

Theatre Workshop of Nantucket Board Meeting

July 21, 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

Welcome & roll call

Directors present: Leslie Bains, Carole Beller, Max Berry, John Copenhaver, Anna-Karin Dillard, Nina Duchaine, Beth English, Jane Forman, Fritz Michel, Chris Mortenson, Jennifer Oberting, Maria Roach, Terry Schubach, Elaine Schwartz, Les Silverman, Lisa Soeder

Roll call was not taken for Council.

Staff present: Justin Cerne, Trich Wages

Artistic Director Report: Justin Cerne

- MM Success
- Maureen L.
- Heidi Friday the 11th, bring one person
- MD 08/15 - 08/17
- send out dates cancelled for VW & SoM

President's Report: Leslie Bains

Curtain Up! spreadsheet

Treasurer's Report: Chris Mortenson

- Barefoot, Producer Appeal, Gala shortfall
- \$250K short on revenue
 - No cushion
- Chart - July generate positive cash, close to breakeven
- \$110K in August in the bank
- money to get next summer
- still making assumptions / big picture
- Sept thru Dec - cash deficit every month
- Virginia Woolf / Sound of Music
 - \$180K Sept thru Dec deficit, out of cash by end of Oct

- 2018 - \$400K deficit next year, \$500K shy
 - moving forward to 2018 season, producer money against SoM/VW
 - subscriptions
 - savings \$8,000, 3 VW (50%) / 1 SoM (70%)
 - VW @ 30% sell won't lose money
- Producer Appeal / Annual Appeal (JF)
 - Susan H / KG-A / J Roache
- Max - 20 to 25 really good names, by mid-Aug breakfast -- ASK
- 9/01 - special meeting? come to office.
- long term season subscriptions
- line of credit (CC5)
- Max - guarantors?
- Justin/TW/Les?CM - 2018 Budget
 - realistic convo on sustainability
- reproject vs. budget
 - No cushion!
- many of these items won't cover \$500K
- The Big Ask
 - hard to get new donors with this message
- all in → cash, loan, guarantee
 - 1.) 10-15 @ \$10-15K
 - 2.) 50 @ \$5K
- receivable - list
- give/get - list
- Mamma Mia! front row \$5K highlight
- group sign - 3rd week Aug 21st @ Police Station
- ES - last year's letter (review) year before

Curtain Up! Event: Maria Roach & Terry Schubach

- Good feeling/come back
- \$9,100 auction → paddles \$38
 - phone book - IS/MR

New Business

- Marketing - extra ads/posters
 - rest of grant - Dreamland
 - mention past success
 - ticket specials
 - execute 10 days - Joanna R. & Jennifer O.
- Subscriptions - September

- Max → special ask list, Max will host
- show pricing/memberships/subscriptions
- 3, 3 year terms - term off after 9; 1 year step aside
- Judy (term limited) 11 years - Lisa S.
- Dev - CB - NO

Adjournment