



Board of Directors Meeting

Thursday, June 9, 2022

5:30PM – 7:30PM

<https://us02web.zoom.us/j/87163184055>

Board Attendees: Ron Claiborne; Marilyn Cohen; Robert Merrell; Elana Slobodien; Howard Sendrovitz; Yuka Hashimoto; Marc Richter; Midori Goto; Daniel Goldhagen; Yukari Saegusa; Jennifer Hanley

Staff: Larisa Gelman; Thomas Cawley; Luz MacManus; Jacqueline Cannon

Guests: Shirley Jenks; Robin Merle

Ron Claiborne called the meeting to order at 5:06pm. He asked for a vote on the minutes from the April 5, 2022 Board meeting.

BOARD VOTE on Minutes from Tuesday, April 5, 2022 Board Meeting (subject to amendment after meeting)

Motion: Ron Claiborne

Second: Marc Richter

Motion Carried

Organizational Update: Larisa Gelman, Executive Director

- Local 802 Negotiations: Negotiations are done and approved. The major changes include an increase of \$1 to the minimum pay rate, pension contribution is now flat, healthcare contributions have increased, and teachers are now paid the same rate for professional development sessions and teaching sessions.
- Howard Sendrovitz added to Executive Committee, per the By-Laws, as Chair of the Nominating Committee

Program Committee Report: Larisa Gelman, Executive Director

- FY22 Programs Updates
 - Play to Learn: This semester program statistics: 2,400 instructional hours, 1,150 students engaged, 51 residencies, and 40 student recitals.
 - Celebrate Music: 9 different ensembles hired, 8,190 students engaged, 126 workshop hours, 115 global music concerts performed.
 - NEXTGen Musician: 9 students engaged, 126 advocacy workshops, music lessons, & performances presented to teen musicians.

Development and Marketing Committee Report: Marilyn Cohen, Chair

- FY22 Contributed Income YTD: M&F has surpassed projected contributed income.
- End of Year Appeal sent via mail. Those who donated over \$500 in the past received an individual note from Larisa. A Board match challenge was announced today via email and social media; all donations will be matched up to \$10K.
- Gala is set and confirmed for February 15, 2023 at the J.W. Marriot Essex House. The Gala Committee is seeking more members to join.
- The marketing team is working with Feathr, a digital marketing software, that runs targeted ads to potential and look-alike audiences.

TDCG Assessment: Presented by Shirley Jenks & Robin Merle

- Shirley and Robin interviewed the majority of Board members and presented a summary of their findings along with suggestions on how the organization should move forward.

Finance and Administration Committee Report: Marc Richter, Chair

- FY22 YTD through 3/31/22: Midori & Friends Fiscal 2022 goal was to restart and rebuild its programming calendar to pre-COVID teaching levels. Operationally, this mandated building staff resources to support commitments to deliver approximately 2,400 instrument instruction hours, 40 student recitals, dozens of world music concerts, and 16 weeks of teen leadership training, engaging over 10,000 students. Financially, a liquidity shortage needed to be bridged to stabilize the balance sheet and liquidate critically overdue accounts payable, and careful planning was needed to ensure that staffing and teaching expenses could be met within this liquidity constraint.
 - The last audit report confirmed the Board reserve at \$200,000; it does not need to be replenished. For visibility purposes, it was recommended to use the Wells Fargo account so we know the balance of the Board reserve at any given time.
- Balance Sheet
- FY23 Budget

BOARD VOTE: Luz MacManus - Vice President of Development, promoted to Officer role

Motion: Howard Sendrovitz
Second: Robert Merrell
Motion Carried

Executive Session

BOARD VOTE: Approve FY23 Budget

Motion: Robert Merrell
Second: Howard Sendrovitz
Motion Carried

The meeting ended at 7:00pm.

DRAFT