



Beaches Fine Arts Series Board of Trustees

2022 Annual Meeting Agenda

September 24, 2022

Call to Order	Akia U. McDaniel
Approval of July Meeting Minutes	Akia U. McDaniel
Board Membership	
• New Trustees – Megan Herrman & Grace Raper	Kathy Wallis & Akia U. McDaniel
• 2022-23 Attendance Form	Kathy Wallis
• 2022-23 Board Calendar/Directory/Website	Martha Gerding
Financials	
• Treasurer's Report	Elaine Hall
• Solicitation & Donations	Martha Gerding
• Grants & Sponsorships	Kathy Wallis
Programming	
• Concerts	Kathy Wallis
• Educational Outreach	Tracy Morris
• Visual Arts	MJ Hinson
• Receptions & Community Hosts	Martha Gerding
New Business	
Adjournment	

Beaches Fine Arts Series Board of Trustees

July 14, 2022 Meeting

Members Present: Elaine Hall, Deborah Baker, MJ Hinson, Lynne Radcliffe, Michele D. Lee, Dorreen Daly, Katie Davidson, Bob Wall, Tonglia Davis, Elizabeth Kirkconnell.
Attendance via Zoom: Nick Curry, Ramesh Shah, Marjorie Pardue

Members Absent: Akia Uwanda McDaniel, Aida Mechetti

Staff Present: Kathy Wallis, Executive Director, Martha Gerding, Associate Director, Tracy Morris, Director of Educational Programming

Call to Order

The Board of Trustees meeting was called to order by Elaine Hall, Treasurer, at 6:35pm.

Approval of May 2022 Meeting Minutes

The minutes from the May 2022 Board of Trustees meeting were approved as amended, following the motion by Dorreen Daly, with second by Bob Wall.

Reports Overview

- **Treasurer Report (written)** – Elaine Hall walked through the Treasurer’s report, which was also submitted as a written report. Elaine highlighted the year-to-date financial position, noting that the Series continues to be positioned well. She highlighted that we are ahead of 2021 results, commenting on the diversity of income sources and grants. Kudo’s were given to Kathy Wallis and Martha Gerding for their stellar leadership!
- **Financial Review and Revenue Report (written)** – Martha submitted a written report prior to the meeting which reflected up-to-date information through July 14th. In her report out, she noted several key donations, including a \$25K gift from the Weaver Foundation, prepaid for the 50th Anniversary Season.
- **Executive Director Report (written)** – Kathy shared the 50th Anniversary Season brochure and information packet that has been distributed to patrons, donors and other supporters of the Series, highlighting the beautiful cover art by MJ Hinson. The leadership team explained a snafu with the US Postal Service, which resulted in the need for a second printing and mailing of the private donation solicitation packet. Subsequently, the USPS located the mailing and, instead of returning the original bulk mailing to BFAS offices, those were then processed, resulting in recipients receiving TWO solicitation packets. Kathy reminded the Board that the City Council of Jacksonville Beach will be issuing a proclamation for the 50th Anniversary of BFAS on October 3rd at 6:00PM. Kathy requested that each of the Trustees plan to attend this event, given the importance of this Anniversary year for the Series.
- **Educational Programming Report:** Tracy Morris reported that the Educational Outreach programs will be initiated on October 10th, with a presentation at UNF by Pablo Ziegler. Some of the programming for 2022/2023 is still in progress. Tracy and Kathy will continue to coordinate with the artists. Tracy noted that there were 1,500 in attendance at live outreach events in 2021/2022, and it is anticipated that there will be a three-fold increase this upcoming season. At this time, only two virtual outreach events are planned for 2022/2023.

- **Corporate Support and Grants:** The City of Atlantic Beach is interested in sponsoring the Jacksonville Symphony performance in May 2023. Kathy shared that the State of Florida grant has been finalized (\$40K), along with the New Music USA grant. The \$6,000 South Arts Grant will support the Marcus Roberts Trio residencies. Kathy advised that she was asked by the State of Florida to be an adjudicator for large grants. Dorreen advised that she reached out to Duke University to promote Kathy Wallis' 25th anniversary as Executive Director of BFAS, and the 50th Anniversary Season.

