



**Annual Meeting
Lesbian & Gay Big Apple Corps, Inc.
December 16, 2019**

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

Attendees:

Board - Rusty Riker (Chairperson), Jason Gilbert (Vice-Chairperson), Christine Lee (Secretary), Russ Ebersole (Treasurer), Blair Eisenhart (Member-At-Large), Brian Luke (Member-At-Large), Alec Sim (Member-At-Large)

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

Corporate Membership: Catherine Allen, Courtney Pike, Dana Robbins, Daniel Gollhofer, Dyanne Irby, Hannah Webster, Joseph Avena, Julian Lander, Kathleen Plavcan, Kathryn Lieber, Leslie Becker, Lisa Dresner, Lorian Kolb, Louisa McMurray, Meredith Cornelius, Michael Sbabo, Michael Tolliver, Rebecca Brewer, Sarah Read, Sylvia Espinoza

Call to Order: 7:08

Welcome

Motion by Julian Lander that the corporate members from the 2018 meeting vote to accept the minutes from the 2018 Annual Meeting

Motion seconded by Alec Sim

Vote result: Approved unanimously

Marketing Outlook (Daniel Gollhofer)

- New website has launched
 - Soft launch is live
 - Daniel will send out form requesting feedback from membership
- Beginning Integrated brand and marketing campaign in 2020

Development Outlook (Jason Gilbert)

- NYC Department of Cultural Affairs
 - Cultural Development Fund: \$17,500
 - Mayoral: \$12,500
 - Social Impact of the Arts Project: \$600
 - Total: \$30,600
- City Council – Daniel Dromm

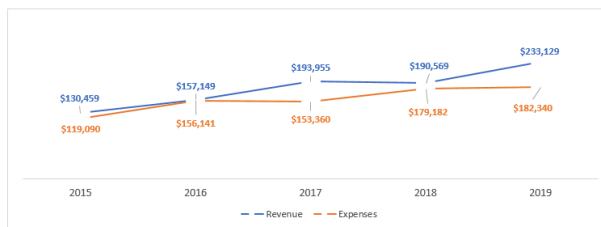
- Cultural Integrated Initiative (CII)
- Requested to work with IS230 and the Pan American High School
- Nicholas Bianchi
 - Created Grant Tracker to keep track of benchmarks
- Grant for Pier Dance: around \$4,500
- Corporate Sponsorship
 - Bruce Petricca (MB Director '86-'88) volunteered to help with finding corporate sponsorships

Financial Report (Russ Ebersole)

- Unable to produce accurate Financial reports until October 2019. BOD now receives monthly Balance Sheet and P&L
- Engaged accountant to clean up and reorganize Quickbooks
- Begin 2020 with a clean slate
- Improve record keeping including collection of receipts and invoices for all expenses
- Procured Automobile Liability insurance to better protect the organization's assets



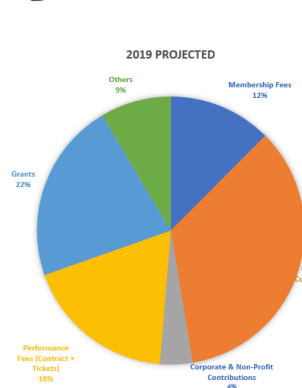
Finance Overview: Historical View



- Revenue increased by \$42,600
 - Contributions: +\$1,060
 - Grants Revenue: +\$6,420
 - Tickets: \$6,500
 - Contract Performances: \$7,360
 - Other: \$21,260
- Total expenses increased by \$3,150
 - Performance / Rehearsal Spaces: +\$11,660
 - Storage Fees: +\$5,350
 - Professional Stipend: -\$1,150
 - Music Purchase: -\$2,500



Finance: Revenue Review



	2019 Projected	As % of Total	+/- vs 2018
Membership Fees	29,125	12%	1%
Individual Contributions	81,339	35%	-10%
Corporate & Non-Profit Contributions	9,137	4%	1%
Performance Fees (Contract + Tickets)	42,697	18%	4%
Grants	50,930	22%	-2%
Others	19,900	9%	6%
Total	233,129	100%	

