



**Annual Meeting
Lesbian & Gay Big Apple Corps, Inc.
December 17, 2018**

**Church of St. Paul
405 W. 59th Street
New York, NY**

Attendees:

Board - Rusty Riker (Chairperson), Kathlyn Ho (Vice-Chairperson), Christine Lee (Secretary), Jeremy Tse (Treasurer), Leslie Becker (Member-At-Large), Will Penrose (Member-At-Large)

Directors – Marita Begley (Marching Band Music Director), Lindsay Famula Becker (Director of Program Services)

Corporate Membership – Brian Luke, Blair Eisenhart, Catherine Allen, Eric Rouda, Hannah Webtser, Jason Gilbert, Joseph Avena, Kathryn Lieber, Kimberly Engel, Lisa Dresner, Michael Sbabo, Rebecca Brewer, Russ Ebersole, Steven Lewis

Call to Order: 7:06 pm

Motion by Jeremy Tse to call meeting to order

Motion seconded by Blair Eisenhart

Approved unanimously

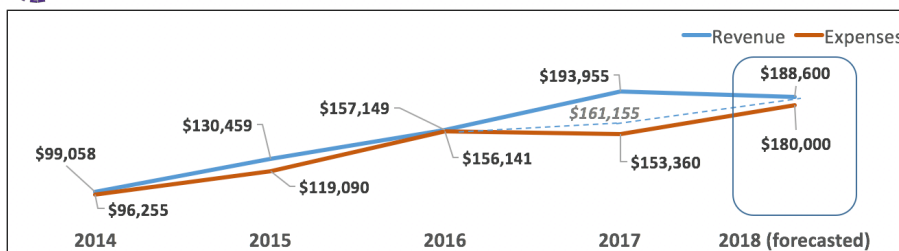
Leslie friendly amendment to agenda to accept the minutes

Motion by Lindsay Becker that the corporate members from the 2017 meeting vote to accept the minutes from the 2017 Annual Meeting

Motion seconded by Leslie Becker

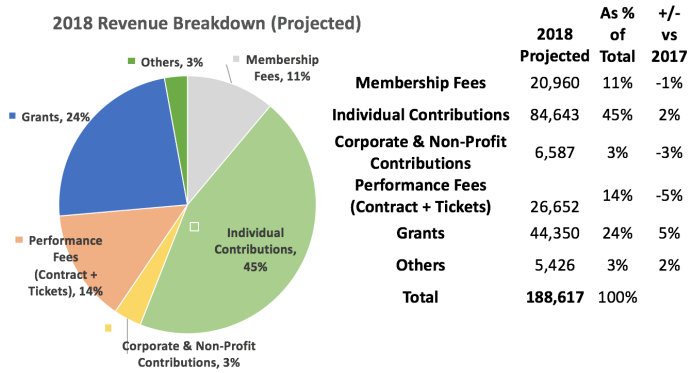
Approved: 15

Financial Report



- Excluding impact from one-time accounting adjustment in 2017 (\$33,000), **revenue increased by \$28,000**
 - Contributions: +\$10,000
 - Grants Revenue: +\$29,000 (\$20,000 relating to timing of 2017 grants pre-collected in 2016)
 - Tickets: -\$6,000 (estimated)
 - Contract Performances: -\$3,000
 - Other: -\$2,000
- **Total expenses increased by \$26,000**
 - Performance / Rehearsal Spaces: +\$10,000
 - Storage Fees: +\$10,000
 - Professional Stipend: +\$6,000
 - Music Purchase: +\$1,000

Forecasted Surplus: ~\$9,000



● **Grants**

- NYC Department of Cultural Affairs
 - 2018 Approved (\$23,100)– to fund activities from July 2017 to June 2018
 - 2019 Approved (\$25,200)– to fund activities from July 2017 to June 2018
- City Council Grant –
 - Renewal of Council member Dromm (\$10,000) – to fund new activities in Jackson Heights district
- “P-Rade” Grant – \$10,000

● **Membership Fees and Program Revenue (+/- vs 2017)**

- Member Participation Fees - \$20,140 (-\$800)
- Concert Ticket Sales - \$14,625 (-\$6,500)
- Contracted Performances - \$12,000 (-\$3,500)
 - Marching Performances:
 - Montclair 4th of July - \$2,500
 - Friends of Washington Market - \$2,500
 - Village Halloween Parade - \$1,000

● **Contributions**

- Corporate contributions - \$5,000 (-\$5,000)
- Individual Contributions - \$73,000 (+\$6,500)
 - Annual Match Challenge - Met and Exceeded the \$25,000 goal
 - Includes Edie Windsor gift of \$30,000 received this year
 - Artistic Legacy Fund Contribution - \$12,000
- Fundraisers
 - Vanities’ Vanities - \$4,500
 - Fall Holiday Online Auction – ~\$3,500