Fundraisers

- **First Coast Dancing with the Stars (FCDWTS)** – It was announced that the 2022 edition of First Coast Dancing with the Stars is SOLD OUT, with \$50K raised to date in ticket sales. The event is scheduled for September 17, 2022 at the WJCT studios in downtown Jacksonville. WJCT will be doing the camera/videography this year. It is anticipated that a target net proceeds from the event will be around \$75K. There was discussion regarding online viewing, financial reconciliation by individual 'Star', and donation documentation. Martha noted that individuals who purchased tickets and/or attended the event would not be considered 'new donors' to the BFAS donors listing. Martha took time to explain the scoring process to the Board to clarify for awareness. Kathy noted the status of garnering restaurants and other purveyors in support of the event, with several Board members indicating they would reach out to restaurant owners who they knew. Volunteers at FCDWTS typically include students from UNF and friends of BFAS, along with Board of Trustee members who also volunteer their time during setup on Friday, and on the day of the event. Martha will be reaching out to the Board to determine availability and scheduling.
- **Visual Arts** – The Art Auction results were close to \$3,000, with Michelle noting lessons learned, specifically the bidding process and information that needed to be captured for follow-ups, etc. Michelle also discussed the visual arts process, as well as the desire to continue to elevate the caliber of artists who show during the BFAS concert season. It was announced that Board of Trustees member, MJ Hinson, was named Best Public Artist (Folio Week). Congrats, MJ.

New Business

- Board Membership – UNF student representative Elizabeth Kirkconnell announced that she would be leaving for Rice University in Houston, working toward her master's degree in Vocal Performance. Good luck, Elizabeth! We have appreciated your involvement and support of the Series.
- The Annual Meeting of the Board of Trustees will be held on Saturday, September 24th at 9:00AM in the BFAS offices.

Adjournment – Being that there was no further business, the meeting was adjourned by Elaine at 8:02pm.

Respectfully submitted by Deborah Baker, Secretary

Beaches Fine Arts Series Inc.
Preliminary Financial Statements as of 9/21/2022
Treasurer's Report for 9/24/2022 Annual Meeting

Starting with the Profit and Loss Statement as of September 21, 2022, it represents a potential net income of \$80,550 versus a net income of \$17,651 at this time last year. And just like last year, this is not the end of the story because our fiscal year end is 9/30/2022 and there are more expenses that will be posted as we work through year end projections and adjustments.

Looking at the income for this fiscal year, General Support, which includes corporate and foundation support, concert offerings and private donations is up \$82,071. Grants decreased by \$62,332 primarily due to the non-recurring 2021 COJ Covid-19 Business Grant and the SBA Loan Forgiveness Income. Miscellaneous Income is up \$13,566 due primarily to the Employee Retention Credit. The net effect of this good news is that at this point (and we are NOT at year end until 9/30) our total income of \$360,971 exceeds last year's income by \$40,970. Our DWTS revenue totals \$109,659, which includes \$93,659 in Fundraiser Income plus \$10,000 from Allstate, \$5,000 from UF Health, and another \$1,000 from Allstate Foundation. It was indeed a successful event this year.

Our expenses for the year decreased by \$21,929. Total programming expenses are down \$8,155, largely driven by a \$47,284 decrease in contracted artist fees that were prepaid in the previous year. Administrative costs also decreased by \$10,546 which were heavily impacted by our office moving expenses last year. Fundraiser expenses are slightly down at this point but may be adjusted between now and the end of the year as everything is wrapped up for Dancing With the Stars.

Our Balance Sheet shows Total Assets of \$423,168, with \$35,772 more in our bank accounts than we had last year at this time. While this number will also change by the end of the fiscal year, we are in a strong financial position to finish the year.

In closing out the comments on our financials, at this point in the year, we have a net income of \$80,550, which is \$62,899 higher than last year. Kathy and Martha are now in the process of closing out the year and this figure will go down. Nevertheless, and in light of our substantial increase in net income this year, I will be making a motion at the Board Meeting on behalf of the Finance Committee to provide one time bonuses to Kathy (\$2,500) and to Martha (\$2,000), grossed up for FICA and Medicare taxes, for their outstanding service over this transitional year. Contact me if you have any questions or would like any additional information. The final figures for the fiscal year will be available at the next Board Meeting.

Now I would like to address some Old Business which we discussed and adopted at the May Board meeting: the budget for 2022 – 2023. This has been and is continuing to be a year of rapidly increasing inflation that is impacting everyone and everything. Our preliminary budget included a COLA adjustment of 3% for Kathy and Martha. The Finance Committee recommends we increase the COLA rate to 8%, which is reflected in the new Proposed Budget included in the Board Package. It is estimated that the Social Security figure to be released in October will be about 'about 8.8%'. Our cash and financial position is the strongest it has ever

been. There have been several times in the past 10 years when there has not been any annual increase, and we can afford this. The Fundraisers Revenue has been increased by \$10,000 to cover the increase in payroll and payroll taxes and the advertising and design expense has been increased to \$12,767 to have a balanced budget. This will also be presented for a vote at the meeting. Again, please contact me if you have any questions.

