



MINUTES

ROLL CALL

Trustees

Wills, Kathy, Chair	Present
Smith, Gerri, Vice Chair	Present
Beyersdorfer, Jeff, VC/Treasurer	Present
Hasenstein, Sue, Secretary	Present
Andres-Schneider, Ellen	Absent
Baughman, Tim	Present
Beverly, Bruce, SCPA Rep	Present
Chippindall, Andrew	Present
Clark, Tom	Absent
Diamond, Suzanne	Present
Dye, Sydney, SMOCA Rep	Present
Felder, Rich	Present
Fusillo, Mary	Absent
Irish, Christine, SPA Rep	Present
Itzkowitz, David, SMOCA Rep	Present
Kapner, Peggy	Present
Lewis, Alison	Present
Miller, Mike	Present
Miller, Pete	Absent
Millon, JP	Present
Roberts, Terry	Present
Jackie Schenkein	Present
Schwinghamer, Steven, SPA Rep	Present
Smith, Vicki	Present

Committee Chairs

Peterson, Erik	Present
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Staff

Agudelo-Martin, Victoria, Controller	Present
Baker, Steve, Director of Marketing & Communications	Present
Cochran, Sara, SMOCA Director & Chief Curator	Present
Curry-Evans, Kim, Dir. Scottsdale Public Art	Present
Joyce, Kathy, Director of Development	Present
Marsh, Natalie, Director of Education & Outreach	Present
McDaniel, Scott, Director of Finance & Administration	Present
Messmer, Abbey Interim Director of Performing Arts	Present
Miller, Mike, Interim CEO	Present

OPEN MEETING

1. Call to Order

Kathy Wills

- a. Kathy Wills called the meeting to order at 4:03 p.m.

Kathy welcomed new At Large Trustee, Dr. Jacqueline Schenkein to the board.

- b. Public Comments

Kathy asked for public comments. **There were no public comments.**

CONSENT AGENDA

2. Motion to Approve Consent Agenda Items

Action

- a. Approve January 23, 2018 Board of Trustees meeting minutes
- b. Approve February 14, 2018 Scottsdale Public Art Advisory Board meeting marked agenda
- c. Approve March 14, 2018 Scottsdale Public Art Advisory Board meeting marked agenda

A motion was made by Gerri Smith, and seconded by Sue Hasenstein, to approve the consent agenda. Motion passed unanimously.

REGULAR AGENDA

3. Chair's Report

Kathy Willis

Kathy thanked the search committee for their work on reviewing resumes and selecting candidates for interviews and thanked staff for their feedback on the expertise and qualifications desired for a new CEO. Kathy thanked the board for attending the retreat. Kathy encouraged board members to attend the April 10th City Council meeting in support of Canal Convergence. Kathy noted the current goals/responsibilities of the board: negotiating MSA, Updating Strategic Plan, supporting the organizations development, building a cohesive board through social interaction, replacing CEO (done), and financial oversight.

4. Interim CEO Report

Mike Miller

Mike reported that it has been an interesting several months, noting that he felt there was much to be done, however, he didn't want to do too much prior to a new permanent CEO arriving. Mike reported that he has been working with City staff to draft a new management services agreement with the City. This is essentially a cleanup of a ten year old document and there are language concerns as well as a few significant issues such as how we bucket funding. Mike noted that both parties are interested in establishing a fund for specialty equipment and fixtures to avoid the constant asks to the City for funding outside of the annual financial participation agreement. Mike noted that we have requested a delay in beginning the new contract to allow time for the new CEO to have input into the new contract.

5. Governance Committee Report

Gerri Smith

Gerri Smith noted that there are seven open At Large seats on the board and called for members of the board to identify and introduce potential board candidates.

6. Finance Committee Report

Jeff Beyersdorfer

Jeff asked Scott McDaniel to give an update on the accounting office activities. Scott shared that Tessitura and Financial Edge matched in February, alleviating concerns of double booking pledges and marking pledge payments as new cash. Scott reported that the Scottsdale Arts Festival made \$265K in revenue, Canal Convergence expenses were exactly as budgeted, and there is \$150K in outstanding pledges to collect. Jeff noted that we've been conservative and will end the year with a surplus if we do the same as last year. Scott noted that cash flow needs to be monitored. Kathy Joyce is projecting to meet contributed revenue budget. Jeff distributed a one page metrics sheet as a work in progress. The first draft of the FY 18/19 budget will be presented to the finance committee next week. The budget will be presented to the board at the May 22 meeting, noting that Scott and his team are doing a great job.

