

Community Players of Salisbury
BOARD MEETING
April 5, 2023

BOARD MEMBERS PRESENT: Kel Nagel, presiding, Kate Adkins, David Allen, Bobbie Calloway, Cass Dasher, Melissa Dasher, Robin Finley, Kyle Hayes, Ken Johnson, Charlie Linton, Darrell Mullins, Rusty Mumford, Tom Robinson, Shelbie Thompson.

Members Present: Matt Bogdan, Bonnie Bosies, Lynne Bratten, Pete Cuesta, Tony Broadbent, Matt Hatfield, Betsy Metzger, Debby Nagel, Susan Robinson, Christine Smith, Josh Smith.

The meeting was called to order at 7:01 pm.

Approval of the Minutes:

- Rusty Mumford/Charlie Linton moved to approve minutes of the January meeting as distributed.

Treasurer's Report:

- Approved as distributed.

President's Report: No Report.

Committee Reports:

- Facilities: No Report
- Hospitality: Rusty Mumford reported that we are still hospitable.
- Membership: Melissa Dasher reported that we currently have 208 members.
- Newsletter: Rusty Mumford reminded us of the usual deadline for newsletter content-the 15th of every month.
- Nominating: Sharon Benchoff reported as follows:
 - Nominations will be accepted from now through the May meeting.
 - Contact her if interested in being nominated.
 - Dues must be up to date in order to be nominated.
 - Patrons: Kel Nagel reported that he emailed Patrons about "Crimes of the Heart" as well as an update on the Performance Space initiative.
- Production: Season Vote-Part of New Business
- Publicity: Debby Nagel reported as follows:
 - Billboards for "Crimes of the Heart" are in the works.
 - Yard signs are being put up.
 - The Daily Times "Go" section is changing its format resulting in less coverage than in the past.
 - Ad in the "Weekly Independent."

Pete Cuesta commented that we have an option to run two ads for two weeks. The Editor can create content.

- Scholarship: Lynne Bratten reported as follows:
 - We have four strong candidates.
 - Recommendation to award scholarships to Chloe Dasher and Luke Schoellkopf.
 - Motion Passed
 - Asked Kel Nagel to send rejection letters to the other applicants.
 - As a side note, we have received costume donations recently, especially men's clothing.

- Grants:
 - Charlie Linton reported as follows:
 - We have to report how we spent the funds from the Maryland State Arts Council (MSAC) grant.
 - We have to show it in our upcoming tax return as an allocation.
 - Robin Finley commented as follows:
 - We are not limited to spending funds on operations.
 - Suggests using grant to fund the Summer Camp program as it will be attractive to the MSAC. The Board will have to decide.
 - Matt Bogdan suggested we call a special meeting to discuss the possibility of getting a grant to cover the costs of hiring a Theatre Consultant to develop a plan for converting our current space into a performance venue. There is a MSAC grant that could be used for that purpose. Deadline for applying for it is the end of July.
 - It was announced that the Performance Venue committee is meeting on April 16 and that Grants and Fundraising committees will be added to the list of sub-committees for this project.
 - Robin Finley/Rusty Mumford moved to have a special Board meeting to further discuss the Theatre Consultant grant on April 12. Motion Passed.
 - Rusty Mumford requested that the April 16 meeting of the Performance Venue committee be moved to a date that does not conflict with auditions for “Singin’ in the Rain.”
 - Robin Finley/Rusty Mumford moved to change the date of the Performance Venue committee to Friday, April 14th after loading in the set for “Crimes of the Heart.” Motion Passed
- Social Media: Shelbie Thompson reported that it’s still happening.
- Tickets/Season Tickets: No Report

Old Business

- Copier: Tom Robinson, for Jason Bruce, reported as follows:
 - The Maryland State Copiers organization will donate a copier.
 - Cost will be 2.2 cents per page.
 - 11 cents per page for color copies.
 - We will have significant reduction in costs.
 - Jason will deliver, install and maintain the machine,

Tom Robinson/Rusty Mumford moved to approve. Motion Passes.

- Summer Camp: Melissa Dasher reported as follows:
 - The program was advertised in the March Newsletter
 - It will also be advertised in the April Newsletter along with a “Design the T-Shirt” contest.
 - It will be advertised on Social Media
 - Registration will go live in May.
- Crimes of the Heart: Robin Finley reported as follows:
 - Things are going well.
 - We need a saxophone neck strap. (Josh Smith will provide).
- Singin’ in the Rain: Rusty Mumford reported as follows:
 - Auditions are scheduled for April 16-18.
 - Information on the website is abbreviated; he brought character descriptions
 - He is planning on a cast of 40, maximum.