● **Total Expenses: \$180,000**

- Rehearsal and Performance Rental Space - \$27,650
- Stipends - \$19,000 (\$-500)
- Truck - \$16,000 (-\$1,500)
- Storage Rental - \$21,000 (+\$12,000)
- Production Assistants - \$13,000 (-\$500)
- Music - \$5,400 (+\$1,100)
- Guest Artists (including Concerto Competition) - \$3,500 (-\$2,300)

- Assets
 - Primary asset is cash reserve - \$93,000
 - Our goal is to have one year of annual operating expenses on-hand as cash reserve
 - Minimum Requirement is to have 3 months of expenses (\$45,000);
 - Artistic Legacy Resource - ~\$36,000 – 6% of the resource can be used per year for operating funds
 - Prepaid Expense - \$7,500 – Contract Deposit at St Bart's
- Liabilities
 - None! We do not have any debt or large payables.

Development Outlook

- Hired Grant writing and reporting consultant
- DCA grant for both 2018 and 2019
- Outreach grant specific to Queens from Councilman Dromm
 - 2 Queens Museum concerts
 - Queens Pride Parade with Middle School Students
 - Masterclass with students from IS 450 and joint performance with Band
- 40th Anniversary Committee
 - Activities include banquet, Drag Bingo, videos, social media
- Group interested in Jazz Band must present proposal

Outreach Outlook

- 5 small ensembles with over 12 performances in 2018
- Currently looking for someone to serve was Director of Outreach

Marching Band Outlook

- 18 gigs during 2018 – additions to schedule included Knicks performance, Times Square on Earth Day, Edie Windsor dedication, City Hall
- Played at iconic locations: Center Court at Madison Square Garden, City Hall, Times Square, Princeton University and Herald Square
- Changed location of NYC Marathon performance to Spanish Harlem this year
- Will do P-rade again in 2019
- Arranging performance with students from IS 230 for St. Pat's for All and Queen's Pride
- LGBA will have a mass band for NY Pride March and will perform with LGBAC for Dyke March
 - Looking into arranging a gathering for Saturday night and renting a space

Symphonic Band Outlook

- 3 very successful concerts this year, making this our second year of trying out a 3 concert cycle.
- The Spring Concert - All Female Composers' Concert did not bring in the ticket sales we expected.
 - We made some connections with council women in the area that we did not expect.
- Our Fall concert at the Queens Museum exceeded all expectations in terms of audience numbers.
- The Holiday concert had slower pre-concert ticket sales but quickly raised to just about full house on the concert day.
- We are gearing up for our 40th Anniversary season April 13th at St. Bart's

- Incremental cost of \$8,000 to \$10,000
- Increase participation fees for 2019 Spring Symphonic season from \$75 to \$90
- 2 ticket minimum per band member or pay a contribution
- Increase ticket prices \$25 and \$35
- Other proposals: consider tiered dues and cheaper seats (\$10-\$15) for concert
- We are in communication with Simon Morales, Venue Coordinator at the Intrepid, to plan an outreach concert or outreach event as part of either Fleet Week or a different exhibit.
- Outreach event at the Queens Museum with the Sci-fi/Fantasy repertoire
- Fall 2019 focus on one concert incorporating Folk Music from around the world with some holiday music as well.
- Collaboration with NYU. Reading new works/arrangements/orchestrations is a great way for us to collaborate with larger educational institutions and to possibly get to a point where we can work with publishers to make demo recordings of new published band works.
- Jazz Band - committee that is currently working on gathering venue, equipment, performance, rehearsal information and will create a full proposal to bring to the Board in 2019
- Current small ensembles are: Brass Quintet, Spectrum Sax Quartet, Horn Quartet, Woodwind Quintet, and a new Jazz Trio.

Review of Long Range Plan

- Updating long range plan will be a focus for the new board in 2019
- New brochure for Artistic Legacy Fund
- Will continue to work on establishing a Personnel Committee
- Updates from the board in email form and at rehearsals
- Must send out Treasurer's Report and Board Meeting Minutes to the entire band

Discuss Proposed Amendments/Motions

A. By-law Amendments

- a. *Motion proposed by Kathryn Lieber to change the wording of 9.1 Membership Dues to the following:*

The board shall fix the amount of dues to be paid by Members by June 30th and if it shall fail to do so, the schedule of dues and classifications of the current year shall remain in effect for the following year. All dues shall be payable by September 30th. Reminders shall be sent to all eligible corporate members by July 1st. Dues are good for July 1st through June 30th of the following year.

Amendment seconded by Kimberly Engel

Vote Result: 25 approve 1 abstain

B. Motions

- a. *Motion by Brian Luke*

Board will form a committee to explore the possibility of renaming the band and putting together a business proposal for same

Motion seconded by Hannah Webster

Vote Result: 25 approve 1 oppose

Motion by Blair Eisenhart to adjourn the meeting

Motion seconded by Brian Luke

Approved unanimously

Adjourned

9:59pm