7. Investment Committee Report

Rich Felder

Rich reported that the committee has completed its deliberation and has chosen Vanguard for our endowed funds. Vanguard was the biggest and best vendor and offered lower fees. The funds, and Vanguard, will be monitored by the Investment Committee for a year and, if all goes as well as expected, At Large committee members will roll onto the Finance Committee and the Investment Committee will be disbanded.

8. Development Committee Report

Erik Peterson

Erik reported that we are about to enter our 4th and final quarter of the fiscal year, and we are positioned to meet our budget goal for contributed revenue of \$2.3M again this year. Grow and sustain pattern is performing.

In Development, variances are about timing and when we forecast these gifts' arrival at the beginning of the FY. Stronger indicators are trending numbers, pending proposals, and gifts in cultivation pipeline. All of these categories are ahead of last year. Membership: Strong performance with \$139,667 end of February compared to LY at \$64,540; the new ONE Membership along with a solid renewal process in place is pushing this effort; New membership cards arrived this month that are a sturdy plastic complete with member name, expiration date, ID# and barcode; Over 100 One Memberships sold at the Arts Festival bringing in \$7,000.

Grant Updates: \$50,000 from Nationwide; \$15,000 Canal Convergence; \$15,000 Sunday A'Fair; \$10,000 Visions; and \$10,000 Cultural Connections; \$10,200 from the Japan Foundation in support of this year's Discovery Series; \$229,500 additional pending grant awards expected to fund this FY meeting goal; Government grant goal exceeded with \$73,467 awarded, to \$50,000 goal.

Individual: \$309,603 end of February; Over \$50,000 in new gifts in March; \$510,000 in direct cultivation with goal of commitments by May 15 – including Board; Trending to exceed goal again this year and sustain \$800K level.

Special Events: As of 2.28 \$290,569, which exceeds annual budget goal for FY18 \$285,500.

Corporate: Trending ahead of last year and renewals in cultivation showing strong indicators to meet this year's goal; Two new partnerships are in cultivation – one at the \$75,000 – more soon.

In-Kind: All indicators goal will be met reporting to Financial Edge occurs once use of In-Kind is tracked in Tessitura; Final in-input of these amounts typically come towards the end of 4th quarter.

News and updates: Development Committee Chair Erik Peterson will complete his year as Chair next month and Christian Serena has accepted to serve in this role commencing May 2018. Many thanks to Erik for a superb job in focusing the Committee on identification of new donor prospects in all categories; AG2 – our young professionals auxiliary, held a successful membership event during Canal Convergence with 52 guests attending a reception. Kim Curry-Evans made a presentation followed by a tour of the Canal. Members are serving on their assigned Advisory Boards – all are reporting a great experience. Executive committee of AG2 will be attending the final Seth Rudetsky concert and attending the reception, planning retreat #2 will occur in summer. Legacy Society Luncheon is planned for April 3. This is the 2nd annual event with Jim Bruner, founding board member, continuing to Chair the Society; honoring this year Jeffrey Siegel as we celebrate his 40th anniversary of performing at the SCPA. Also honoring Laura Grafman as a Legacy Honoree for her dedication and vision. She and her husband Dayton introduced Scottsdale to Jeffrey. Underwriters Reception planned for April 23.

Kathy thanked Erik for serving as Chair of the Development Committee and presented him with Arcosanti bells. Kathy announced that SMOCA Advisory Board member, Christian Serena would serve as the new chair.

9. Final Comments

Steve Baker thanked the team that selected the database cleanup vendor, JCA. JCA is on site today meeting with the various departments regarding their use of Tessitura. Gerd noted his excitement at the data capture and information we will receive through the project which will help us correct our messaging and brand issue and allow us to remain flexible. User focus groups are also needed.

Gerd welcomed everyone to join the party in the Young @ Art Gallery, noting his wife, CeCe will be attending. There are 80+ attendees expected from our board and other local organizations.

Kathy reminded the board of the need for a quorum for the May board meeting as the FY18/19 budget, new strategic plan, and slate of officers will be discussed.

ADJOURNMENT – The meeting adjourned at 5:07pm.

Respectfully submitted,
Kelly Hicks
Recording Secretary