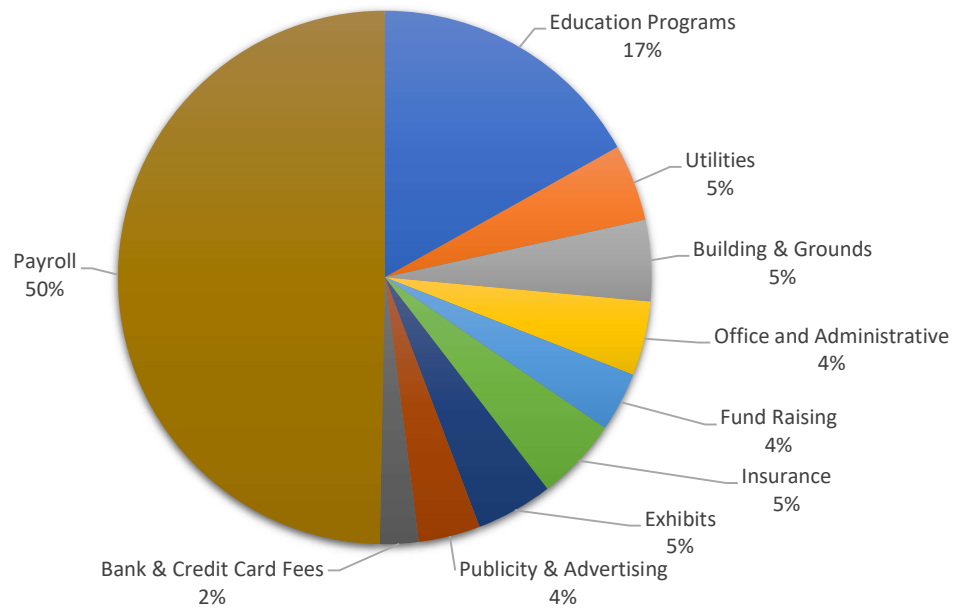
In the coming year, we will be focusing largely on the continued improvement of operations, while we take a deep breath and evaluate future building needs. We continue to use the strategic plan as a guide. Several major accomplishments from strategic plan goals this year include strengthening our committees (thank you to new volunteers!), growing our donor and sponsor base, enhancing our education and outreach programs, establishing a planned giving program, and improving marketing. The newsletter continues to be a major success. Goals from the strategic plan for the coming year include further development of our donor base with a focus on sponsorships, identifying a volunteer coordinator, developing a mentorship program, rebuilding our operating reserve, and continuing to engage with up-and-coming artists.

There is a lot on the agenda, so I won't say more here. I am delighted to see you all, though. If you have any questions or want to know how to become even more involved, please reach out anytime! I am usually in the office Monday through Friday 10-5 and happy to chat, or you can reach me by phone or by email. As always, I feel privileged to be a part of this very special community, where we support artists at every stage of their journey.

Lyme Art Association Operating Revenues
October 1, 2022 - September 30, 2023
\$470,572



Lyme Art Association Operating Expenses
October 1, 2022 - September 30, 2023
\$470,515



The Skylight Project is Complete!

*Thank you to all of our
community partners.*

*We are deeply grateful to our
members, artists, volunteers, and
donors for your generous support.*



Building and Grounds Report

Submitted by Paul Michael, Gallery Manager

Obviously the biggest building project this year was the Skylight Project. This included replacement of the gallery and studio skylights, a new roof, the addition of insulation to the attic, and electrical work in the attic and other parts of the building. As you can see, at the close of the skylight project we cleaned our laylights. A big thank you to all volunteers who made this possible and thank you to the building and grounds committee for keeping the building maintained and operating.

Although our skylight project has been a huge undertaking, our day-to-day maintenance is just as important. Here at LAA this year we addressed issues with our septic system, replaced our AC unit in the Cooper/Ferry gallery, and repaired the bridge to the Florence Griswold Museum.

Randy Robinson, who used to maintain our lawn and grounds, accepted a full time position at the Florence Griswold Museum. In his place LAA hired Scully Land Design to take over as our grounds maintenance contractor.

