

MINUTES

ROLL CALL

Trustees

Robbins, Dennis, Chair	Present
Lewis, Alison, Past Chair	Present
Lyon, Stephanie, Secretary	Present
Wills, Kathy, Treasurer	Present
Anderson, Rhonda	Present
Baughman, Tim	Present
Bennett, Julie	Present
Beverly, Bruce	Present
Biddle, Steve	Present
Boyle, Peter	Absent
Brown, Kirsten	Absent
Camuñez, Dino	Present
Candelaria, Mark	Present
Cecil, Paige	Present
Coleman, Richard	Present
Dahdah, J.P.	Absent
Duley, Kathy	Present
Fedewa, Mary	Absent
Galbut, Keith	Present
Harman, Kristopher	Present
Kovach, Christine	Present
Long, Catherine	Absent
Martinez, Cristobal	Absent
Nelson-Johnson, Priscilla	Present
Peterson, Erik	Absent

Peterson, Linda	Absent
Roskam, Merle	Absent
Schenkein, Jaqueline	Absent
Scott, Pauline	Absent
Sutton, Melanie	Absent
Weishaar, Mistie	Present

Ballares, Kati, Director of Public Art
 Brown, Kiara, Canal Convergence Events Coordinator
 Krivanek, Erin, Director of Development
 Martin, Michael: CFO
 Marsh, Natalie, Director of Learning & Innovation
 McCabe, Jennifer, Director & Chief Curator, SMOCA
 Messmer, Abbey, Director of Programming
 Prins, Jamie, Director of Events
 Reeves, Meribeth, Managing Director of SCPA
 Roth, Summer, Director of Marketing
 Sheridan, Andria, CAO & Recording Secretary
 Wuestemann, Gerd, President & CEO

Guests

Sarah Taylor with Proximo Spirits

OPEN MEETING

1. Call to Order & Announcements

Dennis Robbins

- a. Dennis Robbins called the meeting to order at 4:06 p.m.
- b. Public Comments – **No public comments made**

2. Introduction – New Senior Staff Member

Summer Roth

Gerd introduced new Director of Marketing, who started with us on October 10, 2023. Summer introduced herself, highlighted that she was excited to jump in, and gave an overview of her experience. She most recently came from the agency world with a focus on strategic background working with large and small organizations. She also has a strong non-profit background, having previously worked with Musical Instrument Museum (MIM) and the Arizona Science Center.

CONSENT AGENDA

3. Motion to Approve Consent Agenda Items

Action

Dennis Robbins

- a. September 2023, Board of Trustees meeting minutes

A motion was made by Rhonda Anderson and seconded by Alison Lewis to approve the consent agenda. Motion passed unanimously.

REGULAR AGENDA

4. Chairs Report

Dennis Robbins

a. Mission Moment

The mission moment for this month is related to our first big event in the Civic Center with the Wilco show. This was well received in our community and was a great success overall. Scottsdale Arts sent a post-show survey to 1044 people, with 246 responses. Of those responses, 84 specifically mentioned our staff, or groups of our staff. Dennis read several quotes provided by the community in these responses. One specifically mentioned Protection Services Coordinator Mike Hammerand, who assisted a family with additional accessibility needs. Other feedback received included mentioning the high tech stage setup while the venue retained the charm of old town Scottsdale. Numerous patrons said the ease of parking and overall experience in our venue.

Additional mention is made to SMOCA, which received Phoenix New Times' "Best Museum Award" for the second year in a row.

5. Finance Update

Michael Martin

Michael presented the following financials and noted that the figures were reviewed, discussed, and approved by the Finance Committee in the meeting last week. Michael gave a high level overview of the first quarter of our fiscal year. Quarter 1 main focus was to open the outdoor stages. We outfitted the main stage and surrounding areas, balancing equipment purchases versus rentals because storage on our campus is a factor. On the main stage, we did a soft opening with the group The Sun Punchers to a smaller crowd, which was overall considered successful. Our first paid show took place with Wilco at the beginning of the second quarter. It was a sold-out show and sounded great.

We received two additional bequests in September. Please recall that in August, we received a mega-gift of \$ 11.5 million from the Ziegler Family. These two new gifts will add up to approximately \$600,000. Dr. Wendy L Sternberg left us at least \$400,000 to fund an endowment to be used for general use, signage, and other name recognition. Phyllis I. Morof left us an amount that may be approximately \$350,000 for general use. There is a probate court date next month that may confirm this bequest. These amounts are not yet reflected on the financial statement until we can determine the amounts with reasonable certainty.

