



2020-21 Annual Members Meeting

JUNE 15, 2021 • 6-8 pm

AGENDA

- Welcome remarks and looking ahead
- Meet the Board
- Reports from Committee Chairs
- Q & A
- Recognition of retiring Board Members Judy Struck and Cathy Walls

Go bid on the Annual 6x6 Silent Auction in the large gallery—93 submissions!

Mission / Vision / Values Statements

MISSION To provide community-wide access to a quality visual arts program.

VISION The Mispillion Art League is a beacon in the community by fostering and promoting the visual arts through education, exhibits, and programs that encourage access to all.

VALUES Our core value is fostering creativity in the visual arts.

- We support all skill levels and mediums.
- We champion diversity in participation by encouraging all to join in making and appreciating art regardless of race, religion, gender, age, national origin, or disability.
- We value and seek a diverse leadership of Board, committees, and volunteers.
- We treat everyone with respect and equity on all levels of planning, governance, education, programs, and communication.
- We embrace all art forms where visual arts can be enhanced.
- We provide opportunities for artists to share their creativity with the community.

President's Annual Meeting Message

I'm not sure "extraordinary year" is quite how I would describe the last twelve months at our Art League. It seems both exaggerating and trite at the same time to call it that, but it was certainly an intense year.

While the Covid pandemic forced us to shut down and rethink our plans for classes, fund-raising, meetings, exhibits, and the Big Draw Festival, it provided us with the opportunity to do what artists do best - to think creatively, outside of the box.

The first thing we did, after we dealt with CDC restrictions at the gallery and education annex, was to jump feet first into online meetings. At times they felt like seances, (someone is trying to join us, are you there?, are you muted?), but your Board of Directors met monthly and carried on with the business of figuring out how to continue our mission.

As we gradually increased our gallery hours, we held off on new exhibits until we were more confident about the safety of our members in gathering in groups. And we devised a new system to reduce the amount of time members needed to drop off art, with the addition of online registration for shows and the expanded Gift Shop. We are continuing to enhance our website to offer more member benefits in our online views of both the gallery and gift shops.

Classes were adjusted, both in size and in how we managed them. Because children are among the last to be vaccinated, we are continuing to follow CDC guidelines regarding sanitizing and class size.

We feared Covid would greatly affect our membership, but we are ending our membership year with 321 members.

Sadly, two of our Board members are leaving us at the end of June. Judy Struck has been a member since the Art League was founded in 2004. She has served as President, Chair of the Education Committee, member of the Grants Committee, teacher, yART Sale coordinator, and consistent

volunteer since moving full-time to Milford after her retirement as an educator. And while Judy will not continue serving on the board, you will still be able to find her helping MAL at the Farmers Market, hanging her art in the gallery, and assisting with The Big Draw and other activities.

Also leaving the Board is Cathy Walls. Cathy agreed to serve a special one-year term to share her experience and knowledge about the Art League, as a number of new Board members were coming on. She is a founding member, a founding Board member, and has served on Marketing, Education, and Exhibits Committees. She also teaches classes, coordinates our Open Sketch Nights, and is an award-winning pastellist and watercolorist. And she, too, will be around, in the gallery, education annex, and popping up with creative ideas and suggestions.

In December the Board drafted new Vision and Values statements. We realized that art knows no limitations, and we wanted to ensure that our message was one of broad thinking and open-mindedness.

The Board is just concluding their Strategic Planning, begun in January 2020, and interrupted by Covid. And while this plan is still being compiled into a working document, I will hint that there are some exciting ideas the Board is considering.

Keep an eye on your newsletter and emails for what we're planning, and contact our Board members if you have questions or IDEAS!

I would be remiss if I did not mention one thing—we are a volunteer organization. Everything we do is generated and carried out by volunteers. This means YOU. We simply would not exist without you and what you do, whether in the studio, in a class, in a committee, or in the community. Thank you. You are much more special than you can imagine!

Morgan Golladay, President

Finance Report

2020 was a unique year with Covid closures, social distancing, and attendance limits. As explained at last year's meeting, MAL had spent the previous three years building cash reserves for any future down turn and would have survived even in 2020. Fortunately, due to reduced costs, MAL would have broken even in 2020 even without the additional grant money received. In the grants report it mentions one-time Covid grants of \$63,000. Keep in mind that is for the time period 7/1/2020 to 6/30/2021. Your financial reports are for the 2020 calendar year—\$35,000 are those one-time grants for 2021!

