

## Executive Director's Report

Respectfully submitted by Thomas Scurto-Davis, Executive Director on 4/6/19

- We are well into the planning stages for Art in Action (AiA) and have secured most of the items for the silent auction. We have contracted with the caterer, band, tent and table rentals etc. And are in the midst of working with teaching artists to provide demos throughout the night. Over 25 of the artists exhibiting have donated a piece to the auction, in addition to board donations of vacation homes, rounds of golf at country clubs, restaurant and theatre tickets etc. Staff are putting items in the auction as well (I am putting three ornaments in as well as my famous smoked pork or brisket dinner for 8, so bid early and often). This should be a very fun-D night. If you have anything you'd like to contribute, experiences, vacation homes, items, personal talents, please let Lisa Getz know, she's organizing the auction.
- I am happy to report we've sold 7 pieces from the 15<sup>th</sup> Annual Betsy Meyer Memorial Exhibition for more than \$5000! The show is up for another couple of weeks, so please don't forget to stop by and buy something, or bring your friends. Paige and I are always eager to give gallery tours and to speak with new friends of the Center. I expect that due to the change in plans for AiA this year (not honoring K.Lotman as planned, thus not selling VIP tix) we are likely to have a budget deficit in exhibitions this year, but, mindful of this likely deficit, we have been keeping expenses low by hanging and de-installing the shows ourselves (rather than hiring professional installers)
- **Education Update:** YTD as of March 31, tuition is \$70,000 ahead of budget for the year (+10K in fall, +18k in winter, +8K in spring, and +24K in various other outreach programs we either developed or expanded this year). While I don't expect this to hold through the end of the FY, I do anticipate we will end the year with tuition in excess of budget for the second time in as many years, reversing the trend of declining tuition revenues! Our tiered program appears to be working and our efforts to welcome each and every class are also having an impact. I am grateful to Ariel and Collin and the rest for their creativity, boundless energy and determination
- **Development Update:** On the support side, we have met our annual number already in **government grants** and **corporate gifts**, the latter category exceeding budget by nearly \$6500 with an already confirmed, additional \$5000 yet to be received. In **individual giving** we are \$30,000 ahead of the YTD number with only \$56,000 left to raise to meet our goal and AIA and the match yet to come! While we are also ahead in **Trustee giving**, this is the result of a one-time \$50,000 gift and absent that we would be \$27,000 behind in board giving. And for foundation giving we are \$6000 behind, but we've got about \$75,000 in grant proposals outstanding and about \$100,000 yet to submit. Foundation funding is almost all packed into the final six months of the year. Pachy has fully assumed the reigns of development and is ensuring I keep to a strict schedule of personal meetings and grant reviews.
- **Sinkhole update:** We have had the drains scoped and discovered two places where the drains need repair. In addition, having spoken with the plumbers about the repair, we have agreed that the storm water runoff going into the downspouts and into the underground drains is far too great for the 4" pipes under the ground. Additionally those pipes were installed nearly 20 years ago and have likely degraded to a point where we should take advantage of the opportunity to upgrade them to 6 " PVC piping. Bid in for that work currently is \$4500, but given we are digging the ditches, this seems a bit high. I am working with the plumbers to see what is driving that cost and if it can be reduced.

- **Library Update:** Anne Umbrecht was kind enough to introduce us to her “cousin-in-law” who did all the beautiful carpentry in her home. He is currently working up a bid to build and install shelving in the conference room to serve the growing needs of the library.

OOOH, I've almost got it down to one page!

Till next time,

Thomas