**Susquehanna Symphony Orchestra**

**Members of the Board:**

Corporate:

President – Jim Weed

Vice President – Paul Koermer

Vice President – Diane Sengstacke

Treasurer -- Rob Adkins

Secretary (outgoing) – Michele Martin

Secretary (incoming) – Bernadette Solounias

Appointed:

Personnel – Amy Wilkinson

Student Personnel – Anne Pape

Publicity – Shannon Raum

Wendy Bohdel

Jessica Conklin

Laura Donall

Mary Eilerman

Richard Johnson

Danielle Noe

Non-Voting:

Music Director - Sheldon Bair

Orchestra Manager – Amy Hyman

Librarian – Katie Stout

**Board Meeting via Zoom:** Sunday, June 14; 7:00 PM

**Attendees:** Rob Adkins, Sheldon Bair, Wendy Bohdel, Mary Eilerman, Amy Hyman, Richard Johnson, Paul Koermer, Michele Martin, Anne Pape, Shannon Raum, Jim Weed. *Quorum present.*

* The Meeting was convened at 7:00 PM.

## Board Officers for 2020-2021

* All officers will remain the same except that Michele has resigned as Secretary. Bernadette Solounias has offered to step in and was approved by the other Board Members.
* A survey will be sent to the orchestra members for them to vote on the Board members.
	+ *Note: Amy Wilkinson sent a survey to members on 13 July with both a list of officers and the budget.*

## Budget

* Rob sent out a proposed 2020-2021 budget in advance and also shared a copy of it via the Zoom tool.
* Highlights of the adjustments made due to a decrease in concerts in response to the pandemic included:
	+ A decrease by 50% in advertising revenue since there would be fewer opportunities without printed concert programs;
	+ An estimated 70% decrease in ticket sales;
	+ No budget for raffle ticket sales since the prize is travel-related, though the line item is still pending and several Board members pointed out that the gift certificate can actually be used at any time.
		- The person who won the raffle in the Facebook drawing for this past season was very pleased with the prize.
	+ Revenue was dropped to $53,486, matching what was actually made this current season.
	+ Corporate donation line items remain the same, though apparently there is some confusion on what the “Amazon” and “Paypal” line items actually mean.
		- Shannon and Amy clarified that “Amazon” is actually the money received via the Amazon Smile program, which sends a portion of what Amazon shoppers send to their designated charity, and “Paypal” represents donations received from individual donors who pay via one-time or recurring Paypal donations.
		- Rob lists the line items based on whose name is on the check he receives.
		- There is a line for individual donations, but this is largely from people who round up the price of their tickets or who mail individual checks.
		- Amy reported that none of the donated ticket costs coming in via PurplePass had yet been included, which will increase this year’s donations. So far the SSO has received $2957.50 in donated ticket costs and additional donations sent via PurplePass.
		- Wendy requested a list of who is donating via PayPal for development purposes.
	+ For expenses, Rob suggested a decrease in pay of 20% for the Music Director and 25% for all other positions except the Orchestra Manager, whose duties have not decreased.
	+ Other cuts are proposed for performance-related expenses due to the projected decrease in concerts (i.e., for guest musicians, rental music, rental instruments, venue rental, etc).
* Board members raised concerns about some of these projections:
	+ Wendy disagreed with the salary reductions, especially since Sheldon has been very busy trying to develop a plan for performances moving forward, and suggested keeping salaries stable now with the possibility of cuts later.
		- Rob has to pay bills come July 1 so would prefer to go the other way – cut now and restore later.
	+ Sheldon also had submitted a revised artistic budget that was not incorporated into the proposal.
* The Board agreed that a separate, smaller meeting would be had to hammer out a revised budget proposal which would be sent out to the Board and orchestra members for approval.
	+ *Note: Amy H. sent the proposed budget to Board Members on July 7 along with a link to a survey to vote for/against approval.*

## Grant Updates

* The Tourism Grant Q4 report is due July 10, but Rob won’t be able to provide budget numbers until after June 30.
* Amy submitted in March for the 2020-2021 fiscal year but decisions have been pushed back.
	+ *Note: We have since been awarded $25,000 of our $30,000 request. This will be split into two parts - $12,500 as of July 1 and $12,500 in December.*
* *Note: We have also been awarded $7300 by the Harford County Cultural Arts Board; however, the funds are on hold until the Maryland State Arts Board hears about its budget.*

## Concerts for 2020-2021

* The League of American Orchestras, of which the SSO is a member, has some sessions in their virtual Annual Meeting, about moving forward during the pandemic.
* We likely will not include printed programs for any concerts until at least March. Information can be projected on to screens instead. We may be able to run advertisements on the screens during concerts as well as on the SSO Facebook page in order to generate some revenue.
* Most orchestras are not putting together traditional seasons for the upcoming year according to other directors Sheldon has been in contact with.
* Sheldon is considering a few small concerts in the fall and has been considering multiple venue options since it’s unclear if/when the schools will be opened.
	+ The Liriodendron is one possibility and they had asked in the past via the SSO Facebook page about having the orchestra perform there.
	+ Mary Magdelene is another.
* Sheldon and Board Members may also have to consult about reasonable ticket prices.
* Probably the first two concerts in the Fall will involve small hand-picked groups with limited attendance. Currently, Sheldon is considering maybe 300 attendees in November and 450 in December.
* Hopefully, we can return to normal schedules for March & May.
* We also need to identify places for the smaller groups to have rehearsals before the concerts.
	+ Richard confirmed that HCC is not allowing groups of more than 10 people to gather on site through the rest of 2020 and that epidemiologists in general are very wary of live concerts.
* Anne reported that the Harford Youth Orchestra has cancelled all concerts for the Fall.
* There had been some talk about a small concert this summer, but the town of Bel Air has cancelled all concerts at the bandshell through August. Sheldon will ask about something in later August.
* Jim will also talk to the folks at Mount Felix winery about whether they have space for performances, as a concert and wine-tasting event might be a good option.
* Sheldon reported that he’s put together a few videos, which have been sent to the Board and orchestra members.
	+ He also encouraged Board members to look into the League of American Orchestra’s information on audience engagement.

The meeting was adjourned at 8:30 PM. The next meeting time/venue is TBD.