- Grants
 - NYC Department of Cultural Affairs FY 2019 total awarded \$27,930
 - NYC City Council Grant FY 2019 total Awarded \$10,000
 - Renewal of Council member Dromm – to fund new activities in Jackson Heights district and Pan America District

- 2019 Funds Released thru 12.12.19 (\$15,040)
- 2020 Funds to be Released \$22,890
- “P-Rade” Tiger Baron Foundation Grant – \$10,000
- Stonewall Community Foundation - \$1,000
- Heritage of Pride - \$2,000
- Membership Fees and Program Revenue (+/- vs 2018)
 - Member Participation Fees - \$29,100 (\$8,150)
 - Concert Ticket Sales - \$22,540 (\$6,500)
 - Contracted Performances - \$20,150 (\$7,360)
- Contributions
 - Corporate contributions - \$6,640 (\$1,070)
 - Individual Contributions - \$79,990 (+\$1,007)
- Total Expenses: \$182,340
 - Rehearsal & Performance Rental Space - \$38,660 (\$11,660)
 - Stipends - \$18,000 (\$-1,000)
 - Truck - \$15,620 (-\$880)
 - Storage Rental - \$25,700 (\$4,300)
 - Production Assistants - \$12,685 (-\$68)
 - Music - \$2,980 (+\$2,500)
 - Guest Artists - \$1,255 (-\$2,190)
- Assets
 - Primary asset is cash reserve - \$118,000
 - 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 - ~\$63122 – 6% of the resource can be used per year for operating funds
- Liabilities
 - None! We do not have any debt or large payables.
- Artistic Legacy Fund
 - \$1.4 million dollars in estate contributions pledged

Symphonic Band Outlook (Henco Espag)

- Spring Concert 2019
 - More difficult repertoire
 - Increased ticket sales
 - New venue
- Fall Concert 2019
 - Tickets sales were up from last year
 - First fall concert in 4 years that was not programmed as a holiday concert
 - Audience survey
- Increase Outreach to expand audience demographics
- Outreach Coordinator – Pam Santiago
 - Reached out to Sing for Hope organization
 - Connection with Harmony Group for school outreach

- American Classical Music Association - potential for whole band to play for one of their events in October 2020
- Auditioned Wind Ensemble
 - Would act as an outreach group (more mobile and more potential for different kinds of gigs)
 - Would enable the band to have two Fall concerts
 - Provide detailed written proposal to band and hold a Town Hall meeting

Marching Band Outlook (Marita Begley)

- Performed at 20 gigs in 2019
 - Gig attendance up for every gig this year
- Added another assistant Drum Major
- Performed at iconic locations: Plaza Hotel, Guard performed at Delacorte Theater in Central Park, Stonewall Rally, Museum Mile, Hammerstein Ballroom
- Planning another fundraiser at Slate in February 2020
- Guard
 - Found free space for guard to rehearse
 - Guard will go to a permanent uniform
- Hold Marching Town Hall to discuss survey results and other issues
- Marching Season 2020
 - Increasing rehearsal time to 9:30 in May and 10pm in June
 - Need to reconfigure block formation
- Macy's Update
 - Need to create a production video to show the band's diversity
- 2020 is the Marching Band's 40th season

Joe Kluger Report (Rusty Riker)

- Board members and other band leadership met with consultant Joe Kluger in November 2019
 - How do we get members more involved?
 - How do we get more corporate members?
 - How do we break down tasks to empower members to take on more responsibility?
- Joe Kluger can facilitate a meeting with entire band membership
- Will look into donors, sponsorship and grants to pay for consultant fees

Name Change Committee

Motion by Marita Begley

That the Board reseal the current Exploratory Committee and expand the committee, adding active band members with varied perspectives and diverse characteristics and years of membership (and ideally including a founding member) to move forward with the electronic survey and the Town Halls.

Motion seconded by Catherine Allen

Vote result: 32 in favor 1 abstain

Motion by Alec Sim to have at least one Town Hall to discuss name change.

Motion seconded by Julian Lander

Vote result: 25 in favor 5 opposed 2 abstain

Motion by Alec Sim to adjourn the meeting

Motion seconded by Michael Tolliver

Vote result: Approved unanimously

Adjourned 10:01 pm