

Community Players of Salisbury
BOARD MEETING
February 8, 2023

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

Members Present: Joe Benemati, Lynne Bratten, Matt Bogdan, Debby Nagel, Susan Robinson, Josh Smith.

The meeting was called to order at 7:02 pm.

Approval of the Minutes:

- Rusty Mumford/Sharon Benchhoff moved to approve minutes of the January meeting as distributed.

Treasurer's Report:

- A question about what constitutes "Non-Show Income." The response was grants and donations.
- Ken Johnson/Rusty Mumford moved to approve the report as distributed.

President's Report: K. Nagel reported as follows:

- Expressed sympathy to David Allen on the loss of his brother.
- Expressed sympathy to Lynne Bratten on the loss of her father.
- Congratulations to the cast and crew of "Leading Ladies" on a successful run.

Committee Reports

- Facilities: Ken Johnson reported as follows:
 - All is in working order.
 - Thanks to Melissa Dasher for providing a current calendar.
- Hospitality: Rusty Mumford reported that we are still hospitable.
- Membership: Melissa Dasher reported that some members renewed their membership at Players Night of "Leading Ladies."
- Newsletter: Rusty Mumford reminded us of the usual deadline for newsletter content-the 15th of every month.
- Nominating: Sharon Benchhoff reported as follows:
 - It's time to start thinking about whether or not people want to run for Board positions.
 - Let her know if interested in running.
 - Nominations will be announced in May
 - Elections will be held during June meeting.
 - Those elected will begin their terms on July.
- Patrons: No Report
- Production: Tom Robinson reported as follows:
 - The committee will have its first meeting on Sunday, February 12 to discuss five of the musicals submitted.
 - The following musical productions have been submitted:
 - Happy Elf, submitted by Joe Benamati
 - Winter Wonderettes, submitted by Joe Benamati
 - Pippin, submitted by Pete Cuesta
 - Two by Two, submitted by Thom Harris

- Pajama Game, submitted by Thom Harris
 - Annie, submitted by Sherri Hynes
 - Legally Blonde, submitted by Ken Johnson
 - James and the Giant Peach, submitted by Ken Johnson
 - Kiss Me Kate, submitted by Kel Nagel
- The following non-musical productions have been submitted
 - Vanya, and Sonia and Sasha and Spike, submitted by Sharon Benchoff
 - The Snow Ball, submitted by Jerry Gietka
 - Rumors, submitted by Sherri Hynes
 - Is He Dead, submitted by Kel Nagel
- Committee membership is as follows:
 - Tom Robinson, Chair
 - Holly Bruce
 - Jason Bruce
 - Cass Dasher
 - Melissa Dasher
 - Darrell Mullins
 - Heather Oland
 - Shelbie Thompson
 - John Wixted
- Publicity: Debby Nagel reported as follows:
 - Many good suggestions were offered at our last meeting.
 - Publicity for “Leading Ladies” cost \$1,800 as follows:
 - An ad in the Salisbury Independent
 - 40 Yard Signs
 - TV/Radio Ads
 - Photo/Story in The Daily Times Go Section
 - Awaiting the results of the audience survey during “Leading Ladies.”
- Scholarship: Lynne Bratten reported that materials have been delivered to area schools and that scholarship information was published in the last newsletter.
- Social Media: Shelbie Thompson reported as follows:
 - Lots of posts about “Leading Ladies.”
 - We purchased 3 Facebook ads at a cost of \$98.50
 - Ads were viewed by a significant number of individuals.
- Tickets/Season Tickets: Rusty Mumford reported as follows:
 - Ticket Sales for the first weekend of “Leading Ladies” were as follows:
 - Thursday, February 2, 51
 - Friday, February 3, 174
 - Saturday, February 4, 224
 - Will Call was much smoother with the use of scanning
 - Paper tickets only for walk-ins
 - Shout out for Betsy and house/usher volunteers
 - ATT phones will not work for scanning at Wor-Wic
 - Reservations for the second weekend of “Leading Ladies” is as follows:
 - Thursday, February 9, 57
 - Friday, February 10, 86
 - Saturday, February 11, 195