In the next year we will be evaluating further building needs, including replacement of the septic pump chamber and nail holes exposed along sections of the trim, and future accessibility upgrades.

**Lyme Art Association
Investment Committee Annual Report
October 11, 2023**

Our investment portfolio is comprised of 3 accounts, Foster Caddell, Cooper Ferry and Unrestricted, which are managed by the Arch group at UBS. Their investment strategy is dictated by our directives and Investment Policy Statement and they report to the Investment Committee quarterly. We pay an Advisory Fee 0.85% to UBS which is less than the industry standard of 1%.

The Total value of the portfolio's three accounts as of September 30, 2023 was \$884,090. That total is a increase in value of 9.2% from the \$809,626 balance on the same date in 2022. This is consistent with the market indices.

Income was approximately \$24,000 which is what was anticipated. All income is distributed to LAA and used to fund operations. No contributions were made to the portfolio as we continue to concentrate on Capital Improvement and renovation projects. In mid October we will be withdrawing \$100,069 from the Unrestricted Account to pay the contractor for work completed. The withdrawal has been planned for some time and approved by the Board of Directors.

Investments are allocated 70% to equities and 30% to fixed income. The equities include several mutual funds and ETF (Exchange Trade Funds) that track certain sectors of the market domestically and internationally. Fixed income includes some legacy bonds with high return but these will gradually mature and be replaced with bonds with the best yields at the time.

September is typically a poor month for the investment markets and this year was no exception. The S&P 500 declined 4.9%, however, we anticipate some rebound in the 4th quarter. The U.S. economy continues to experience inflation higher than the federal reserve goal despite numerous interest rate increases by the Fed to decrease the rate. Energy policies have had a significant impact on the rate of inflation and increased prices of most goods and services to consumers and there is no indication they will change. However, there are other factors that impact energy cost over which the government has no control, such as oil production cuts by Saudi Arabia which have also impacted prices and inflation.

We have reviewed the portfolio and confirmed that it is in compliance with our Investment Policy Statement.

Respectfully submitted,
Steven A. Ross (Chair), Michael Centrella, Paul Sellier & David Zuckerbraun



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

2023 BOARD OF DIRECTORS SLATE

Nominated for Election for a two-year term 2023-2025

Name	Brief bio and current Committees/Offices served
Margaret Jane DeRisio	Margaret Jane (MJ) retired from the financial services industry to Old Lyme, worked in development at the Lyme Academy of Fine Art and is now as a realtor. She has served on the board of directors at the Klein Theater in Bridgeport. MJ serves on the Development committee. (Second Term)
Debbi Goodman	Debbi is an Associate Artist who lives in Westbrook. She serves on APEC, chairs the Education and Activities Committee, 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. (Second 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 she has curatorial, restoration and design experience. She has served actively on the Palate to Palette committee for the past five years. (Second Term)
Katherine Simmons	Katherine is an Elected Artist and retired Human Resources executive who lives in Glastonbury. She chairs the Archive, Newsletter, and Governance/Nominating Committees and donates her graphic design services. Katherine served as President of the board from 2009 through October 2019. (Second Term)
Harley Bartlett	Harley is an Elected Artist and Past 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. (Third Term)
Beverly Schirmeier	Beverly is an Elected Artist and President of the Association. She serves on the Strategic Planning, Governance Committee and Artistic Policies and Exhibition Committee (APEC). She is a retired SNET manager in Human Resources, marketing and communications. Also she is a retired art teacher and Guidance Counselor. (Third Term)

Directors currently serving on the Board of Directors.

