

The Audrey Herman Spotlighters Theatre
Board of Directors Meeting

March 13, 2017 – 6:35 p.m.
Theatre Lobby

Present: Fuzz Roark, Alan Zemla, Michael Tan, Robert Heacock, Lydia James-Harris, Nick Fuhr, and Stephanie Ruzala. (quorum present).

Order of Business

The meeting convened at 6:30 p.m.

Minutes and other business

January 2017: Michael sent out the minutes from the board meeting on January 9, 2017. Alan moved and Robbie seconded to approve the minutes from the last meeting. The minutes were approved unanimously.

Dawn Lewis and Carol DeLisle tendered their resignations due to other commitments. Robbie moved to accept their resignations, Alan seconded, and it was approved unanimously. The board thanks Dawn and Carol for their service on the board.

Election of Vice President to replace Kristen Cooley.

Nick Fuhr has expressed interest. Michael nominated, Alan seconded, and Nick Fuhr accepted the nomination. Nick was elected unanimously as vice president.

Committee Meetings – Assignments:

Fuzz suggested that the working session in April be used for committee meetings.

Education Report: Lydia submitted her Education Report (see handouts for details).

The after-school program starts March 22, 2017. Two classes are going to run – Actors Tool Box and combination of offerings for older students.

The Young Actors Academy Summer Program will be July 3 – August 4, 2017. It will

run again at Midtown Academy.

In school programs:

- North Bend Elementary School: Actors Tool Box class for 20 weeks.
- Roland Park Country School: Musical Theatre class for 8 weeks for Grades K-5. New summer offering of one week intensive for Musical Theatre.
- City Neighbors High School: Actors Tool Box class for Grades 9-12.
- Mount Royal Elementary School: 2 Musical Theatre Classes.

Note: All of these programs are paying for themselves.

Financial Reports:

Show Report: Fuzz distributed the Show Report. [see handout]

- Show statistics are looking good.
- Averaging ticket price of \$15.91 for mainstage; up \$2 from last year (commensurate with ticket price increase of \$2).
- Averaging 44 seats per show; up from 41.5 last year.

Profit and Loss Statement:

Fuzz distributed the Profit and Loss Statement. [See handouts.]

Ticket sales are down slightly. Subscriptions are down substantially. Income is down about \$4,700 from where the theatre should be. Grant funding has been unusually low (\$14,000 less than usual). Partner donations are slightly down. Fuzz will be following up on education grants that should be coming in within the next couple of months.

As to expenses, BGE is \$1,000 below the budgeted cost. Fuzz has stopped the radio advertising, which has not brought in enough patrons (about 120 tickets over 4 shows). The Baltimore Sun article done on Threepenny Opera garnered better attention. Royalties are significantly up to the particular shows in this season (more expensive than last year). Insurance increased, primarily due to increase in theatre patronage and students in educational programming. Education program is over budget, primarily due to an increase in instructors (offset by income from

programming).

The P&L shows a net loss of \$8,671.69 for the year to date.

Fuzz is working on grant applications to fund a development position.

Planning 17/18 Season

Fuzz handed out the potential Season 56 show listing. (See handout.)

- Trying a 7 show season
- Trying a bridge show – extended over holiday season into January
- First show opens September 15, 2017
- Alan raised the issue that there is no “family-oriented” show in the mix
- Most shows are 5 weekends

Nick moved to approved the season as is with Show 5 to be determined. Alan seconded. The season was approved as submitted by unanimous vote.

Audrey Herman Celebration

Robbie is chairing the committee. There is no date set or venue. He is considering alternatives to the traditional GALA dinner/silent auction. Robbie will email the board to constitute a new committee. It looks like we will keep it on a Saturday night.

Fuzz also suggested that the board start considering nominees for the Audrey Herman Award and for the service award. Alan suggested honoring Arts Consulting Group.

Development Staff Position:

Potential funders:

- Baker Fund – grant due Friday (preliminary amount of \$15K),
- Abell – expressed interest
- Deutsch – expressed interest
- Goldseker – expressed interest

Relocation

Fuzz and Alan looked at a church across from Dunbar High School. No parking, questionable neighborhood.

No more word from Tadco.

Fuzz has gotten patron feedback post press-release that has been supportive. Many patrons think we made a wise decision not to move ahead with the Howard Street property.

Adjournment

Alan moved to adjourn the meeting, Nick seconded, and the meeting was adjourned at 8:15 p.m.

Working Session in April: There will be a working session on Monday, April 10, 2017.

The next board meeting is set for Monday, May 8, 2017 at 6:30 p.m.

Respectfully submitted,

Michael Tan, Secretary