While we are on good footing for the future MAL, will be doing the **Run for the Arts** in November. This year we hope once again to be live instead of virtual. So, put on your walking shoes and join us for a fun walk/run!

Thank you,
Julie A. Wagner, *Treasurer*

Treasurer's Report

Misphillion Art League, Inc.

For the period ended December 31, 2020 and 2019

Prepared by:

Julie A. Wagner, Treasurer

Prepared on 6/2/21

Mispillion Art League
Balance Sheet Prev Year Comparison
Substantially All Disclosures Omitted
As of December 31, 2020

	Dec 31, 20	Dec 31, 19
ASSETS		
Current Assets		
Checking/Savings	75,083	46,607
Other Current Assets	350	427
Total Current Assets	75,433	47,034
Fixed Assets		
Fixed Assets	45,001	45,001
Less Accum Depreciation	-44,583	-42,355
Total Fixed Assets	418	2,646
Other Assets		
Assets Held at DE Comm Found	27,490	24,630
Total Other Assets	27,490	24,630
TOTAL ASSETS	103,341	74,310
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	2,275	4,432
Credit Cards	0	-802
Other Current Liabilities	2,760	1,378
Total Current Liabilities	5,035	5,008
Total Liabilities	5,035	5,008
Equity	98,306	69,301
TOTAL LIABILITIES & EQUITY	103,341	74,309

No assurance is provided on these financial statements

Mispillion Art League
Profit & Loss Prev Year Comparison
Substantially All Disclosures Omitted
 January through December 2020

	<u>Jan - Dec 20</u>	<u>Jan - Dec 19</u>
Ordinary Income/Expense		
Income		
Committee Income		
Grants	63,796	14,868
Education	22,003	40,343
Exhibits	3,260	6,440
Fundraising	590	3,901
Membership Dues	8,779	9,922
Pottery	1,078	1,450
Sponsorships	2,350	14,359
Total Committee Income	<u>101,856</u>	<u>91,283</u>
Commissions 20%	1,717	2,042
Donations	16,162	8,192
General Income	100	350
Other Income	1,811	6,732
Total Income	<u>121,646</u>	<u>108,599</u>
Gross Profit	121,646	108,599
Expense		
Taxes & Licenses	0	34
Awards & Ribbons	350	902
Building Rent	22,000	24,000
Building Repairs & Maintenance	584	865
Credit Charge Card Fees	1,330	1,591
Depreciation	2,228	2,974
Dues & Subscriptions.	810	1,240
Hospitality Expenses	389	5,182
Instructors fees	16,624	22,147
Insurance expense	1,800	2,674
Judges Fee	0	350
Marketing Expenses	2,369	1,846
Office Supplies	5,396	4,406
Postage	312	773
Professional Fees	3,743	0
Supplies	6,071	6,019
Utilities	6,485	8,338
Wages	17,765	15,689
Wages - Tax expense	1,359	1,200
Website	72	177
Total Expense	<u>89,687</u>	<u>100,407</u>
Net Ordinary Income	31,959	8,192
Other Income/Expense	-2,955	866
Net Income	<u><u>29,004</u></u>	<u><u>9,058</u></u>