Name	Brief bio and current Committees/Offices served
Del-Bourree Bach	Del is an Elected Artist and serves on APEC and the Palate to Palette Committee. He is a professional artist who lives in Mystic, CT. (First Term)
John Beatty	John is a Life Member of the LAA who served for many years as Treasurer. He is currently chair of the Audit Committee and also serves on the Investment Committee. (First Term)

Michael Centrella Michael is an Elected Artist and serves as Secretary and on the Governance Committee and Investment Committee. 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. (Second 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. (Second Term)

Randie Kahrl Randie is an Elected Artist who lives in Old Lyme. She serves on the Education Committee. (First term)

Paul Loescher Paul is an Associate Artist who lives in Clinton. He is a retired architect who worked for 25 years for Southern Connecticut State University. Paul is the chair of the Skylight Project Committee. (First term)

Paul Sellier Paul serves as Treasurer and chairs the Building and Grounds Committee. He also serves on the Development, Investment, and Audit Committees and works with the staff concerning budget planning and oversight. Paul is a retired investment manager who lives in Old Lyme. (Third Term)

Lorraine Yurkewicz Lorraine is an Associate Artist who lives in Old Lyme. She retired from Pfizer after a long career as Director in Clinical Research. She serves on the Education and Activities Committee at LAA. (First term)

David Zuckerbraun David is a community member who is Vice President and Trust Officer at Essex Savings Bank. He has also worked at the Washington Trust Company and before that was engaged in private legal practice. David has served on the boards of many nonprofits, currently serves on the Development and Investment Committees, and lives in Niantic. (First term)



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2023 Annual Meeting – Life Membership Nomination

The Board of Directors of the Lyme Art Association wishes to nominate the following individual for life membership:

Caroline Walters has been an incredible presence at the Lyme Art Association for the past thirteen years. She has served on the Board of Directors and the Buildings & Grounds Committee, keeping a careful watch over our historic building and property. She has been an integral member of the Capital Projects Committee, first overseeing the exterior renovation of the building's perimeter, which was finished in 2018, and then ensuring the completion of the recent replacement of the skylights and roof, along with electrical work and attic insulation. Carrie and her late husband Milt have sustained the Lyme Art Association financially through very generous donations to their beloved institution. Carrie has been a constant presence in the galleries, volunteering her time to lay out every exhibition for many years. She has been one of our staunchest supporters and advocates. Carrie is now moving to Maine to be closer to her family. We will all miss her very much, wish her well in her new endeavors, and hope that she comes back to visit.

AUDIT COMMITTEE

The committee chose to trace donations made as recorded from GiftWorks , which records dues, donations, capital fund donations, etc., to QuickBooks. Where the accounting is performed. A month was chosen and a selected category was chosen, all items were correctly recorded

APEC Report

The APEC committee has continued to meet monthly, working to improve our exhibitions. We have expanded our awards. Going forward, our annual *Deck the Walls* exhibition will feature a 1st, 2nd, and 3rd place award. We've also named all of our awards based on artists from the Old Lyme colony.

Committee priorities include:

- Strengthen and clarify the prospectus definitions
- Work on increasing submissions
- Increase number of awards that are distributed
- Name awards after artists
- Differentiate and promote the Mile Gallery as an unique art venue
- Continue to improve the Elected Artist selection process
- Combined Elected Artist and Associate artist social event
- Exploring the potential of displaying large sculptures on the grounds
- Continue the summer plein air art show and reception

2023 Jurors

John MacDonald

Cary Smith

Judy Vilmain

Rick Shaefer

Nomi Silverman

Maggie Nowinski

Rosemary Swimm

Viktor Butko

Peter Anton

Charis J Carmichael Braun

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	\$23,698	\$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	\$23,074	\$17,885	\$142,872
2021	\$14,131	\$8,031	\$3,443	\$7,439	\$27,193	\$25,643	\$18,441	\$20,948	\$11,788	\$21,350	\$21,250	\$27,740	\$207,397
2022	\$15,703	\$8,123	\$13,706	\$16,215	\$9,205	\$12,335	\$12,308	\$22,345	\$9,490	\$14,760	\$27,699.84	\$26,655	\$188,544
2023	\$13,858	\$15,178	\$9,569	\$10,632	\$19,198	\$25,084	\$20,269	\$6,785	\$4,475	\$8,874			\$133,921

Total Pieces Sold
Month

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	21	32	31	20	33	19	23	33	49	311
2022	25	20	24	26	16	18	18	23	19	26	43	40	298
2023	27	32	24	19	25	28	35	11	10	20			231