On the Income statement, we are almost exactly on budget for expenses, revenue, and operating bottom line. The contributed revenue is a little ahead of budget, but we believe this excellent performance is due to timing, and we expect the entire year to be on budget. Artist fees are also a little ahead of budget, but we believe this excellent performance is due to timing, and we expect the entire year to be on budget as well. Personnel expenses will be over budget; we had many vacancies with 9% last year. This year, it is closer to 3.5%. Inflation is also biting us a little bit, making it difficult to maintain salary rates for new hires. The balance sheet shows receivables ended at \$ 12 million; most of that is the Ziegler gift. We will receive the first half in November, and the other half before end of the fiscal year. This cash will be used to design and build the Ziegler Theater project. We will keep the Board updated as plans evolve.

Christine Kovach asked about unearned canal convergence funds. Gerd clarified that there is seed money for the following year, which we always have to set aside as it is from the TDC. Kathy Wills remarked that we will have an audit update at a later date and that there is currently an RFP for new auditors. Gerd thanked all departments within the organization for keeping their budget numbers up to date throughout the year which is why we can stay on top of budget and reflect such accurate numbers. Gerd also thanked the Finance Committee for recommending a contingency amount into place for this budget.

Motion to approve budget made by Keith Galbut, Seconded by Kristopher Harman. Motion passed unanimously.

6. Canal Convergence

Kiara Brown

Kiara, Canal Convergence Coordinator, shared an update on the upcoming annual Canal Convergence event. There will be some new things to experience at this year's event. She noted that there are still several spaces where we could use volunteers during the event and if any members are interested, please reach out to her, and she will get more information to them. Kiara provided the event dates from November 3 – November 12, 2023, with hours on Fridays and Saturdays from 6–10 p.m. and Sundays through Thursdays from 6-9 pm. Admission to the event is free to the public, with some ticketed events for workshops and tours. Kiara then provided an overview of all artworks, programming, the event site map, and food and beverage options we will offer this year.

8. CEO Report

Gerd Wuestemann

Gerd reviewed that we hosted a photo op for the Board in September, and while not everyone could attend, we will try to schedule another next year. We currently have 31 Board members and six advisory committees with strong roots in our governing bodies. Gerd asked all to review the season guide provided at their seats because you can see the strength in programming across all our divisions; we have a lot going in in the coming months, with more to come. Gerd highlighted the Wilco show earlier in October, which had a sell-out crowd. He acknowledged the work of our staff across several departments because the first show in an unproven venue is always a big event, a heavy lift, and requires a solid team. Regardless of some ticketing issues experienced, we were able to load all tickets. In addition, we hosted Scottsdale Public Art's 50th anniversary with Windows to the West on October 26, 2024. This is one of the most treasured pieces in our collection.

Gerd highlighted other upcoming events, including the 7th Annual Scottsdale Dia de Los Muertos event, Dreamy Draw Festival, Jazz Ambassadors of the United States Army Field Band on November 9, and our upcoming Canal Convergence, which are anticipated to have record-setting visitors in attendance. We will also be hosting the Sterline Awards in the Center, and Scottsdale Arts is a finalist for the third time in a row. Gerd also showcased the "Fall in love with Scottsdale Civic Center" campaign and the new city-wide cultural calendar that is now live. This website is populated with 25 different arts organizations across the city, which has been democratized, so smaller organizations will receive just as much promotion as larger organizations.

Gerd provided an update on the Ziegler Theater, having just completed the 12th budget revision. The city builds a 20% contingency amount into their budget although we are confident that the architect and construction will need only a 5% contingency. Gerd also spoke about the plan for Cattletrack and Artspark, which is a property of about 13 acres with existing building owned and built by the Janie Ellis family. Keith Galbut spoke about this property and its profound meaning in our community, and the possibility that it holds. Dino Camunez suggested that we get the Board involved in the project early on so that they can advocate for this. Rhonda Anderson asked about the number of staff that would need to be added to facilitate this initiative. Gerd responded that we would need to draft a five year plan. We had placed a hold on Artspark, but if we can move with Cattletrack, we could potentially have a permanent place for Artspark from the onset. Christine Kovach suggested that we should schedule a meeting with the Cattletrack Board.

Motion to approve contractual agreement authorization made by Keith Galbut, Seconded by Priscila Nelson-Johnson. Motion passed unanimously.

9. Other Business

Dennis Robbins

None

10. Sip N Series

Jamie Prins & Sarah Taylor with Proximo Spirits

Jamie presented on the Events department, the scope of their work, including our volunteer program, front-of-house program, festivals, food and beverage, and event rentals. Jamie shared that the Sip N Series was a passion project

started years ago and has been a successful ticketed series for the last six years. She is introducing an abbreviated version tonight to showcase for the Board and turned over to Sarah to present.

13. Adjourn

Dennis Robbins

Motion to close meeting made by Richard Coleman, seconded by Allison Lewis. Motion passed unanimously

Meeting Adjourned at 5:30 p.m.

Respectfully submitted,
Andria Sheridan
Recording Secretary

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