Association of Performing Arts Professionals  
2019 Member Meeting Minutes  
11:00 a.m. – 11:45 a.m., Monday, January 7, 2019

Present:
Karen Fischer, Board Chair  
Mario Garcia Durham, President & CEO  
APAP Executive Committee  
APAP Board of Directors  
APAP Membership

Mario Garcia Durham, President and CEO, introduced student volunteer at 11:02 a.m. (EST)

Mario Garcia Durham welcomed Adela Fleming, a student at University of Texas Rio Grande Valley to give a brief welcome. Adela briefly spoke about her performing arts major and program and then introduced board chair, Karen Fischer.

Karen Fischer, Board Chair, called meeting to order at 11:04 a.m. (EST)

Board Chair Welcome, Karen Fischer

Karen thanked the staff and board for their hard work, and she asked each board member to stand and be recognized. She noted that our board is reflective of our broad membership and represent a variety of areas, cultures, ethnicities and professional backgrounds. Karen recognized the work of the various board committees which have been very active this year. Karen shared that the board is making REDI (racial equity, diversity and inclusion) work one of its priorities. She stressed the importance of this work as our field is ever-evolving, and recognizing our diversity is a way for us to come together and value each other in all parts of the field. She stated that a commitment to REDI work will help our field embrace opportunities to include diverse voices on our stages and in offices, board rooms and audiences.
Karen then invited Treasurer, Jennifer Johnson, to come to the stage and give the Treasurer’s Report.

**Summary of Treasurer’s Report, Jennifer Johnson**

The 2018 Annual Audit was conducted by the firm of SB & Company, a certified public accounting and business advisory firm. The firm rendered a clean and fair opinion of the association's financial position as of the fiscal year ending June 30, 2018. They were pleased to share that the audit concluded with no management points!

The 2018 Annual Audit was reviewed by an independent Audit Committee and the Financial Affairs Committee. The audited financials were presented by SB & Company and approved by the Board of Directors at the October 2018 board meeting.

**Breakdown of Revenue**

As presented in the FY2018 audit, revenue sources resulted in a total of:

- 9% Other revenue
- 21% Membership Dues
- 49% Conference revenue and
- 21% from Grants and Contributed Income

**Breakdown of Expenses**

Expenses for the year were comprised of a total of:

- 82% Program Services, with
- Supporting Services of 2% Fundraising and
- 16% of General and Administrative support

**Program Expenses**

Of the 82% in Program Services:

- 45% supported the Annual Members Conference
- 26% Professional Development Programs
- 17% Membership Services
- 12% Marketing, Public Affairs and Communications

**NET ASSETS**

Changes to the organizations net assets have resulted in:

- **$1,053,641 of Unrestricted Net Assets**, a modest gain of $3.6k compared to a gain of $4.8k in FY2017.
- **$1,336,837 in Temporary Restricted Net Assets**, a decrease of $236k over FY2017. The decrease is largely attributed to the Building Bridges Campus Community Engagement Grant’s release of donor imposed restricted funds for programmatic expenses, and
- **$810,699 in Permanently Restricted Net Assets**, a modest increase of $1k.

Overall, FY2018’s Net Assets ended in total of $3,201,177 compared to $3,432,772 in FY2017.

APAP is pleased to continue offering Conference Participation Assistance Funds which are comprised of member contributions. The funds are held as temporarily restricted contributions until awarded. Since
inception, the fundraising efforts have yielded a total of $5,300 in member contributions and granted $4,500 in awards to qualifying participants.

Regarding grant restricted funds, APAP continues to fulfill commitments from the prior year's (or prior years') temporary restrictions and releases grant revenue as expenses become due and payable. The satisfaction of grant expenses accounts for the decrease in temporary restricted funds.

Permanently restricted net assets are comprised of both Dawson and Classical Connection Endowments which support specific programs. As in prior years, the Dawson endowment experienced a slight increase largely due to contributions received for the Dawson tables at our award luncheon ceremony.

As of the close of the 2018 fiscal year, APAP's board mandated target reserve is projected at a mid-level range of $896k. APAP's cash reserves are held in an investment account and serve to support 1) capital improvements or 2) operating shortfalls.

SUMMARY

The FY2018's Financial Performance meets with the requirements as set forth by the organization's governing committees and independent auditor's examination. Additional information on the 2018 Audited Financial Statement, together with the Report of Independent Public Accountants, can be found on the Association's website under "About Us".

Jennifer then welcome Laura Colby to the stage to give the governance report and introduce the board slate.

Board Governance Report, Laura Colby

The second item up for vote was the 2019 slate of new and returning board members.

One board member was eligible for renewal of their board term per the APAP bylaws. Laura asked her to stand when her name was read: Jennifer Johnson, Director, Programming, Arts Commons, Calgary, Alberta Canada.

At the October 2018 meeting, the Board endorsed four new candidates for its board of directors as presented by the Governance Committee. The candidates were nominated by the APAP members, and with ratification, these candidates began their first three-year terms, 7 calendar days after their election at this conference.

Laura then asked each nominee to stand when their names were read. They are: Jamie Grant, CEO, Ordway Center for the Performing Arts, St Paul, MN; Christopher Heacox, Executive Director, Jay and Susie Gogue Performing Arts Center, Auburn University, Auburn, AL; Kendra Whitlock Ingram, Executive Director, Newman Center for the Performing Arts, University of Denver, Denver, CO; Murielle Borst Tarrant, Cultural artist, director, playwright, Jersey City, NJ.

Laura then entertained a motion to approve the new and renewing board slate. The motion to approve was called and seconded. The new and renewing board slate passed.

Laura then thanked the two departing board members: Michael Blachly, Director, Opening Nights, Florida State University, Tallahassee, FL; Terri M. Trotter, President and CEO, Midland Center for the Arts, Midland, MI.
Laura then invited Mario Garcia Durham to the podium to make his remarks.

**President and CEO Remarks - State of the Association, Mario Garcia Durham**

Mario began by sharing that APAP currently has 16 full-time and 3 seasonal staff members. Some staff transitions had occurred this year, with three staff receiving promotions (Katrina Robinson, Sarah Martin and Jerelle Jenkins). Additionally, all of the Fall staff reviews had been completed. He then acknowledged the hard work of the staff, and asked each team to stand. Mario shared that he continues to serve as Vice Chair of the Performing Arts Alliance as well as serving as Vice Chair on the board of the Alliance of Artists Communities. He also serves on the WETA Community Advisory board and on the advisory committee of SMU DataArts (DataArts merged with the National Center for Arts Research and is no longer a stand-alone non-profit). Mario stated that the Association is blessed with solid financials, a great and committed staff, and APAP’s position as a national organization continues to be positive and strong. The membership also seems happy with our work. Mario stated that the support from our funders is also very strong and APAP is fortunate to have continued success with receiving unsolicited funds.

*Karen Fischer adjourned the formal business meeting at 11:45 a.m.*