Beaches Fine Arts Series Inc.

Balance Sheet Summary

As of September 21, 2022

	TOTAL	
	AS OF SEP 21, 2022	AS OF SEP 21, 2021 (PY)
ASSETS		
Current Assets		
Bank Accounts	420,532.12	384,760.18
Accounts Receivable	249.09	899.09
Other Current Assets	100.00	100.00
Total Current Assets	\$420,881.21	\$385,759.27
Fixed Assets	2,286.98	1,607.98
TOTAL ASSETS	\$423,168.19	\$387,367.25
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	0.00	0.00
Credit Cards	0.00	0.00
Other Current Liabilities	0.00	2,393.82
Total Current Liabilities	\$0.00	\$2,393.82
Long-Term Liabilities	0.00	0.00
Total Liabilities	\$0.00	\$2,393.82
Equity	423,168.19	384,973.43
TOTAL LIABILITIES AND EQUITY	\$423,168.19	\$387,367.25

Beaches Fine Arts Series Inc.

Profit and Loss

October 2021 - September 2022

	TOTAL	
	OCT 2021 - SEP 2022	OCT 2020 - SEP 2021 (PY)
Income		
1 GENERAL SUPPORT		
4105.00 Corporate Support	41,790.00	3,000.00
4106.00 Foundation Support	38,119.00	3,596.00
4125.00 Concert Offerings	6,155.11	2,080.00
4135.00 Private Donations	82,476.03	77,792.54
Total 1 GENERAL SUPPORT	168,540.14	86,468.54
2 GRANTS		
4107.00 City of Atlantic Beach Grant	1,500.00	1,740.00
4108.00 State of Florida Grants	27,015.00	10,542.00
4109 Bank of America Grant		5,000.00
4115.00 Cultural Council CSGP Grant	37,257.00	32,482.00
4116.00 COJ COVID-19 Business Grant		54,319.84
4116.10 SBA Loan Forgiveness Income		25,220.00
4116.20 Other General Grants	1,200.00	
Total 2 GRANTS	66,972.00	129,303.84
3 FUNDRAISER INCOME		
4500.00 First Coast Dancing with the Stars	93,659.28	86,913.02
4501 Art for the Love of Music Art Auction	2,745.67	1,828.23
Total 3 FUNDRAISER INCOME	96,404.95	88,741.25
4 MISCELLANEOUS INCOME		
4116.11 Employee Retention Credit Refund	28,184.73	14,041.48
4310.00 General Accounts Interest	582.42	1,446.10
4310.10 Endowment Account Interest	286.77	
Total 4 MISCELLANEOUS INCOME	29,053.92	15,487.58
Total Income	\$360,971.01	\$320,001.21
GROSS PROFIT	\$360,971.01	\$320,001.21
Expenses		
1 PROGRAMMING EXPENSES		
1 Contracted Artist Fees		
6012.70 Concert Artist Fees	37,487.50	75,772.00
6037.70 EDU Artist Fees		10,000.00
Total 1 Contracted Artist Fees	37,487.50	85,772.00

Beaches Fine Arts Series Inc.