- Received a request from The Holly Center for 6 comp tickets for Saturday, February 11. He suggested that as we are close to selling out for that performance, we offer Thursday or Friday tickets instead. Tom Robinson/Bobbie Calloway moved to offer Thursday or Friday. Motion passed.
- We are running out of ticket stock. As we move to paperless tickets, we do not have significant need. Charlie Linton/Sharon Benchoff moved to approve to purchase a small ticket stock for \$18.00. Motion passed.
- Robin Finley reported that members of the Maryland State Arts Council would be attending this Saturday's performance of "Leading Ladies." As we are grant recipients, we are required to verbally acknowledge their attendance. We will be participating in an interview with them on or before March 15.

Old Business

- Performance Space: Tom Robinson reported as follows:
 - We have preliminary approval on moving forward with plans for the exterior of our space.
 - Bids are out for the exterior work.
 - We are on track to complete by early summer.
 - Donors have been approached to cover those costs.
- Performance Space, more:
 - Robin Finley asked if we could know who the donors are. The response was, once they have contributed.
 - Joe B. and committee are working on the plan for the interior needs.
 - Kel Nagel stated that the next venue project meeting will be Mid-March
 - Lynne Bratten suggested we develop a brochure on the project that could be inserted in production programs, as Possum Point Players has done.
 - Ken Johnson commented that we already have a generic brochure about our overall needs.
 - Robin Finley commented that we hire a grant writer for this project.
 - Tom Robinson commented that he has reached out to Valerie Mann as a potential grant writer.
 - Matt Bogdan suggested that we work on acquiring sponsors for each of our productions. Also, once we have our performance venue, we might consider selling "seats" as a fundraiser.
 - There is a committee focused on fundraising that will be meeting soon.
- Copier-Tabled until next meeting
- Summer Camp: Melissa Dasher reported that she is working on a schedule/timeline
 - There was continued discussion on whether this project is a service or a money-maker
 - The recommendation was to charge \$150.00 with a \$50.00 discount for family members of current members.
 - We have received a number of inquiries since it was published in the newsletter.
 - Shelbie Thompson commented that those interested would most likely be from members we should charge \$200.00 with the \$50.00 discount for members.
 - If we are not using this as a money-maker, perhaps we should charge just enough to cover expenses.
 - Lynne Bratten questioned if Alexa Nastassi would be receiving a stipend, that would influence cost. In addition, if the price is too low, the commitment to attend/participate consistently might be impacted.
 - Josh Smith commented that if the price was higher, people will be more invested.
 - Shelbie Thompson commented that a higher price makes us look more professional. Perhaps we should try it once and see what happens.
 - Josh Smith commented that we should specify that proceeds go to specific goals.
 - Melissa Dasher will report back at the March meeting.
- Leading Ladies: Matt Bogdan was congratulated on a successful opening weekend.
- Job Descriptions: No report at this time.

Other Old Business:

Tax Exempt Letter: Charlie Linton reported that our tax exempt letter is currently being processed. We should receive it within the next two weeks.

New Business: NOTE: As the Recording Secretary had to leave due to another commitment, the following was provided by Sharon Benchoff:

- Crimes of the Heart: Robin Finley reported as follows:
 - Auditions will take place on February 12, 13 and 14.
 - We need of a costume coordinator, a sound person and set decoration person.
- Singin' In The Rain: Rusty Mumford reported as follows:
 - He had a "rain" meeting in which options for making it rain on stage were discussed.
 - Some scenes will have to be filmed.
 - Show dates have been approved by the Wicomico County Board of Education, June 23-25th.
 - Royalty costs are \$750 plus librettos and extra music.

Being no other business, the meeting was adjourned.

Respectfully Submitted:

Darrell Mullins, Recording Secretary.