

**Theatre Workshop of Nantucket**  
Board of Directors Meeting  
Friday, September 9, 2022  
(via Zoom)

**Directors present:** Kay Bernon, Richard Doyle, Beth English, Jane Forman, Susan Lucier, Jean De Montailhou, Helene Patterson, Maria Roach, Judy Seinfeld, Lisa Soeder, David Southwell

**Council members present:** Amber Cantella, Kathy Garre-Ayars, Victoria Girvan

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

**Welcome and Call to Order:** Board president Susan Lucier called the meeting to order at 9:03 a.m.

**Approval of the Minutes of July 22, 2022 meeting:** Upon motion duly made and seconded, the minutes were approved by unanimous vote.

**President's Remarks:** Susan opened with a recap of a successful season, from "Meteor Shower" to the huge success of "We Will Rock You" and the ongoing "On Golden Pond" and our youth production of "Freaky Friday". Also the huge success of the 3 day, sold out run of "Moby Dick Rehearsed". Susan thanked John Shea for his endless devotion to this production, for fostering the relationship with the NHA and for making it a special evening for so many. She invited John to say a few words about "Moby Dick Rehearsed". Susan thanked Will Steele and Judy Seinfeld for all their great efforts to make our Benefit such a huge success, a truly magical evening.

Nominations of two new candidates for the Board will be presented by Terry for a vote at Annual Meeting in October. They are: Karen Keelan who has been a long-time supporter and Executive Producer and Holly Bartlett, also a supporter and an Angel Producer. Terry will be sending information shortly. Susan also asked everyone to help keep developing our Board. We welcome suggestions of people who would be a great addition to the board.

**Producing Artistic Director's Report:** Justin thanked Judy and Will for the amazing Benefit! Having the actors involved there made the music and dancing so much fun! "We Will Rock You" was such a hit we could have run it another week and sold it out. "Freaky Friday" was also a hit production AND we made some money from it. He thanked Kay for the Verdura event. He thanked John Shea for the extremely popular and wonderful "Moby Dick Rehearsed". "On Golden Pond" is not selling well and we have reduced the price. We will look at the calendar, maybe we opened too soon on Labor Day Weekend. We will try to analyze these factors. The holiday show will be "Scrooge" It will be a really lovely show so please plan on going, give tickets as gifts.

Justin hopes to present suggestions for 2023 by the end of the year.

**Development Report:** Susan gave this report in Bethany's absence. Producer Appeal, including pledges is \$621,000 (budget goal \$500,000). Annual Fund we have \$37,531 (budget goal \$80,000). Grants we have \$38,500 (budget goal \$75,000). The Benefit \$298,550 (incl pledges) with the net of \$233,297 (budget goal \$190,000). The Verdura event \$15,820. Business sponsorships of \$20,000 and in kind support of \$16,000 from Marine Home Center. In hand we now have \$1,115,401.

There was further discussion about cultivating the relationship with Marine Home. TWN gives tickets to employees but we need to forge a deeper relationship with decision makers. Several people have contacts that can help. The Development Committee will put this on their agenda.

**Finance Report:** Justin reported in Chris' absence. Expenses are clearly up by 12%. We expected to break even in July but we were under for the month. To date our gross was \$982,000 with expenses of \$783,000 so net was \$198,000. We still hope to break even for the year but it is too early to say for sure. It will depend on how well the last 2 shows go.

The next meeting is the Annual Meeting on October 7<sup>th</sup> at 9:00 a.m. We will hold election of officers and board members and make council appointments.

**Adjournment:** The meeting was adjourned at 9:45 a.m.

Respectfully submitted,

Helene Patterson, Clerk