Profit and Loss

October 2021 - September 2022

	TOTAL	
	OCT 2021 - SEP 2022	OCT 2020 - SEP 2021 (PY)
2 General Programming Costs		
6010.70 Advertising and Design	11,196.30	7,669.92
6013.70 Artist Lodging	19,731.88	9,236.00
6013.71 Artist Transportation		110.00
6013.72 Artist Meals	4,055.02	470.60
6031.70 Other Concert Expenses	5,508.42	5,076.56
6032.70 Buses	915.40	
6040.70 Printing	11,642.82	3,510.35
6050.70 Receptions	1,280.92	
Total 2 General Programming Costs	54,330.76	26,073.43
3 Executive Director		
6020.70 FICA Taxes - Employer	3,963.36	3,847.92
6021.70 Medicare Taxes - Employer	926.88	899.88
6022.70 Salary	63,924.48	62,062.65
Total 3 Executive Director	68,814.72	66,810.45
4 Educational Programming Director		
6380.90 Salary	9,166.63	
6381.90 FICA - Employer	568.37	
6382.90 Medicare - Employer	132.88	
Total 4 Educational Programming Director	9,867.88	
Total 1 PROGRAMMING EXPENSES	170,500.86	178,655.88
2 ADMINISTRATIVE EXPENSES		
1 PAYROLL		
6280.90 Administrative Payroll	51,904.56	50,392.73
6281.90 FICA - Employer	3,218.16	3,124.32
6282.90 Medicare - Employer	752.64	730.80
Total 1 PAYROLL	55,875.36	54,247.85
2 OTHER ADMINISTRATIVE EXPENSES		
6400.10 Board Related Expenses	128.11	234.82
6400.2 Charitable Contributions	2,500.00	
6410.10 Computer Related		752.56
6415.10 Depreciation Expense		913.00
6416.10 Development Expenses	208.74	105.20
6425.10 Donor Related	4,917.67	
6500.10 Dues and Subscriptions	5,926.71	3,896.23
6515.10 General Utilities		184.20
6540.10 Corporate Filing Fee	61.25	78.75
6550.10 Financial Statement Review	2,500.00	6,500.00
6600.10 Form 990 Preparation Fee	1,274.02	1,004.75
6610.10 Solicitation Permit	205.00	200.00

Beaches Fine Arts Series Inc.

Profit and Loss

October 2021 - September 2022

	TOTAL	
	OCT 2021 - SEP 2022	OCT 2020 - SEP 2021 (PY)
6620.10 Liability Insurance	2,479.00	2,557.00
6632.10 Facilities	3,000.00	3,050.00
6632.11 Office Moving Expense		11,939.34
6635.10 Printer/Copier Lease	3,908.01	3,844.74
6640.10 Stationery & Supplies	1,890.82	5,760.77
6645.10 Postage	993.72	302.54
6665.10 Telephone	2,133.29	2,180.46
6670.10 Travel	12.00	5.00
6675.10 Volunteer Expenses		197.54
6810.4 Loss on Disposals		547.00
Bad Debt Expense		58.29
Total 2 OTHER ADMINISTRATIVE EXPENSES	32,138.34	44,312.19
6300.10 Bank Charges	0.00	
Total 2 ADMINISTRATIVE EXPENSES	88,013.70	98,560.04
3 FUNDRAISER EXPENSES		
6505.10 DWTS Fundraiser Expenses	21,384.19	24,980.26
6506.10 Art Auction Fundraiser Expenses	522.47	154.00
Total 3 FUNDRAISER EXPENSES	21,906.66	25,134.26
Total Expenses	\$280,421.22	\$302,350.18
NET OPERATING INCOME	\$80,549.79	\$17,651.03
NET INCOME	\$80,549.79	\$17,651.03

Beaches Fine Arts Series

2022-2023 Proposed Budget

REVENUE

Private Donations	100,000
Fundraisers	100,000
Corporate Gifts & Grants	20,000
Foundation Support	35,000
State Government Grant	40,000
Local Government Grants	35,000
Other Grants	10,000
Interest	1,000

TOTAL REVENUE 341,000

EXPENSES

Programming

Concert Artist Fees	91,000
Concert Artist Lodging	14,000
Concert Artist Meals	3,000
Concert Production Expenses	5,000
Concert Receptions	2,000
Educational Outreach Artist Fees	8,000
Educational Outreach - Busing	2,000
Advertising & Design	12,767
Program Printing	5,000

Administrative Staff

Executive Director Salary (Includes 8% COLA)	69,038
Employer Paid Taxes	5,281
Associate Director Salary (Includes 8% COLA)	56,057
Employer Paid Taxes	4,288
Dir. Of Edu Programming - P/T	10,000
Employer Paid Taxes	765

Operational

Patron Appreciation Event	4,000
Rent	3,000
Utilities	2,500
Financial Review & 990	4,500
Printer Lease	4,000
Liability Insurance	2,500
Dues & Subscriptions	5,000
Supplies	1,304
Postage	1,000

Fundraisers

25,000

TOTAL EXPENSES 341,000

NET PROFIT/LOSS -

Director's Report
July 14, 2022

First Coast Dancing with the Stars 2022

On September 17, First Coast DWTS took place with a sold-out crowd and much enthusiasm. The dancers really outdid themselves this year—by all accounts, it was the best dancing we have ever seen as a whole. Funds raised were over \$114,000. Several of our restaurants ran out of food, so we will have to encourage them to bring larger amounts next year. Our restaurants were Seasons 52, Congaree and Penn; Blue Bamboo; TacoLu; Hamburger Mary's; Courageous Spoon Catering; Patrick Lorenzo Catering; SoNapa Grille; and Orsay. Please thank them if you ever frequent any of these places! Our photographer for this year was Scott Blake, and we hope to receive photos soon. We had a great volunteer corps this year; thanks to all Board members who participated! Special kudos to Tonglia, who convinced her husband, Anthony, to participate! We are very excited to see the multi-camera video produced by WJCT. With the great dancing and professional recording, it should be quite the show.

