

Opera House Board Meeting Minutes: Tuesday, October 15, 2019 10:00 am

Present: Mary-Carel Verden, Bill Brehm, Jon Lewis, Mayor Tim Swadley, Gen Wilberg, Paul Lawrence, John Beutel

Absent: Jim Borling, Lisa Reeves

Staff: Victoria Flynn, Brandi Brandes

1. The meeting was called to order by President Verden--10:01 am.
2. Motion to approve September 17, 2019 Minutes by Lawrence, second by Lewis—10:02 am.
3. Director's Report—10:03 am.
 - a. The Edgar Knecht Trio was here for a performance then a recording the following day.
 - b. Art Walk Stoughton went very well. Nicki will present data at the Arts Council meeting.
 - c. Sales for Sept. shows were consistent with previous years, lower in attendance.
 - d. Brehm will be having a one on one meeting with the Mayor and Finance head to discuss reducing cost for print advertising.
 - e. The City Council has an upcoming budget meeting. Brehm will be in attendance.
 - f. We have received some great letters from the community about how they have used the Opera House.
 - g. The strategic planning process is moving ahead.
 - h. Richard Thompson is nearly sold-out, Iris Dement is selling well, and Rhiannon Giddens has 2 sold-out shows. Kaki King didn't sell well, but should have.
 - i. Farley's needs to come back and do a little more work on the piano.
4. Financial Report—10:37 am.
 - a. Net profit up from last year at this time: \$242,270 up to \$338,008.
 - b. At the end of the last season we were up \$6,000 in profit.
 - c. Season ticket sales are going very well overall.
 - d. Adding the coat check and refreshments will help as well.
 - e. We have a new fee implemented this year that has helped bring in an additional \$30,000.
5. SOHFA Report—10:42 am.
 - a. We were given a \$10,000 grant from the Wahlin Foundation to help fund the piano.
 - b. There is a SOHFA meeting scheduled on Friday, Oct. 25 at 4 pm.
 - i. The final numbers from Catfish should be in.
 - ii. Will be talking about fundraising and selling alcohol.
6. Music Appreciation Updates from John Beutel—10:45 am.
 - a. Attendance is up about 25% this season.
7. Move to adjourn, Lawrence, Lewis—10:50 am.

Respectfully submitted, Victoria Flynn