- The show has significant tech elements such as multiple sets and period costumes.
- Please help if you can.
- There are non-singing roles but everyone will sing and dance.
- Shout out to Josh Smith for his direction of “Footloose” at The Salisbury School.
- Reserved Seating:
 - Darrell Mullins suggested we consider reserved seating in the upcoming season. He expressed concern about family members and others coming early to save several seats.
 - Rusty Mumford commented that the House Manager deal with that but also mentioned that even with reserved seating, people will come early anyway. He also suggested maybe waiting on implement it until we have our current facility fully converted into a performance space.
 - Melissa Dasher/Sharon Benchoff moved to implement reserved seating beginning with the 2023-2034 season.
 - Matt Bogdan suggested we table the motion I order to have more time to discuss it.
 - Rusty Mumford asked how soon we could get seating charts for the high school auditoriums.
 - Melissa Dasher commented that this is not new. Movie theatres have been doing it for some time now.
 - It was moved to approve implementing reserved seating if our ticket platform can accommodate it. Motion Passed.

New Business

- Grants: Matt Bogdan provided an update. See attached file.
- Fundraising: Matt Bogdan provided an update. See attached file.
- Theatre Consultant: Matt Bogdan provided an update. See attached file.
 - Rusty Mumford has reached out to the Maryland Community Theatre Organization about consultants.
 - Tony Broadbent asked if potential consultants would be willing to share previous work.
 - Robin Finley emphasized that we should not think of this as charity.
- Special Productions
 - Cass Dasher reported that we need to get the committee together to formulate a clear process
 - Matt Bogdan commented that the current process is fill out the form and send it to the Board for approval.
 - Matt Bogdan submitted a request for a production of “Uncle Tom’s Cabin.” Cass Dasher/Tom Robinson moved to approve. Motion Passed.
- Production Committee:
 - Tom Robinson reminded us that the committee’s recommendation for the 2023-2024 season was as follows: November-“Pippin,” January-“Rumors,” April, “Vanya, Sasha, Masha and Spike,” June-“Kiss Me Kate.”
 - Ballots were distributed.
 - The result was to accept the Production Committee’s recommendation.

Other New Business

- Performance Venue:
 - Tom Robinson reported that we currently have three bids on the “outside” work that needs to be done. We are waiting for two others.
 - Kel Nagel suggested that once bids were submitted, we have an email vote.
 - Tom Robinson commented that we have potential sources for funding outside work.
 - Kel Nagel suggested we consider opening a line of credit with the bank.

- Tom Robinson commented that he was confident that a combination of loans and donations would provide adequate funding.
- Kel Nagel commented that the Theatre Consultant would be able to estimate costs.
- Christine Smith reported as follows:
 - We have the original plan from Becker Morgan based on our previous facility.
 - That plan focused on a fixed-stage venue.
- Robin Finley asked if we could have the flexibility to do theatre in the round.
- Kel Nagel commented that he met with Matt Bogdan and Gary Finley about hiring a consultant.
- Matt Bodgan reiterated that there is a April 30 deadline for the MSAC grant. They will respond to us within a month.
- Kel Nagel reminded us that the Performance Venue committee will meet on April 14 at 7:00 pm.
- Tony Broadbent questioned if consultants provide advice relative to performance space arrangements.

Being no other business, the meeting was adjourned at 8:42 pm.

Respectfully Submitted:

Darrell Mullins, Recording Secretary.

Fundraising Report (April 5, 2023)

1. Upcoming fundraiser at Bordeleau Vineyard and Winery in Eden, MD from 11 a.m. to 5 p.m. for Annual Chili Cook-off.
 - A. All one-hour shifts are covered: Matt and Bonnie B. from 11-noon; Shelby from 12-1; Betsy M. from 1-2; Rusty M. from 2-3; Gary and Robin F. from 3-4; Pete C. from 4-5
 - B. \$5 per car plus any additional donations; we keep 100 percent of the money.
 - C. Able to promote Crimes of the Heart, Singin' in the Rain, and our efforts to have our own performance space.
 - D. High of 52 degrees, so dress appropriately; no rain is in the forecast.
 - E. Customers are encouraged to bring chairs to the event.
 - F. Inflatable slide and special appearance by the Easter Bunny.
 - G. Food truck: Flannery's
 - H. Live Music: Such Fools
 - I. Various vendors (see website)

2. April newsletter identified all of the tentative fundraisers for the calendar year. So far no one except for one person has responded to help with May-December fundraisers.

3. May fundraiser: special production (possibly for Underground Railroad). I have an Uncle Tom's Cabin special show that I would like to perform in May (see special production form).