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	\$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	\$124,987	\$142,872	\$142,872
2021	\$14,131	\$22,162	\$25,605	\$33,044	\$60,237	\$85,880	\$104,321	\$125,269	\$137,057	\$158,407	\$179,657	\$207,397	\$207,397
2022	\$15,703	\$23,826	\$37,532	\$53,747	\$62,952	\$75,287	\$87,595	\$109,940	\$119,430	\$134,190	\$161,889	\$188,544	\$188,544
2023	\$13,858	\$29,036	\$38,605	\$49,236	\$68,434	\$93,518	\$113,787	\$120,572	\$125,047	\$133,921			\$133,921

Gallery Report

The last year at LAA marked steady sales, although we did need to close our doors in part of August and September, we facilitated sales through our pop up booth, online store, and remote exhibitions. Between January through now we've sold 231 pieces, with gross sales at \$133,921. See the separate gallery sales sheet for a more detailed breakdown.

We have facilitated thirteen exhibitions so far this year.

1. First Impressions: Annual Associate Artist Show
2. Congratulations - Newly Elected Artist Exhibition
3. An Exhibition in Four Acts - Stillness: A Still Life
4. An Exhibition in Four Acts - Abstracted
5. An Exhibition in Four Acts - Long & Lean
6. An Exhibition in Four Acts - Off the Press
7. Ship to Shore
8. 102 Elected Artist Exhibition
9. Hudson Valley Art Associations 90th Annual Juried Exhibition
10. Expanding Visions
11. The Beauty Within - Youth Exhibition
12. New Haven Paint and Clay Club Select Member Exhibition
13. New England Landscape
14. Bon Appetit

Our upcoming exhibitions include the *LAA Plein Air Group* exhibition, *Deck the Walls*, *Our Fragile Planet* and *All Things Great and Small*, a solo exhibition by Catherine Puccio.

Our exhibitions wouldn't be possible without our staff and volunteers. Thank you to all who have contributed.

Lyme Art Association Development Report for the 2023 Annual Meeting

Grants Awarded

- Town of Old Lyme. \$8,000 unrestricted and \$10,000 for capital projects.
- CT Cultural Fund Operating Support Grant, from CT Humanities (CTH), with funding provided by the Connecticut State Department of Economic and Community Development/Connecticut Office of the Arts (COA) from the Connecticut State Legislature. \$13,200 unrestricted
- Connecticut Office of the Arts, Connecticut Arts Endowment. \$7,302 unrestricted
- Kitchings Family Foundation, \$10,000 for operations
- Herb Chambers Charitable Foundation, \$10,000 for Skylight Campaign
- Chelsea Groton Foundation, \$700 for Young Artists Show
- Connecticut Office of the Arts, Supporting Arts Grant, \$6,136 awarded Dec 2022. *Grant award announcement for 2023 pending*

Exhibition Sponsorships

- Thank you to William Pitt Sotheby's International Realty and their agents; Essex Savings Bank; Liberty Bank; Guilford Savings Bank in partnership with the Community Foundation of Middlesex County; Chelsea Groton Savings Bank; Enterprise Builders; and Point One Architects for sponsoring our 2023 exhibitions.
- Thank you to award sponsors

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 received generous sponsorships, in-kind contributions, and donations, including the silent auction pieces. Reservations are going fast! A special thanks to Len Swec for his signature piece "Arches".

Second Century Campaign

- We are so grateful to everyone who has generously donated to the Skylight Project! Thank you for giving us a new roof and skylights, which will prevent water damage to our historic building and improve sustainability.

Major Gifts

- A special thanks to David Kelsey, Caroline Walters, Debbi and David Goodman, Dawn Tyler, Eversource Energy, the Still Waters Fund, John and Sue Beatty, Neil Ruenzel, the Connecticut Plein Air Painters, Suzanne Joffray, Liselotte Hess, Scott Macdonough, Paul Sellier, Benchmark Wealth Management, Anne Bingham Pierson, and Natalie Yonker 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!

Education Report

It has been a busy year of programming this year at LAA. A huge thank you to Sara Drought Nebel, staff, and all members of the education committee for making this possible. Our weekend matinee series featured a mix of demos, lectures, and special events that keep our gallery lively. From our *Wet Paint Plein Air event to Members Day*, we're continually looking for ways to keep vibrant connections with the community and each other.

