

Minutes of the June 30, 2021 Meeting of the Arena Theater Board of Directors

1. **Call to Order** – Beattie called the meeting to order at 6:04 p.m.

2. Roll Call

Present – Beattie, Joakimides, Andersen, Archer, Sussman, Wilkinson, McMurtry, Crutcher, Boyd, Marrinan and Mosely

Absent – More

Minutes - Archer

3. Privilege of the Floor/Correspondence/Suggestion Box

Steve McLaughlin proposed that the Film Club be relaunched in the fall. He has checked with the two main booking agencies that we've previously used, and they are all ready to work with us for licensing films for non-theatrical streaming at Film Club at the same cost as we paid several years ago. He reviewed the Film Club's 2019-2020 proposed budget (with a loss of over \$10,000) and past year (of operation) figures. After consulting with several Film Club members, he suggested that going forward the format should change and that members should be charged a reduced ticket price.

Archer spoke of the Finance Committee's ongoing discussion of this issue and McLaughlin agreed that non-members should continue to pay a \$10 ticket price, however, he pointed out that over 50% of the Film Club income is derived from concessions (average \$105/showing) which would be reduced/lost if free popcorn was given to members. He suggested that this was unnecessary and that a reduced members ticket price would not be objected to by most (all?) members at Film Club. It was agreed that the Finance Committee and the Re-Opening Committee would meet with McLaughlin to further discuss this issue and, hopefully, reach some agreement to be effective upon Film Club's re-opening in the Fall.

4. **Approval of Minutes from the May 26, 2021 Board meeting** – Joakimides moved that the Minutes be approved, Andersen seconded the Motion and the Minutes were approved.

REPORTS:

5. **President's Report** – Beattie gave appreciation to all of the people that have kept, and are still keeping, the Theater going, and he looked forward to our ability to meet again in person soon.

6. **Treasurer's Report** – Andersen had circulated documents which contained last year's numbers and compared them to the last full pre-pandemic fiscal year of 2019-2020. Total contributions and support were \$34,000 higher in 2020 (\$94,000 v. \$60,000). Earned income was significantly less than the year before because we were closed. Andersen noted that the differences were due to our closure during the pandemic with the loss of ticket and concessions sales. Earned revenue in 2020 was \$107,304 v. 2019 which was \$271,534. Gross profit in 2020 was \$107,000 v. 2019 which was \$249,000. Operating costs last year were down because we were closed. 2020 \$29,000 v. 2019 242,000. Net income in 2020 was \$57,516 (including PPP Loans and Grants). Total expenses in 2020 was \$97,159 v. 2019 which was \$278,900.

For the last fiscal year the total gross profit was \$107,000, total gross expenses were \$97,159, with a net profit of \$10,000. We also have approximately \$47,000 (consisting of PPP Loans of

\$28,000, a Community Foundation Grant of \$6,650 and other Grants) for a 2020 total net income of \$57,516. We have \$44,600 in last year's profit not spent for operations, in May 2021 we received \$21,258 (of which \$15,000 was a CA Covid Grant with some limitations) and the Nomadland Fundraiser. We have unspent restricted funds totaling \$26,141 on hand. Adding profit, COVID Grant and PPP we currently have \$65,400 on hand with Building Reserves at \$80,000 and Operations Reserves at \$45,000.

7. Standing Committee Reports -

a. **Finance Committee** – Included in the Treasurer's Report.

b. **Fund Development Committee** – Wilkinson reported that year-to-date memberships are 369.

From our Spring Fundraising Letter we received \$7,575 in May v. May 2020 of \$26,000 (including Grants and a huge response to last year's Spring Fundraising Letter at the beginning of the pandemic). Membership contributions are comparable to last year.

This year's Spring Fundraising Letter has 47 responses totaling \$6,700 v. 2020 of 86 responses (37 responses in 2019). For 2021 we have \$2,285 in unrestricted donations, \$4,370 in membership (30 memberships) and we have received an additional Community Foundation Grant of \$7,500. The Nomadland Seat Auction raised \$3,100.

b. **Membership Committee** – Joakimides reported that our membership is holding steady. The Committee has been reviewing membership benefits and Film Club.

c. **Programming Committee (includes cinema, live, telecasts, publicity, and film club) –**

Cinema – Marrinan reported that he is trying to book "big" movies with "big" stars. Unfortunately, many of the "big" movies that came out during the pandemic are not available at this time because of streaming commitments.

Live – Boyd reported that the Committee recently met to begin planning for live events beginning in the fall. There are many considerations that must be taken into account (attendance capacity, masks, etc.). The suggestion is that singer-songwriter events would be good re-opening events because they are more sedate. The Committee has also begun to discuss re-opening First Monday Music beginning in August/September.

Telecasts – Boyd reported that we signed an agreement for next season's Exhibition on Screen to begin in October (5 total showings). The Bolshoi Ballet schedule has been announced and we are awaiting a renewal agreement. We are also awaiting a renewal agreement from the Met and are awaiting the announcement of titles from NT Live.

Publicity – Moseley reported that she has been learning to develop reports from our data base for the various committees and is looking forward to our re-opening for increasing activity.

d. **Facilities Committee** – McMurtry reported that new lights were installed in the front windows and the wall in the Green Room has been repaired. The trees in the front of the Theater have been trimmed. There was a puddle in the lobby due to a leak from the drinking fountain and this will be repaired.

e. **Personnel Committee** – Archer deferred the discussion to the Closed Session.

8. Reopening Committee update – Boyd reported that the Committee met twice this past month and decided to keep our mask requirement at this time given the uncertainty of the variant risk. There may be a slight increase in our seating capacity per showing and this will be discussed further. The Committee would like to add one or two additional screenings per week. Joakimides has advocated for an additional night showing. Moseley reported that Thursday is the last night of the weekly showings (new movies begin on Friday) and it has historically been a well-attended showing. This additional showing would allow for the Theater to be “aired out” in between the Wednesday matinee and before the Friday night showings. The Committee decided to continue with volunteer ushers for the foreseeable future as it helps control seating and promotes communication with the attendees. Archer, Marrinan and Sussman suggested that we not rush this and add only one showing at a time as the summer goes on. Joakimides suggested that the Board vote to add one showing/week beginning in July. Wilkinson moved and Beattie seconded that the additional showing would begin with an additional showing for “Cruella” beginning on Thursday, July 8 at 7:00 p.m., Joakimides seconded the Motion and it was passed.

NEW BUSINESS:

9. The meeting was adjourned at 7:30 p.m. and the next meeting date and time – July 28, 2021 at 6:00 p.m.

CLOSED SESSION