

Theatre Workshop of Nantucket
Board of Directors Meeting
Monday, June 24, 2019
Nantucket Police Department, 4 Fairgrounds Road

Directors present: Kay Bernon, Amber Cantella, Nina Duchaine, Beth English, Jane Forman, Ellie Gottwald, Susan Lucier, Linda Mason, Jean Doyen de Montailou, Helene Patterson, Maria Roach, Elaine Schwartz, Judy Seinfeld

Directors on the phone: Chris Mortenson

Council members present: Carole Beller, Susan Hostetler, Peggy Kaufman, Jeff Lucier, Jan Purdy Metcalf, Les Silverman, Lisa Soeder

Council members on the phone: Kathy Garre-Ayars

Staff present: Justin Cerne, Bethany Oliver

Welcome and Call to Order: Board President Susan Lucier called the meeting to order at 9:05 a.m.

Approval of Minutes of the May 24, 2019 board meeting: The minutes were distributed via email prior to the meeting, and Maria had offered a correction (in *italics*): "under Benefit Report, Chris Drake and Will Steele will underwrite the flowers and decorations." Upon motion duly made and seconded, the corrected minutes were approved by unanimous vote.

President's Remarks

- Susan welcomed Jean to his first TWN board meeting.
- Thanks to Ellie for securing great housing for Take It From the Top.
- A revised board and committee schedule will be emailed to all.
- Important dates:
 - June 27, 6-8 p.m. Benefit Host Committee at Kay & Peter Bernon's home.
 - July 6 and 7. Two preview performances of *Grease*.
 - July 9. Official opening night of *Grease*, followed by Opening Night Party at Prime. Tickets for party can be purchased online.
 - July 10. Benefit dinner for TWN and A Safe Place hosted by Susan Hostetler and featuring Argentinian wines. Tickets are \$350, 20 seats are available.
 - July 16 and 17, 9:00 a.m.-12:30 p.m. Strategic Planning retreat at either Great Harbor Yacht Club or the Beachside (stay tuned). Our facilitator, David Mallett of Management for the Arts, will send out information prior to the meetings.
 - July 20. Annual Benefit at the White Elephant Village Ballroom, following a special 4:00 p.m. performance of *Grease*. It's our 2nd-biggest fundraiser and we all need to promote and sell it.
 - July 23-August 9, 10:30am, twice a week, Saturdays at 1:00pm. New Theatre for Young Audiences, a professional show to be performed by the cast of *Grease: Seussical*, a musical for young people and their families.

Tickets are \$15. Most of the funding has been secured. Ellie said "it's an investment in good will." Bethany stressed the importance to the Nantucket community to provide theatre to young people. **MOTION.** Upon motion duly made and seconded, the board voted unanimously to approve going ahead with the production.

- August 7. Verdura Jewelry Trunk Show at Susan Doughan's home at 134 Main Street. Invitation-only event. Please send names of friends who might appreciate the Verdura collection.
 - August 19. Cabaret featuring Liz Callaway.
 - August 20-23. John Shea in *Moby Dick Rehearsed*. Tickets can be purchased at our website or through NHA.
- Susan urged everyone to spread the word about *Grease*, the benefit, *Seussical* and the cabaret. Goal is to grow our audiences and "get new people in the seats."

Artistic Director's report:

- Justin said we have finished the first week of rehearsals for *Grease*. Thanks to Jane and Charlie Forman for hosting the cast party. *Grease* has a big revenue projection. Ticket prices are higher with no pushback so far. Our summer musical is now an island staple.
- The Dreamland no longer wants to do the supper club at the Nantucket Hotel
- TWN is managing *MusACKal*, produced by Sally Horchow and the Johnsons and running 5 times per week from July 3 to September 1. Kay said we need control and clear boundaries to protect our reputation. Terms of the collaboration are set forth in a written contract.

Managing Director's report:

- Bethany commented on Business Sponsorships. We can still accept ads in our Playbill, and late commitments can be recognized in an insert. She distributed a list of sponsors and encouraged everyone to suggest additional prospects.

Treasurer's report:

- Chris said TWN is continuing to do well financially. Fundraising is ahead of budget; ticket sales for *California Suite* surpassed expectations; and theatrical expenses and G&A expenses are both below budget. Our bottom line through May shows a surplus of \$141k, 37% over budget.
- Enhanced fundraising and earlier collections have changed the seasonality of our business. We no longer run deficits in the first quarter.
- As of May 21, we have \$227k in the bank and \$163k in our Schwab investment account. Unrestricted funds total \$281k (vs. \$76k last year).

Development report:

- Jeff distributed an updated Development Scorecard. We've already exceeded our goal for Spring Appeal and Producer Appeal. Grants and benefit sales are making

progress. Business Sponsorships were a disappointment, but we have ideas for how to fix it next year.

Benefit Committee report:

- Maria stressed selling seats & tables. Seven of the 10 tables at the \$12k level have been pledged. Six at the \$800 level and 15 at the \$500 level have been sold.
- The tables and decorations look fantastic.
- The Committee met after the Board meeting with Susan, Ellie, Jane, Kay, Maria, Bethany and Justin present.

New Business:

- Judy suggested creating an Artistic Director's Circle to secure long-term support and multi-year pledges.
- In response to questions from Les, Justin said our office lease expires at the end of December and Bethany said our Bennett Hall lease extension will be signed this week. The office lease is expensive, but having a ticket kiosk on Main Street is a nice value-added.
- In response to a question from Elaine, Chris said our 2018 Audit report, which was distributed in draft form for the May meeting, is now finalized, with a clean opinion.
- Judy raised the issue of providing housing for the Artistic Director in the future.
- Lisa made a plea for a TWN team to participate in the Autism Walk on August 17, demonstrating support for Bob Wright.
- No board meeting in July. The next meeting will be on Monday, August 5.

Adjournment: Upon motion duly made and seconded, the meeting was adjourned at 10:25 a.m.

Respectfully submitted,
Ellie Gottwald, Clerk