Recent Workshops/Critiques

Tatiana Yanovskaya Sink	Painting Peonies in Season
Zufar Bikbov	Painting Town Views
Lisa Miceli and Howard Park	Palette Knife Painting, Stick & Ink
Bernard McTigue	Critique
Don Demers	Ascending the Landscape
Paul Michael	Relief Printmaking
Karen Israel	Painting a Creature in Pastel
John Traynor	Impressionist Landscape
Gigi Horr Liverant	Color Dynamics
(Upcoming) Howard Park	Tonalist Landscape with Oils, Oct 21-22
(Upcoming) Tatiana Yanovskaya-Sink	Creating Holiday Paintings, Nov 3-5
(Upcoming) Howard Park and Lisa Miceli	Stick and Ink, Nov 11
(Upcoming) Christine Ivers	Pastel Nightscape, Dec 2-3
(Upcoming) Howard Park and Lisa Miceli	Still Life, Dec 9

Demos

Gigi Horr Liverant	
Karen Israel	
Diane Cadrain	
Mike Laiuppa	
(Upcoming) Bernard McTigue	Oct 14
(Upcoming) Hollis Dunlap	Oct 28
(Upcoming) Christine Ivers	Nov 26

Lectures

Frank Gallo Lecture	Partnership with Roger Tory Peterson Estuary
Paul Baldassini	<i>Routes to Bloom</i>
Harley Bartlett	<i>Enlarged Art</i>
Wendy Swain	<i>Frederick Law Olmsted</i>

Special Events

Members Day

Family Day

Wet Paint Plein Air Event

Midsummer Festival

(Upcoming) Palate to Palette, **Oct 19**

(Upcoming) Pumpkin Day, **Oct 21**

LAA Class Instructors

Jack Montmeat

Lisa Miceli

Howard Park

Joann Ballinger

Shirley Youngs

Kimberly Monson

Petrice Petricone

Jackie Jones

Jeanne Carol Potter

Eileen Eder

Maura Cochran

Bernard McTigue (upcoming)

Michael Viera (upcoming)

Planning a Successful Future for the Lyme Art Association



Strategic Plan 2021-2026

Approved and Adopted
December 16, 2020



Culture

Mission

- *The mission of the Lyme Art Association is 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.*
- *(* The wording of the mission statement has been modified slightly from the existing statement, for clarification. This proposed mission statement will be officially adopted at the next meeting of the voting members).*

Vision

- A welcoming and thriving fine arts community rooted in our history and powered by the creativity and excellence of our members.

Core Values

- **Welcoming**
 - We make fine art available for everyone.
 - We offer a special experience for our visitors.
 - We are good partners in the community.
 - We value our artists, visitors, volunteers, and staff.
- **Supportive**
 - We support artists at all stages of development
 - We provide valuable educational experiences.
- **Excellence**
 - We recognize and celebrate accomplished artists.
- **Legacy**
 - We preserve and protect our historic legacy.
- **Accountable**
 - We work to improve the experience and operations every day.
 - We are good stewards of the funds that we receive.



Develop, Support, and Celebrate our Artists

- Continually elevate the quality of our art and exhibitions.
- Cultivate and support artists of all ages, backgrounds, and abilities through outreach, education, and mentorships.
- Recognize and celebrate our artists' achievements.
- Create and enhance artist member value.

Promote and Cultivate an Appreciation of our Art

- Enrich and expand programming for young professionals.
- Nurture curiosity in the next generation of artists.
- Develop and deliver offerings to introduce our programs to diverse audiences.
- Develop virtual offerings to introduce our art and history to a broader audience.

Elevate the Experience

- Provide a welcoming environment and experience for our visitors and artists.
- Keep our facility and grounds in pristine condition.
- Upgrade our educational facilities to improve efficiency, aesthetics, and comfort.
- Upgrade our exhibition space to enhance our visitors' experience.
- Offer a wide variety of artistic styles, artist demonstrations, and art lectures.



