

The Audrey Herman Spotlighters Theatre

Board Meeting

April 1, 2012 – Theatre Lobby

The meeting commenced at 1:20 p.m. Michael Tan, Fuzz Roark, and Michele Cunningham were in attendance.

Approval of Minutes: The minutes from November 21, 2011 were approved (motion by Michele, Fuzz seconded, unanimously approved).

P&L:

Fuzz presented the P&L Statement. Year-to-date, the theater is \$3,700 above budget in expenses, but all bills are current. This loss will be offset by revenues from the Academy program. The theater is current with all royalties, and will have royalties for the last 3 shows of the season (approximately \$2,100 total). The GALA came close to budget, with approximately \$2,600 in net income. The silent auction did better than last year.

Show Reports:

- Four shows into the season, average seats per show are up slightly. The musicals so far did not do as well as last year's shows. Agnes of God did not do as well as hoped. The cabarets have not been pulling in large audiences. Drop 3 is starting to draw a consistent audience. The average ticket price is down, but primarily due to Free Fall tickets. [Because of our credit rating and amount of credit card sales, PNC has reduced our fees.]

Grants:

- We are getting \$10,000 from William G. Baker Foundation.
- Fuzz will be sending out requests to a list of approximately 30 grantors, focusing on equipment, scholarships, ADA renovations, and general operating expenses.

Academy/Education:

- Spring 2012 Fundamentals has 6 students.
- Spring 2012 Toolbox has 3 students.
- Spring 2012 Goofin' Off has 2 students.
- The Spring after school programs are breaking even for instructor costs. They are being used as feeder programs for the summer Academy.
- Summer Youth Academy will be back at Midtown Academy.
- The theater has received 2 inquiries from other schools about arts in residence programs for a couple of days a week (60 to 90 minutes each day).

- Jay Gilman will be moving from teaching to a more administrative role. The program has been getting more inquiries from parents that require an administrator's attention.

ADA Renovations

- Estimates
 - Taylor Made: \$84,000 (no detail).
 - Qualis Construction: \$140,300 (minority business). Qualis furnished a very detailed, comprehensive line item estimate.
 - Modern Construction: \$95,000 - 100,000. We have not received a formal estimate yet. Modern needs to bring out its contractors to see the theater, before furnishing a formal estimate.
 - Neither Qualis nor Modern includes a potential \$25,000 contingency (elevator installation).

Events

- Audrey Herman Celebration will be Saturday, October 6, 2012, 6:00 p.m. to 10:00 p.m. at the University of Baltimore Student Center.
- There will be a silent auction. Fuzz would like to have a live auction, as well.

Other Items

- There is an intern from Coppin State, who has been helping out with costumes, painting etc.
- There will be 2 students from Friends School coming in for their senior projects. They will be working on costumes, maintenance, etc.
- There will not be a UB student volunteer day, since it would have interfered with Hello Dolly tech.
- Next season will stay as is, for now. Since there will be no renovation construction happening that season, there may be an adjustment to a few show dates, and may fill in a few dark dates with other events.

The meeting adjourned at 2:18 p.m. (motion by Michael, second by Michele).

Respectfully submitted,

Michael Tan, Secretary