4. If the tentative fundraisers for June (community yard sale), July (rock concert), and August (Gale celebrating this season's shows) are to occur, we need coordinators.

5. Other ideas for fundraisers in case we can't find coordinators for the June, July, and August fundraisers:
 - A. Movie night, showing public domain movies (free) or classic movies (\$300 rental)
 - B. Game night, such as Trivia or Summer Olympics
 - C. Old-time radio plays, such as Who's on First, Blondie, the Bickersons, and Father Knows Best.

6. Poe show will be performed at Island Theater in Chincoteague on Monday, August 14, at 7 p.m. Tickets are \$10 at the door. We receive 50% of the gate.

7. Kylan Barn in Delmar has a new amphitheater and would like us to perform there during the summer. We would get 80 percent of the gate. Wide open format. Uncle Tom's Cabin, musical review, etc.

Grant Writing Report for April 2023

1. Applied for Community Foundation of Eastern Shore grant. FY2023 mini-grant application asking for \$2500 for Underground Railroad performance. Status is pending; waiting for response,
2. Letter of inquiry submitted to Andrew W. Melon Foundation for a grant; response expected some time between April 17-May 3).
3. Applied for Walmart grant; waiting for response, which should have arrived by now. Was expecting it by March 10.
4. Applied for Resilia grant; mini-grant of \$1000; it was not accepted but we are in their system
5. Amazon Web Services grant can't be applied for yet. They will notify me when it can be applied for.
6. Letter of inquiry sent to Allstate Foundation; waiting for a response.
7. Applied for Max and Victoria Dreyfus Foundation grant; waiting for response.
8. Letter of inquiry sent to Five Guys grant; waiting for response.
9. Dr. Scholl Foundation grant application not available till Oct. 1, 2023.
10. Applied for Costco grant; waiting for response.
11. Coastal Association of Realtors grant in process of application.
12. Met with Gary Finley, who handed over grant writing information for Maryland State Arts Council (MSAC).
13. Need to submit operating grant interim report to Salisbury Wicomico Arts Council by June 28, 2023.
14. Need to submit Final Report for Grants for Organizations grant to MSAC by 8/15/2023, identifying how we spent the \$2700 grant.
15. Need to submit Final Report for Arts Relief Funding-General Operating Support Phase I for Fiscal Year 2023, by 8/15/2023, identifying how we spent the \$4000 grant.
16. Waiting for response to our application for Arts Relief Funding-General Operating Support Phase 2 (MSAC).
17. In the process of applying for Special Request Grant from MSAC, ranging up to \$50,000.
 - A. Due April 30, 2023.
 - B. Asking MSAC to fund our hiring of a theater consultant.
 - C. Some proposals from theater consultants have been received; others I am waiting for. Setting deadline of May 12. Then will email all proposals to the board members for a vote.
 - D. Once submitted, we will hear whether or not MSAC approved our request by May 31, 2023.
18. Researched other grant opportunities, but many led to dead ends. Will continue exploring other grant opportunities.
19. Need to get grant information from Jerry Gietka.

Special Production Submission Form for *Uncle Tom's Cabin*

Name of person submitting the special production: Matt Bogdan

Phone number: 443 235 3272

Email address: oceancityhappyme@aol.com

Previous experience with producing: *Poe show, Winnie the Pooh show, Twain show*

Description of production: dramatic readings of scenes from *Uncle Tom's Cabin* and providing historical background of the novel and its ties to the Underground Railroad

Cast size: 6-10

Set: none

Production crew: none

Dates and location of venues: Venues are to be determined; tentative dates are May 18-21, 2023

Conflicts with main show: none; auditions will be held Sunday, April 23, tentatively at 2 p.m. or another time of day as long as it does not interfere with *Singin' in the Rain* rehearsal; Rehearsals will take place in the lobby area of Players so they will not conflict with *Singin' in the Rain* rehearsals. No *Singin' in the Rain* cast members will be cast in *Uncle Tom's Cabin*.

What is needed from the Community Players for this production to take place? Microphones and sound system and social media promotion

How will this production benefit the Community Players? This show is intended to raise funds that will go toward the effort of having a performance space at our home base on Nutters Cross Road. We will also be able to promote *Singin' in the Rain*, as well as publicizing our efforts of converting our building into a performance space.

Projected Expenditures

Facility rental: \$500

Advertising: \$100

Total: \$600

Projected Revenue: \$2900

(ticket sales: \$1600; sponsorships: \$1000; program ads: \$200; 50/50 raffle: \$100)

Projected profit: \$2300