



**Minutes from Regular Board of Directors Meeting: December 9th, 2018
from 3-5PM at Drexel University URBN Center:
3501 Market St. Philadelphia, PA 19104**

Present Members: Ken Metzner, Kun-Yang Lin, Brea Heidelberg, Ellen Gayda, Janet Stern, Ellen Schwartz, David Harrison, Alex Carbonell, Elizabeth Klaproth

Others Present: Katie Moore

Proceedings: Ken called the meeting to order at 3:11pm

AGENDA:

- 1). Approval of September 9th Board Meeting Minutes
- 2). Approval of 2019 Organizational Budget
- 3). November Financial Update
- 4). Board Member Update
- 5). Upcoming Events Doc and Proposed 2019 BOD Meetings
- 6). Artistic Update and Holiday Wishes

1. Approval of the September Minutes

- Ken asks if anyone has any questions regarding the September Minutes
- Ellen Schwartz moves to approve
- Elizabeth Klaproth abstains since she was not present
- Ellen Gayda seconds

September Minutes are approved with all in favor.

2. Approval of 2019 Organizational Budget + 3. November Financial Update

- Katie reviews the organizational budget, which includes not having a fall home season in 2019, and thus the effect on income and expense.
- Katie reviews the November Financials, highlighting that the Board in 2017 had approved an approximate \$50,000 deficit in 2018 due to strategic investments in staff and programming; however, the November financials and the known contributions outstanding reveal that the company will have less than a \$50,000 deficit.
- As discussion ensued concerning budget deficits, Ken commented that the company has not had an operating deficit in the past and has experienced surpluses over several years. Ken reminded the Board that as had been discussed in 2017, even

with the planned 2018 deficit, there would still be approximately 4-5 months of operating reserves in the organization's bank account.

- Katie added that for the 2019 budget, the company is proposing a balanced budget and that planning for a deficit would not happen frequently. She also added that she consulted with KYL/D's long-time bookkeeper, Bonnie Johnson, as well as Ken and Kun-Yang and they all believe the budget put forward for 2019 reflects realistic expectations for the year.
- After fruitful discussion regarding the budget, Kun-Yang moves to approve the budget.
- Alex Carbonell seconds

The 2019 Budget is approved with all in favor.

4). Board Member Update

- Ken explained that a few members have recently rotated off of the board over the course of the past two meetings. Brea Heidelberg is working on her tenure track at Drexel and many of her work obligations are scheduled during the company events so she cannot participate in the ways she would like. She will still continue to contribute in whichever ways she can.
- Ken continued that Renee Quarterman is also rotating off of the board due to personal reasons (new job). She will remain a strong supporter of the company
- Ken concluded that Ellen Rosenberg has also rotated off due to going back to school for photography. Generally, everyone has a different situation, but all are leaving in great spirits and will continue to be advocates for the company.
- Katie added that KYL/D is working with a pro-bono consultant in addition to other research regarding board recruitment strategies.
- Kun-Yang explained that he views the present members are crucial to the beginnings of KYL/D and he is incredibly grateful for their support in getting the organization to this point. Now, KYL/D must focus on how to continue to expand and strengthen its board.

5). Upcoming Events Doc and Proposed 2019 BOD Meetings

- Katie reviewed the upcoming events for the company's 2019 season, highlighting that the company has significant opportunities throughout the city that board members can utilize as events to bring prospective board members, patrons, or other individuals who the board thinks can be cultivated over time or those who are not familiar with the company yet.
- Ken also mentioned the residency at Teatro Esperanza, a new theater built by the larger organization, Esperanza, in Hunting Park Philadelphia. The residency will include teaching class to the dance students, a presentation on the company's creative process to other classes and then a performance of HOME/S. 9th St. at the theater.
- Katie added that the company is also continuing to expand its education programming significantly, and reviewed the CHI Dance program the company

provides to public school students in five schools currently as well as the Chinese cultural programs that Education Manager Gracianna Coscia-Collins, Assistant Artistic Director Maggie Zhao, and dance artist Weiwei Ma have developed.

- David mentioned that he looked at the ticket sales for the Annenberg Center spring home season and was blown away by how well the company is doing already.
- Katie asked the board members to review the proposed dates on the calendar to see if they fit into everyone's schedule. She also will send a Doodle Poll via e-mail to determine if additional dates need to be proposed.
- Alex C mentioned that Bourbon and Branch or his other restaurants could be locations for future board meetings. Also, he is planning on opening a beer garden this spring at 5th and Cecil B Moore and is interested in discussing potential collaboration with the company.
- Elizabeth Klaproth also mentioned that the law firm she works for, Momjian Anderer, has a conference room space which can also be used.

6). Artistic Update and Holiday Wishes

- Kun-Yang reviewed that rehearsals have been going well. The fundraiser, fall home season and Come Together Festival in November created a busier fall for the company, but everything worked out well.
- Kun-Yang discussed that the new work for the spring season at the Annenberg is focused on joy, excitement, and the feeling of new beginnings. He looks forward to hearing the board members feedback.
- Ken, Kun-Yang and Katie wish all of the board members a happy holiday season and start to the new year!

Meeting adjourned at 5:17pm