Engage and Grow our Supporters

- Develop exhibits, programming, and events to grow and engage our supporters.
- Cultivate relationships to expand the breadth and diversity of our supporters.
- Be a community partner through collaboration with schools, businesses, and community organizations.
- Aggressively promote exhibits, offerings, and our artists.
- Simplify and build the value of our membership program.

Sustain and Grow our Association

- Develop and execute campaigns to increase the membership and diversity of our association.
- Engage and grow our volunteer organization.
- Develop fundraising events that promote our artists and engage our supporters.
- Ensure the continued financial health and viability of the Association through income growth and prudent financial management.
- Establish and launch planned and legacy giving programs to grow our endowment.



LAA Goals and Actions 2021 - 2026



Develop, Support, and Celebrate our Artists

- Create a mentorship program.
- Develop and deliver a semi-annual newsletter featuring LAA artists.
- Develop educational offerings that are accessible for busy adults.
- Offer master classes for advanced and gifted members of our association.
- Review and enhance EA and Associate Artists benefits annually.
- Create a "pay to play" benefit menu for Elected Artists.

Promote and Cultivate an Appreciation of our Art

- Review educational offerings annually to assess participation, demographics, timing and content.
 - Adjust number and timing of offerings accordingly.
- Establish and deliver an outreach offering for schools and organizations.
- Develop virtual offerings to engage a broader audience and expand our reach.

Elevate the Experience

- Improve usability and aesthetics of studio space.
- Create opportunities for special exhibits to promote a wider variety of artistic styles.

Engage and Grow our Supporters

- Grow donor and sponsor base and income annually.
 - Hold an annual donor appreciation event.
- Create sponsorship and naming opportunities for artist awards and for facility and grounds improvements/capital campaigns.
- Collaborate with selected community organization(s) to promote our art and artists.
- Prioritize social media marketing and provide resources annually to reach and engage a broader audience.
- Review and reset membership levels and benefits.

Sustain and Grow our Organization

- Engage with up-and-coming artists and organizations to introduce LAA and opportunities.
 - Establish and offer an emerging artist award annually.
- Establishing an onboarding program for new members to set expectations on volunteer participation.
- Secure financials by continuing to build a 3-month operational expense reserve.
- Establish planned and legacy giving programs.





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DISCUSSION: PROPOSED BYLAWS CHANGES:

There is a good case to be made for giving voting rights to Life Members and Committee Chairs during their tenure in office. Life Members have made, and in many cases, continue to make significant contributions to the Association based on their long and positive contributions to LAA. Committee Chairs are actively involved in the operation of the Association, developing the schedule of exhibitions, classes, and workshops; managing our capital and property maintenance projects; and cultivating our member, donor, and sponsorship bases. As a result, there is a value in adding their voices to decisions made at Membership Meetings.

At the same time, a concern has been expressed that this modest expansion of voting rights could, over time, dilute the voting rights of Elected Artist Members to a significant degree. Therefore, the Governance Committee looked at the growth in Life Members and Committees to assess that concern.

Over the past 15 or 20 years, voting members have designated two members as Life Members for their significant accomplishments and contributions to the Association. At present, there are a total of eight Life Members. While we expect growth to the number of Life Members, that growth thus far has been insignificant in relation to the growth of our membership including Elected Artists. It is worth noting that adding new Life Members to our rolls is at the sole discretion of voting members eligible to vote at Membership Meetings, currently 93 Elected Artists and 16 Board members during their tenures in office.

Growth in the number of committees for an organization seems, in practice, to be self-controlling. Committees can be difficult to staff so the zeal to create a committee, for any purpose, is tempered by the reality of substantiating the need for the committee, finding volunteers willing to take on the challenge, and sustaining participation, effectiveness, and relevance to the needs of the Association. A brief overview of the growth in Association committees over 109 years supports this reality.

At the founding of Lyme Art Association in 1914, there were 2 standing committees of the Association, the Executive Committee, and the Artists Committee, essentially our current APEC Committee. The minutes of early meetings suggest that there were probably other informal sub-committees formed to manage exhibitions. Fast forward to 1961, the Association had, essentially, 9 committees. The Bylaws identified 5 standing committees: Executive, Gallery & Grounds, Publicity, Entertainment, and Exhibitions with subcommittees for Printing and the development of the Spring, Fall, and Summer Exhibitions.

