

Executive Director's Report

Respectfully submitted by Thomas Scurto-Davis, Executive Director on 5/30/19

Financial Overview:

- Our current financial position is strong. Our investment accounts have recovered their value from the hit they took in December with a 4/30/19 value of \$1.47 million. Our bank balance is \$221,600 and outstanding cash liabilities are less than our outstanding cash receivables. While I have booked the draw from the endowment, I have not withdrawn any cash from the Quasi Endowment in nearly 2 years so that the effect has been to replenish our endowment funds by more than \$80,000!
- As of 5/30/19 we are nearly \$25,000 ahead of our budgeted goal for tuition.
- While we are behind in exhibition income, we have also saved about \$7000 over the budgeted expenses. However, the hole created by the changes to the annual gala fundraiser is significant, and over all the exhibition program lags its budget by about \$13,000.

Strategic Planning Update:

Joe Kluger continues to forge ahead with staff, Board and others on the strategic planning process. We have conducted more than 60 interviews, held meetings with staff and held two community town halls to solidify the overarching strategic direction. Currently that strategic direction includes an agreed up conceptual framework build around the idea of strengthening community through visual arts education. The idea being that the Center uses visual arts education as a vehicle for strengthening ties between individuals and the entire community. Focus has been centered on ensuring our continued service to clients at the Center, with an acknowledgement of the ever expanding demographics of the Main Line and a commitment to bringing as many different folks together thru art as we have the resources, talent and creativity to. Next steps include the formation of two working committees: one to discuss programmatic directions and one to discuss resource development to support the implementation of the strategies. These committees will meet before the end of June to develop the strategies and tactics which will be written into the plan.

Fundraising Efforts:

- Art in Action (AiA) event netted nearly \$10,000 for our tuition assistance efforts, with a couple of auction payments still outstanding. The party was attended by more than 140 guests and folks seemed to especially enjoy both the band and the artist demos. I am very grateful to staff who busted its collective hump to pull this off, and especially to the generosity of teaching artists who not only donated work to our silent auction, but many of whom donated a fair bit of time and talent to creating memorable demonstrations of how they work. I had numerous comments from folks about the demos, particularly about the interactivity of Jessica's and the in-depth nature of Henry's presentation. While we didn't raise nearly what we had hoped (our net goal for budget was \$42,000), we have to remember that when we budgeted this event in May of last year, we were coming off of a very successful 1st run at AIA and we had conceived of this year's AIA as an event honoring Karen Lotman, our longtime funder of the CBVI accessible art program. Unfortunately, after agreeing to be honored, Karen Lotman later decided that she didn't feel well enough to participate and so we had to reconceive the event without the Honorary Gala feel. Staff has spent a fair bit of time debriefing about the event and soliciting input from others at the event. At present we have decided not to continue to hold a spring "gala", but rather replace it with events at other times of the year geared simply to raising funds, rather than focused on community building.

- Support thru 5/30/19 is ahead of budget by \$69,000, but we've got a lot to raise to reach our year-end goal as there is still an annual budget gap of about \$128,000. We are grateful to those of you who have fulfilled your pledges (and some beyond), and I am confident that if we keep at it, and year end patterns follow historical ones, we are capable of reaching the goal.
- Some one-off positives – the Dozor Foundation gave us \$11,000 this year compared to \$8000 last year (its previous high donation). Additionally, we have been engaged in significant conversations with Baker Foundation Board member Leslie Boris (who not only came to Art in Action, but bid on and won my BBQ dinner) about the renewal of our grant from last year. She is very moved by the work we are doing in the community and Pachy and I believe that our relationship with Baker will continue to grow in coming years which will result in ever increasing contributions. Baker, starts with small grants (\$5000) and moves year to year in ever increasing commitments up to \$25,000.

Education Update:

- We are gearing up for Summer Camp and have already received \$160,000 of registrations out of our total budget of \$240,000.
- As spring wraps up, the results for tuition are promising so far. Tuition revenues for the first three sessions (fall, winter and spring) exceeded our budgeted goal by just a hair under \$33,000!
- Community Programs continue to develop and expand. We have reengaged with The Village after a few years of challenges at that organization had prevented them from partnering with us. We doubled our engagement by both number of sessions and earnings with both the Pennsylvania School for the Blind and Yeshiva Lab School. In addition, we have developed a new program we are shopping to funders (primarily PNC Arts Alive) called Expedition: Exhibition! This program will bring school groups from Title IX, as well as Philadelphia district schools, elder care facilities, and other to the Center to experience the exhibitions and to make a hands on art project related to what they have seen in the galleries. It is hoped that this program will help us identify community partners that are ready and willing to work with us on bringing programming to their organizations and may even lead to a "sister" organization type model with student and project exchanges. Stay tuned.

Library Update: We have contracted Scott Lee to create and install library shelves for the Majorie Lewis Memorial Library and Conference Room. The plan is to build them off site and then install them in the second or third week of June.

Sink hole Update: we are awaiting a bid from a concrete contractor for work that must be done in order for us to dig new trenches and repair the drainage system damage before filling the sinkhole back in.

Looking Forward,

Thomas