Most recently, we had a note from Brandice, our Champion, who has a spot scheduled for an interview on October 3 with WJXT. Details will follow.

City of Atlantic Beach Grant

Tracy Morris and I presented the grant for Atlantic Beach on September 8. They were impressed with our programs, with a couple of the members indicating that we should go directly to the city for funding instead of through their committee. I will be looking into that possibility. We will most likely not know the outcome for several weeks. They raised their maximum ask to \$5000. While I doubt we will receive full funding, we may receive more than we have in the past.

Jax Bch City Proclamation:

PLEASE put this on your calendars! We need you to be at this meeting!

I met with Chris Hoffman, Mayor of Jax Bch. She would like to make an official Jax Bch Proclamation to honor BFAS for our 50 years of free concerts. The official announcement will be held at the beginning of the city council meeting on **October 3, at 6 pm**. We need for the entire board to be present for this event. It will only take 10 minutes or so, but a good turnout is important!

Exhibit at Beaches Museum during October

The museum is formatting an exhibit to celebrate the 50th and it will be great to see some of our "artifacts" on display. I will let you know when I know the opening date, but I am guessing that it will be around the time of the city's Proclamation.

State Grant: I presented our BFAS grant before that panel, but we will not know the outcome until the spring, when the new year's budget is finalized. Our score was 95.8. As you know, we will have \$40,000 in funding from the state during this fiscal.

I was asked to be a panelist for the State, which was interesting and time consuming. I reviewed 21 grant applications from multi-million-dollar orgs (such as Florida Theatre and FJC Artists' Series), which gave me some ideas regarding writing grants in the future. I believe it was worth the time!

Other grants:

We received **\$3000 from Publix**, which we are considering as a Signature Concert sponsor because of their longtime support of us.

We received **\$1000 from American Guild of Organists.**

Oceanside Rotary will be the Signature Concert Sponsor for Jacksonville Symphony. (\$5000)

PGA Tour will again be a \$10,000 sponsor.

Other grants not yet funded:

Bank of America

Embraer Foundation

2022-2023

BFAS BOARD OF TRUSTEES CALENDAR

October 9	4:00PM	Pablo Ziegler Trio	St. Paul's by-the-Sea
November 10	6:30PM	Board of Trustees Meeting	BFAS Offices
November 13	4:00PM	David Briggs, organ	St. John's Cathedral
December 16	7:30PM	Soweto Gospel Choir	St. Paul's by-the-Sea
January 12	6:30PM	Board of Trustees Meeting	BFAS Offices
February 5	4:00PM	Marcus Roberts Trio	St. Paul's by-the-Sea
February 24	7:30PM	Laredo, Robinson, Polonsky, Pajaro-van de Stadt	St. Paul's by-the-Sea
March 5	4:00PM	Chanticleer	St. Paul's by-the-Sea
March 9	6:30PM	Board of Trustees Meeting	BFAS Offices
March 24	7:30PM	Alon Goldstien, piano	St. Paul's by-the-Sea
April 16	4:00PM	Italian Saxophone Quartet	St. Paul's by-the-Sea
May 7	4:00PM	American Brass Quintet	St. Paul's by-the-Sea
May 11	6:30PM	Board of Trustees Meeting	BFAS Offices
May 26	7:30PM	Jacksonville Symphony Orchestra	St. Paul's by-the-Sea
July 13	6:30PM	Board of Trustees Meeting	BFAS Offices
September 16	7:30PM	First Coast Dancing with the Stars	WJCT
September 30	6:30PM	Board of Trustees Annual Meeting	BFAS Offices

Beaches Fine Arts Series



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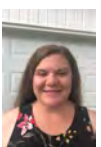
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2022-2023 Board of Trustees



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Term Ending 2031



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Term Ending: 2030



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Term Ending: 2026



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