Today, LAA has 14 committees: Executive, Audit, Nominations, APEC, Development, Building & Grounds, Education & Activities, Membership, Governance, Investment, Newsletter, Archive, Strategic Planning, and Skylights Project. The following committees lack Committee Chairs: Development, Building & Grounds, Education & Activities, and Membership. The remaining committees are chaired by Board members, more than half of whom are Elected Artists, which should not be very surprising as our Bylaws require that no less than one third of Board Members shall be Elected Artist Members and Board members are expected to take on committee assignments.

To address the concerns noted in paragraph 2 above, language was included in the proposed bylaws amendments that provides for Elected Artist members maintaining their majority standing as voting members of the Association. Likewise, the language concerning the election of Life Members was clarified. See page 4 for the amended Article II Membership. Amended wording is highlighted in blue. Note that wording changes to Section 7 were made to clarify wording.

Submitted by the Governance Committee: Katherine Simmons Chair, Harley Bartlett, Michael Centrella, Lois Lawrence, Jack Montmeat, Beverly Schirmeier



LYME ART ASSOCIATION

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ARTICLE II: MEMBERSHIP

DRAFT

Section 1 Categories

The members of the Association shall consist of the following categories: Elected Artist Members, Associate Artist Members, Individual/Family Members, and Life Members. Elected Artist Members, Board Members during their tenures **in office**, **Committee Chairs during their tenures in office**, and **Life Members** shall be Voting Members for the purposes of these Bylaws. ~~They~~ and shall have the right to vote at Membership Meetings. **Elected Artist Members shall constitute a majority of voting members of the Association.**

Section 2 Elected Artist Members

Elected Artist Members shall be persons elected pursuant to these bylaws. See Article X. They shall be persons who are actively engaged in artistic work, as determined by the Board of Directors, and pay the yearly prescribed dues. They shall act in conformance with these bylaws and compatibly with the general character and reputation of the Association and its Members. They will be expected to contribute volunteer time yearly to support the running of the LAA exhibitions and special events. They will be expected to serve on the Board of Directors and committees of the Association, when requested.

Section 3 Associate Artist Members

Associate Artist Members shall be persons who are actively engaged in artistic work, as determined by the Board of Directors, and who support the purpose of the Association and have paid the yearly prescribed dues. They shall act in conformance with these bylaws and compatibly with the general character and reputation of the Association and its Members. They will be encouraged to contribute volunteer time yearly to support the running of LAA exhibitions and special events. To become an Associate Artist Member, an applicant must have had artwork accepted in three (3) different Lyme Art Association exhibitions and must have been an Individual Member for a minimum of two (2) years.

Section 4 Individual/Family Members

Individual/Family Members shall be persons who support the purpose of the Association and have paid the yearly prescribed dues. They shall act in conformance with these bylaws and compatibly with the general character and reputation of the Association and its Members. They will be encouraged to participate in volunteer activities within the organization.

Section 5 Life Members

Life Members shall be persons ~~elected~~ **nominated** unanimously by the Board of Directors ~~on the basis of~~ **based on** their **significant** accomplishments and contributions to the Association. ~~APEC may nominate Life Members.~~ These nominations shall be voted on by voting members at the Annual Membership Meeting. Yearly dues are not required **from life members**.

Section 6 Designations

Any member may receive the following honorary designation upon acceptance of the Board of Directors of certain money or in-kind gifts according to the amount given in a calendar year, Benefactor, Patron, Sustaining, Supporting, or Contributing, or as determined by the Board of Directors. This honorary designation may be terminated by a two-thirds vote of the Board of Directors.

Section 7 Certain Limitations and Non-Entitlements

No member or officer may receive any pecuniary profit from the Association. Acceptance as a member, or termination of any membership or change in classification or category of membership or limitation ~~on any particular~~ **on any** member's rights, is within the full discretion of the Voting Members acting through resolution at a regular or special meeting, notwithstanding anything to the contrary in these bylaws.