Mispillion Art League, Inc
Budget Overview
 January through December 2021

	<u>Total Education 2021</u>	<u>Exhibits 2021</u>	<u>Total Fund Raising 2021</u>	<u>Total Operations 2021</u>	<u>Pottery 2021</u>	<u>Public art 2021</u>	<u>Sponsorships 2021</u>	<u>The Big Draw 2021</u>	<u>TOTAL 2021</u>
Ordinary Income/Expense									
Income									
Committee Income									
Grants									
Grants - Restricted	5,000							2,000	7,000
Grants - Other				48,000					48,000
Total Grants	5,000			48,000					53,000
Education	20,000								20,000
Total Education	21,350								21,350
Exhibits		5,000							5,000
Fundraising									
Fundraising - Other			3,500						3,500
Total Fundraising			3,500						3,500
Membership Dues				9,000					9,000
Pottery					520				520
Sponsorships							8,000		8,000
Total Committee Income	26,350	5,000	3,500	57,000	520		8,000	2,000	102,370
Commissions 20%				1,450					1,450
Donations									
Monthly Masterpiece Donor				800					800
Donations - Restricted	350							150	500
Donations - Unrestricted								760	760
Total Donations	350			800				910	2,060
General Income									
Venue Rental				400					400
Total General Income				400					400
Other Income									
Sales of Product Income				320			60	20	400
Other Income - Other									
Total Other Income				320			60	20	400
Total Income	26,700	5,000	3,500	59,970	520		8,060	2,930	106,680
Gross Profit	26,700	5,000	3,500	59,970	520		8,060	2,930	106,680
Expense									
Awards & Ribbons		800							800
Building Rent				24,000					24,000
Building Repairs & Maintenance		5,000		1,500	450				6,950
Credit Charge Card Fees				1,500					1,500
Dues & Subscriptions				100				550	650
Hospitality Expenses									
Food & Beverage		285		200			5		490
Hospitality Expenses - Other		200	300						500
Total Hospitality Expenses		485	300	200			5		990
Instructors fees	21,214								21,214
Insurance expense				1,500					1,500
Judges Fee									
Marketing Expenses	2,240	100	250	1,750			300	2,000	6,640
Office Supplies				3,200				2,000	5,200
Postage				500					500
Professional Fees							1,100		1,100
Supplies	1,372			1,500	450	1,000		2,000	6,322
Utilities									
Internet/Phone Service				2,000					2,000
Propane				1,300					1,300
Water/Sewer/Electricity				4,500					4,500
Total Utilities				7,800					7,800
Waacs				19,650					19,650
Waacs - Tax expense				1,464					1,464
Website				400					400
Total Expense	24,826	6,385	550	65,064	900	1,000	1,405	6,550	106,680
Net Ordinary Income	1,874	(1,385)	2,950	(5,094)	(380)	(1,000)	6,655	(3,620)	(0)
Net Income	1,874	(1,385)	2,950	(5,094)	(380)	(1,000)	6,655	(3,620)	(0)

Membership Report

As of June 15, we have 321 active members. As you may know, we are in membership renewal drive. Emails have been sent to the membership roster reminding them to renew. This will continue monthly through the end of August. In September, a physical mailing will be completed to those who have not renewed. Per the MAL ByLaws, anyone not renewing by August 31 will be removed from the membership roster.

Respectfully submitted,
Sonja Frey, Operations Manager

Grants Report

This was a year requiring fast turn-arounds to take advantage of Covid-19-related grants. Fortunately for MAL, our financial planning is led by our Treasurer, Julie Wagner, CPA, who applied for all the Covid-19-related grants, such as the CARES funding, PPP, etc., for which MAL was eligible. These grants amounted to a one-time total of \$63,688.

The grant committee's awards amounted to \$15,100 and are listed below.

- Delaware Division of the Arts, provides general operations support (as opposed to program support). Total: \$9,100, to be disbursed over the year to Oct. 2021 pending receipt of final reports.
- Joseph Robert Foundation: \$2,000 in November 2020 to support The 2021 Big Draw Festival DE. This was our first time applying to the Foundation.
- Milford Lions Club Eunice Reed Fund granted MAL \$4,000 in funding for outreach and financial aid.
- Kent County Fund for the Arts: Because of Covid-19 cancelling our Outreach Programs to Salvation Army Creative HeARTS, KSI, and Home of the Brave for Women and Men, we were unable to spend their grant in 2020. We told KCFA that we will apply their 2020 grant to 2021 once we are able to meet with the nonprofit-associated artists.

The grant committee's awards are from local organizations comprised of our neighbors; community leaders who work very hard to sustain

the quality of life we enjoy from engagement in the visual arts. A warm and sincere thank you to all involved in the granting procedures.

Respectfully submitted,
Mimi Galligan, Committee Co-Chair

Exhibit Committee Report

This year has been a challenging year. We experienced the shelter-at-home and restrictions for any public place due to Covid-19. Although it was a challenging time, it gave us the opportunity to look at our procedures and methodologies. Our committee was up to the challenge.

We cancelled some shows, lengthened others, and added "virtual tours" to our exhibits thanks to the magic of Gervasio Ruiz, Jr. Our drop-off and pick-up procedures were very hands-on. Covid gave us the opportunity to re-exam how we handled these two procedures and update them to 95% online payment and acceptance of the Call for Entry.

