

Theatre Workshop of Nantucket Board Meeting

June 24, 2017

Nantucket Police Department, 4 Fairgrounds Road

Note: No one was assigned to take minutes at this meeting. All we have are the following notes.

Call to Order: Leslie Bains

Roll Call and Certification of a Quorum: Nina Duchaine

Directors present: Leslie Bains, Carole Beller, Max Berry, Anna-Karin Dillard, Nina Duchaine, Beth English, Jane Forman, Fritz Michel, Jennifer Oberting, Maria Roach, Terry Schubach, Elaine Schwartz

Council present: Sara Boyce, Kathy Garre-Ayars, Victoria Girvan, Amy Williams Guidi, Michelle Holland, Susan Hostetler, Peggy Kaufman,, Linda Mason, Jan Purdy Metcalf, Joanna Roche, Robert Sarkisian, Joanna Roche

Staff present: Justin Cerne, Trich Wages

Others present: John Shea

Artistic Director Report: Justin Cerne

- Mamma Mia - same quality as the rest of the season; ran it yesterday. There are 10 more rehearsals, woman playing Donna was on Broadway, there are old and new faces.
Barefoot - designers (design)
Fully Committed - selling out at Centre Stage, the actor is phenomenal.
Virginia Woolf - Kim Zimmer & Robert Newman
- Upcoming events - Skivvies, Heidi Blickenstaff, Maureen Langan (Nantucket Project, Comedy Festival)
- Producer thank you's are essential; hospitality thank you's
- Ushering with Justin / NHA - MDR / Tulgey Wood performance
- Programs will have donor list insert
 - add photos to TV lobby, video
 - lobby - add headshots (no), bench, paint, graphics
 - website - add and update events

President's Report: Leslie Bains

- Board needs 3 more roles: Steward, Advocate, Fundraiser (cont./new)

Financial Review: Leslie Bains

- hole \$300K no reserves
- SS - JC direct and JS host
 - HS kids comps
 - tiered seating
 - no marketing restrictions; JO volunteered marketing help
- TWN ad / Map
- need a place to stay for 4 people
 - 15, 10, 12 nanny
 - 5 day rehearsal - Q&A?
- Max - financials concerns for 2016, namely Meryl Streep event
- July or August Audit
- Budgeted vs. Actual
 - transparency second half of the season
 - year-round or summer stock?
 - meet w/ donors after July meeting
- JR - grow development Board/TC
 - Max - fund 1 year fundraiser
 - major gifts officer - KGA
- JPM - outside - stay put - no relocation (long term)
 - KGA off season parties
 - 50 people - identify - 10 @ \$50K or 50 @ \$10K
 - July/Aug gorilla marketing
 - SS - (J8)
 - SB - relationship → development → found unreal guerrilla team -- local & garner forces
- LB 7/29 also guerilla team: MR, SL, EG, MM, VG
- Brainstorm & Assignments - Sharon Stone: JO, JR, MB
- 6/29: Thurs at 9am, Committee: Max & BE / JO, JPM & LM / JR, KGA, CB & SB / SS
- 6/30: 10am 1 or 2 people everyone can ash
- everyone needs a summary of dates
- Donors save info of situation and new leadership
 - LB, MB, JC < JS raise \$50K in room
 - Breakfast at Max's or Seward send money - angel investors
 - breakfast will be late August
- Jane F. → friends not involved (10K)
- Angel -- 1 to 2 weeks, meet change fine as long as →
 - Charlie - viral infection 2 week recovery
- KGA - O'Neil Theatre Center / S Johnson
- JS - Tom F. George invite to island

- Max - \$10,000
- Give/Get: B - \$2,500 TC - \$1,000
- New Board Members - Scott and Phil Nardone
 - N & G Committee
- Upcoming dates to note: Fri 7/21, Mon 8/07, 9/01
 - 7/07 Paperless Post
 - 7/29 Paperless Post
 - → angel list (Max breakfast)
 - Peggy/Charity Event (dinners) - welcome bags (18 items)
 - cultivate
- CB - small space campaign underwriters
 - next Thurs. ad \$30 match
 - has to be a producer (2 people underwrite)
- March/April → Nina/Carole
 - door knock (Johanna Roach)
 - package from CO office
 - NY/Boston
 - new buyers - RE
- Names of donor possibilities were given by Victoria Girvan, Maria Roach, Terry Schubach, Jane Forman, Max Berry and Beth English

Adjournment

