

The Audrey Herman Spotlighters Theatre
Board Meeting
July 10, 2017

Convened 6:40 p.m.

Members attending: Robert Heacock, Nick Fuhr, Fuzz Roark, Michael Tan, Lydia James-Harris, Kathy Mosmiller, Stephanie Miller
Guest: Suzanne Hoxley

Minutes of last meeting

Financial Reports

- Current P&L
 - Grant income is down substantially from last year. Fuzz has a stack of grant applications on his desk.
 - Scheduled to get a grant for Wright Foundation, but is went in late, so will not get anything until September.
 - Will get Clayton Baker Grant
 - Summer Academy is down about \$6,000 from last year
 - \$6K short at this time
 - Royalty payments for next season is one reason for the deficit

Show Report

- Season is 69% occupancy (excellent)
- Average ticket price is up
- Fuzz forecasts that this season will end up selling more tickets overall than last season

Budget Fiscal 2018: Motion by RH, second by Nick Fuhr, unanimously approved.

Education Report: See handout.

Audrey Herman Celebration: October 14, 2017 6-10 p.m.

Venue: The Inn at the Colonnade – The Hopkins Room

Good food: more than originally planned, and still within budget

Cash bar:

Looking for DJ:

Photo Booth booked:

Silent Auction: small number of higher end items

On-site raffle:

Parking is on-site at \$10

Sponsorship: packages went out the last week in June

Early bird tickets: until September 1, 2017 originally – will extend to September 8, 2017, since invitations aren't going out until beginning of August

Dancing throughout (ballroom and other dancing)

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Development/Grants – see Agenda

Development position: Baker - \$15K contingent on raising the rest of the funds
Deutsch – has proposal, will know more in a few weeks to month

Fuzz has a meeting with Leslie Marqua, who has arts development experience. We may be able to get funding through Goldseker to fund some consulting work by Leslie.

Hoen Building Project:

2100 E. Biddle Street, 85K sq ft facility, closing on the property in October 2017; would love to have Spotlighters as a partner; parking onsite for 55 cars; better draw for restaurant; shared classroom space (with other partners); his concern is his timelines; would need to pay rent October 2018 – for a turnkey space: \$5,000 to \$7,000/month rent; dim, warm shell – would need to raise between \$3.5 – 5 Million to come out \$3,000 in rent cost. Wants a 15-year lease. Realistically, we will not be ready to pay the rent that they want.

Fuzz commented that a church space may be more feasible. Robbie suggested looking at retail space (former grocery store). Bottom line is that the theatre needs a committed development person.

The meeting adjourned at 8:15 p.m.