The Gift Shop has always been a place for artists to bring their work for display. We were able to update the visual appeal of the shop due to Carol Lehmann's research and finding a great deal on new fixtures. The updating has increased the Gift Shop sales, resulting in the interest of new artists.

Artist interview videos are now posted on our website. Each video features a member artist in their studio. This is a new member benefit that includes the making and posting of the featured artist on the MAL website and YouTube channel, with their professional contact information. Thanks to the efforts of Rosemary Connelly's interviewing skills, Jane Dean's production skills, and Gervasio Ruiz, Jr.'s videography skills, one new video is posted each month.

We are grateful for all the Committee team members who faithfully come out to support drop-off, pick up, and our monthly meetings. It is because of our volunteers that we are able to support all of the Exhibit and Gift Shop needs.

Martha Gery, Exhibits (Interim) Chair, tendered her resignation. Please welcome Kathie Enright as a new

Board member and Education Chairperson.

Respectfully submitted,
Martha Gery, Committee Chair

Education Summary

What a year! Last June, MAL was able to resume classes with size restrictions. We offered some virtual classes by Zoom, but didn't meet with much success. By July, Delaware had entered Phase 2 of the recovery and we were able to offer on-site classes. CDC protocols were followed—tables six feet apart, sanitized before and after each class; participants wore masks; hand sanitizer was available, and fixtures such as door handles, were also frequently sanitized.

In July 2020, with a generous donation from the Milford Lions Club Youth and Education Committee, our children's summer classes were offered for free. There were four weeks of mini-camps plus some individual pottery classes. In addition, we gave away 100 bags with art and craft materials to children at the July 4 Farmer's Market.

Fall 2020 saw MAL back on a more regular schedule. Painting, printmaking, Zentangle®, watercolors, drawing, Pysanka egg writing, silk scarf dying, nature journaling, alcohol inks, pastels, Kids' Art Club, and more were offered. Our only problem was getting people to come out in person for classes. Registrations were low and several classes had to be cancelled.

January through May 2021 saw an increase in class sign-ups. Our Kid's Creativity Club ran two 8-week sessions. Cyanotypes was a popular class, with the attendees crying for "more time!" Instruction in watercolors, oils, acrylics, pottery, stained glass, candle making, macrame, and Mexican decorative art were successfully held.

Judy Struck, MAL Board Member and Education Chair, tendered her resignation to pursue more frequent traveling. Please welcome Leslie LeVecque-Boothby as a new MAL Board Member and Education Chairperson.

Respectfully submitted,
Judy Struck, Committee Chair

The 2020 Big Draw Festival Report

The Festival theme was "A Climate of Change", which focused on recycling and ecology. Our aim was to encourage people to participate in art-making and enjoy the benefits of self-expression and creativity using recycled materials with an emphasis on protecting the planet and appreciating nature.

Initial marketing efforts were planned for a festival similar to 2019. As the realities of the pandemic settled in, it became apparent the Festival would need to radically change, as would our marketing efforts. We also wanted to narrow our outreach geographically to focus on the Milford area, but deepen our Milford outreach to the Spanish, veteran, and church communities.

Press releases alerted print and broadcast media that Big Draw was again happening in Milford; frequent social media posts brought our announcements into homes; and ads ran in local, online, and state-wide newspapers. We also hung banners from lampposts on Walnut St., donated by Downtown Milford, Inc.

The Art League developed and distributed 200 free Art Kits to families, full of ideas and starter supplies for projects they could do at home using materials destined to be recycled. Also included were educational/fun materials on recycling and conservation from the City of Milford. MAL materials were bilingual—English and Spanish. People were invited to help us build a Cardboard City by making real or imagined buildings out of cardboard and recycled materials.

We reached approximately 1,442 people with information on the Festival at the Farmers Market. 109 students were served; 25 classes were scheduled; 17 held, 7 cancelled. 28 of the students taking classes costing \$10 were non-members. Approximately 65 structures were created for the Cardboard City. Over 42 volunteers helped to make the Festival successful, with total volunteer hours of 747.75.

Downtown Dover Partnership and Jerry's Artarama also participated. DDP held their annual Plein Air event and Jerry's gave MAL steep discounts for art supplies, but due to COVID did not hold any live events.

Respectfully submitted,
Rosemary Connelly, Committee Chair