

**Theatre Workshop of Nantucket**  
Board of Directors Meeting  
Friday, July 22, 2022  
Nantucket Fire Department, 4 Fairgrounds Road

**Directors present:** Kay Bernon, Richard Doyle, Beth English, Ellie Gottwald, Susan Lucier, Linda Mason, Chris Mortenson, Jean Doyen de Montaignou, Helene Patterson, Maria Roach, Elaine Schwartz, Lisa Soeder, David Southwell, William Steel

**Council members present:** Peggy Kaufman, Amber Cantella

**Staff present:** Justin Cerne, Bethany Oliver, John Shea

**Welcome and Call to Order:** President Susan Lucier called the meeting to order at 9:09 a.m.

**Approval of the Minutes of May 20, 2022:** Upon motion duly made and seconded, the Minutes were approved by unanimous vote

**President's Remarks:** Susan started with an over view of the season

- We opened with "Meteor Shower" which was an artistic success
- We are currently running "We Will Rock You" which has been a great success, both artistically and in ticket sales. Justin will elaborate in his report
- Please remember the Verdura Jewelry party will be held at Kay's home on August 8<sup>th</sup>. Kay added that we really need to rally a few more attendees
- Our youth production of "Freaky Friday" is in the works and runs Aug 10, 11, 12<sup>th</sup>
- "Studio 65" is our important benefit, please book your tickets as we need everyone's support
- "Moby Dick Rehearsed" is coming back after a 2 year COVID break, Aug 23-24-25
- We are looking forward to "On Golden Pond" in September

**Producing Artistic Director's Report:** Justin discussed "Meteor Shower" as an artistic success but the time slot is really a problem, ticket sales-wise. We will have to evaluate that before next spring.

- "We Will Rock You" is going great! These are the best voices we have ever had on stage here! It is great music, it's fun, includes 7 local actors and seasoned Broadway actors. Please talk it up to your friends.

- "Freaky Friday" is in rehearsal, going fantastic for our high school kids.

- White Heron reached out to us to see if we would be interested in doing a joint youth program. It is too late in the game to get something going but we will keep discussion open.

- The "Studio 65" Benefit is going to be an "experience"!

- "On Golden Pond" is almost cast, rehearsal starts Aug 16<sup>th</sup>, still need the young boy part

- Actors Union 3 yr contract is about up. Justin and Bethany will be negotiating carefully...renewing or they will try to be approved for using Equity "guest" contracts

**Executive Director's Report:** Bethany reported that the financial statement from Jan – June was emailed to the board. It looks pretty rosy but that is because of the timing. July will show us a clearer picture.

- Theatrical revenue was below plan due to slow "Meteor" ticket sales

- Grants are low because some "asks" are still out...not a "no," just slow response. New request is out to National Endowment for the Arts.

- Travel costs are higher, cars' expense higher
- Development goal was \$ 1,030,000. In hand we have \$ 869,000. Of that, \$ 586,000 was from Producer Appeal. We have 3 Season Producers this year. Plus 11 or 12 new Producers. In the future we have to continue to grow our Producers as costs keep going up.
- Benefit \$240,000 budget, only halfway there with ticket sales. Marketing with pop-up performances at Current Vintage, Bartlett Farm, etc.

**Benefit Report:** Will reported that we are on budget but ticket sales are not as high as we want. Questions if we should do a paddle raise at the event. He will put out an ask for volunteers to help with set up on Saturday or Sunday.

**Treasurer's Report:** Chris reported that we are still solidly profitable but moving into the place where we start to have higher expenses. Plus, expenses are running ahead of what we had planned due to inflation. Producer Appeal has been a bright spot with money coming in earlier. Also steady has been unsolicited money coming in. We currently project a miniscule loss of \$3,000 (\$5,000 below our original budget) for the full year.

The Benefit is our biggest unknown. We have budgeted \$240,00; we currently have \$50,000 in hand and \$50,000 pledged. It is critical that we make our numbers here to make a successful year. We try to be conservative in our projections, recognizing expenses now and deferring income.

Our cash position is still strong at \$600,000. We expect cash and investments to end year at \$300,000.

**Comments:** John Shea said we should all be really proud of what we are producing artistically. How could you follow up after "Mama Mia"? Well, we've topped it with "We Will Rock You"!

Richard brought up the issue that ticket sales do not really cover the cost of our productions.

Discussion followed on considering giving away tickets to fill seats, "angel tickets", reducing ticket prices for special groups, etc.

The next Executive Committee meeting will be on Friday, August 26<sup>th</sup> at 9:00 a.m. and the next full Board meeting on Friday, September 9<sup>th</sup> at 9:00 a.m.

**Adjournment:** the meeting was adjourned at 10:08 a.m.

Respectfully submitted,  
Helene Patterson, Clerk