

Theatre Workshop of Nantucket

Board of Directors Meeting

Friday, June 25, 2021

(via Zoom)

Directors present: Beth English, Jane Forman, Ellie Gottwald, Cecelia Johnson, Susan Lucier, Jean Doyen de Montaignou, Chris Mortenson, Helene Patterson, Maria Roach, Terry Schubach, Elaine Schwartz

Theatre Council members present: Amber Cantella, Kathy Garre-Ayars, Victoria Girvan, Jeff Lucier

Staff present: Justin Cerne, Bethany Oliver, John Shea

Welcome and call to order: Board president Susan Lucier called the meeting to order at 9:05 a.m.

Approval of Minutes of our May 28th meeting: Upon motion duly made and seconded, the minutes were approved by unanimous vote.

President's Remarks

- Susan thanked everyone who attended last week's Open House at our Pine Grove Road property. It was a beautiful day and the house and gardens looked great. Justin, Bethany, and others did a fantastic job of getting it ready for our actors. Special thanks to Beth and Current Vintage for providing wine and cheese boxes; and to Victoria for overseeing the acquisition of the property ROCK, which is inscribed as follows:

Thanks to the generous people who made
the purchase of this property possible.

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*Just say the lines and don't trip over the
furniture -- Noel Coward*

- Save the Date for our 65th Anniversary Celebration, on August 15th at Great Harbor Yacht Club.
- Flex Passes are available through June 30, Gift Certificates throughout the season.
- The stage at Bartlett's Farms is built, our actors have arrived, and rehearsals for *Mamma Mia!* have begun at Bennett Hall. Opening night is July 7. *A Grand Night for Singing* opens July 21st and will run in rep with *Mamma Mia!* to August 20th.
- Our outdoor set-up at Bartlett's is great exposure for TWN. Susan urged everyone to purchase tickets or season passes, book reservations and tell their friends.
- Susan spoke with David Mallette about wrapping up our Strategic Planning process, which started two years ago at the Beachside Hotel and was stalled by COVID during 2020. David agreed that now that things are opening up a bit, it's time to "put a bow on" the plan. The SP Committee will draft a final statement of the plan, highlighting goals we've already accomplished and those we still need to achieve, and present it to the board in advance of a vote at our August 13th meeting.

Producing Artistic Director's Report (Justin)

- Summer show rehearsals are in full swing. People are already exhausted (in a good way); we might have forgotten how much stamina and energy are needed to put up a show. But this is our best-ever aggregation of musical talent. "The voices are exceptional."
- Thanks to Beth and Victoria for helping to welcome and take good care of our actors, and to Maria for hosting a gathering at GHYC.
- Due to Equity rules, we are unable to invite board members to attend rehearsals. We hope this will change later in the year.

- Bad weather: audience members will be reminded to bring umbrellas, but the show will go on unless it's pouring at the start. We will be extremely accommodating, avoid disputes, and make attending a memorable (not a frustrating) experience.
- Tickets for opening night are selling well. Spread the word.
- NCTV is preparing a segment on our outdoor theatre for their "Life on Nantucket" show airing on July 8th. A local radio station is also promoting our shows. A banner is on order, and info cards will be available at BF checkout stations. Susan thanked John for facilitating the partnership with the Bartlett family.
- In the midst of all this, *AGNFS* will open July 21st, and performances of *Godspell*, our Youth Theatre collaboration with the Dreamland, are scheduled for August 12-15.
- Our whole company is vaccinated against COVID. But should we ask patrons whether they have been vaccinated? No one is certain, but we need to determine what we will do with the information if we decide to collect it.

Executive Director's Report (Bethany)

- Planning for our August 15th benefit at GHYC is underway. "Studio 65" will have a disco theme and feature performances of disco hits. Attendance will be limited to 116 ticket holders: one VIP /Sponsorship section seating 6 to 8 for \$50,000; six regular VIP sections seating six for \$18,000 each; and 72 seats at assorted high and low tables for \$1,000 each. There will be additional seating on the lawn until 10:00 p.m.
- Food and beverages: our entertainment license from the Town prohibits serving (or audience members bringing) them into the theatre space; however, people can buy things at Bartlett's market and use their picnic area prior to the show.
- Biff & Linda Levy have donated a ½ share in his gold mining company, GS Mining, valued at \$125K. Chris and our auditor Jeff Swanberg are checking out the details. We will receive dividends but they will be taxable; and we could sell the stock after a one-year holding period.
- Budget update: we are a little short of our cash goal for Business Sponsorships, but Sarah Fraunfelder is working on it, and in-kind gifts from businesses are significant. Grants and Producer Appeal are also slightly short. Expenses so far are generally in line with budget.

Treasurer's Report (Chris)

- We are close to our budget though the first five months, but the majority of our expenses are ahead of us, as are several revenue unknowns. A lot depends on ticket sales and net proceeds of our benefit.
- Our operating projection for the year is still slightly better than breakeven.
- Our cash position remains strong: \$690K as of June 23, even after prepaying \$100K on our Pine Grove mortgage, which reduced our monthly payments by 5%. We will run cash flow-negative for the balance of the year but should end the year with approximately \$450K (not counting the mining stock).
- In response to a question from John, Chris said we probably cannot increase the value of our real estate on the balance sheet. It must be carried at cost, not market value. He will confirm with Jeff Swanberg.

New Business

Helene asked how Flex Passes can be applied. Bethany said they are good for any show except *Godspell*.

Adjournment: The meeting was adjourned at 10:03 a.m. The next Board meeting is scheduled for August 13th.

Respectfully submitted,
Ellie Gottwald